Candidates are allowed 10 minutes to read through the paper before starting to write. This 10-minute period is in addition to the $2\frac{1}{2}$ hours allowed for the examination.

Candidates MAY write during the time allowed for reading through the paper.
JANUARY 2003

Candidates MUST answer questions from ALL FOUR sections of this paper: ALL of Section ONE; ALL of Section TWO; ONE from Section THREE; and ONE from Section FOUR.

SECTION ONE

(Suggested time: 35 minutes)

You MUST answer the question in this section.

1. Read the advertisement below which appeared in a local newspaper. You have an uncle who is interested in this kind of job. Write a letter to your uncle giving him the most important information in the advertisement. Your letter should NOT be more than 120 words.

**VACANCY**

The Ports Authority invites applications for the position of

**CHIEF EXECUTIVE OFFICER**

The Chief Executive Officer will be responsible to the Chairman and Board of Directors for the total management and operation of the East and West Airports. He/She will be required to manage the airports with maximum efficiency in terms of safety, security, quality of service, marketing of the airports and development of air services and profitability.

The appointment requires significant hands-on experience of airport management and operation. The applicant must be able to assume responsibility for all areas of the business from the outset. A proven track record of earlier success in airport management is essential and experience of the Caribbean is desirable but not essential.

The applicant must have a sound educational background and a degree in management or one that includes passes in courses in Financial or Personnel Management.

If you would like to know more about this exciting opportunity, please address your correspondence to the Secretary of the Ports Authority or check the e-mail address: namriach@cari.net.

Detailed applications (two copies), giving full particulars of qualifications, experience, date of birth, nationality, marital status, and the names and addresses of three referees, should be sent to:

Chairman
Ports Authority
P.O. Box 1123E
St. Davids

The closing date for applications is July 31, 2003.

Remuneration and benefits will vary according to experience and qualifications. The appointee is expected to assume duties on January 5, 2004. Only suitable applications will be acknowledged.

(25 marks)
SECTION TWO

(Suggested time: 40 minutes)

Answer ALL the questions in this section.

2. Read the extract below then answer the questions that follow.

The countryside through which they were driving couldn’t be called picturesque. Field upon field stretched all the way to the very horizon, gently sloping upward in some spots, then slanting downward again in others; small forests were visible here and there; ravines covered with low, scanty bushes wound through the terrain. The travellers came across shallow streams with barren banks; little villages with huts under dark, often decrepit roofs; churches, some of which were brick, their plaster peeling off in patches, others of which were wood, their crosses hanging askew and their graveyards overgrown. Arkadii’s heart slowly sank.

To complete the picture, the peasants they encountered were all shabbily dressed, riding the sorriest little ponies; the willows near the road, whose trunks had been stripped of bark and whose branches had been snapped, stood along the roadside like ragged beggars; emaciated, shaggy cows, pinched with hunger, were greedily tearing at the grass along the ditches – they looked as though they’d just been snatched from the murderous clutches of some hideous monster. The piteous aspect of the broken-down beasts in the midst of the lovely spring day evoked the white phantom of endless, dismal winter, with its storms, frosts, and snows. . . . “No,” thought Arkadii, “this isn’t a wealthy region.”

. . . yet even as he reflected, the springtime began to take hold of him. Everything all round him was golden-green, everything – trees, bushes, and grass – was shimmering, gently stirring in wide ripples under the soft breath of the warm breeze; the endless trilling of larks poured forth from all sides; pewits either called out or they hovered over the low-lying meadows or silently ran across the mounds of grass; crows strutted among the half-grown spring corn, standing out against its tender verucr, and disappeared in the rye that had already turned slightly white, occasionally sticking their heads out from amid its hazy waves. . . . He flung off his coat and turned toward Nikolai Petrovich with a face so bright and boyish that his father gave him another hug.

“We’re not far away now,” Nikolai Petrovich remarked. “We’ll just have to go up this hill, and the house will be in sight.”


(a) Identify TWO phrases in the first paragraph which support the idea that the countryside “couldn’t be called picturesque” (line 1). (2 marks)

(b) Who are “The travellers” referred to in line 4? (2 marks)

(c) What does the writer mean by “the white phantom” (line 14)? (2 marks)

(d) In what way does paragraph 2 “complete the picture” presented in paragraph 1 that the region was not wealthy? (2 marks)

(e) What is the son’s initial reaction to the countryside he was seeing? (1 mark)

(f) What is the son’s later reaction to the countryside he was seeing? What word(s) in the passage illustrate this? (2 marks)

(g) Why does Petrovich make the statement in the last paragraph? (2 marks)

Total 13 marks

GO ON TO THE NEXT PAGE
Read the extract below then answer the questions that follow.

Customers' needs must be satisfied

There is a new marketing thrust in the social and economic arena. It is called "Buy Local". The Government's position is interesting: since signing the World Trade Organisation (WTO) Agreements, they are not to be seen favouring local above other goods and services. Yet, every time we buy anything other than local we bring pressure on the Government purse.

When one examines people's needs the subject becomes more interesting. If the market is not catering for, or meeting the consumers' need, then one must conclude that, regardless of whatever economic yardstick is chosen, those consumers are being excluded. Yet, the marketing people, attached to the manufacturers, never seem to satisfy themselves as to the needs of consumers.

Retailers need to find a way to buy direct from manufacturers, cut out the middlemen and pass on savings to the consumers. Is it too much to ask for a good, even a high quality product that has a realistic price tag? It may surprise some to learn that consumers respect business entities making a profit. They understand how the economy functions. Equally, they understand, too well, when they are being taken for a ride, as has been the case for well over 300 years.

The basic instinct of our people is to support the "buy local" campaign. There are, however, questions that demand closer scrutiny: How do you convince a consumer to buy local when a similar product, from elsewhere, is available at a better price? Is it sufficient to purchase local products in order to sustain our own employment?

If one were to take the vexed question of price out of the local equation, there still remains an arithmetical problem when trying to support the campaign. Since our local produce represents only a mere 26 per cent, it follows that some 74 per cent of produce must come from elsewhere to satisfy our consumption needs.

We need to know that every time we buy local we are securing our own future and building a stronger country for our children and grandchildren.

Adapted from H. Malcolm Taitt, "Customers' needs must be satisfied", The Barbados Advocate: November 17, 2001, p. 7.
(a) From your understanding of paragraph 1, why does the writer regard the Government’s position as “interesting” (line 2)? (2 marks)

(b) What, according to the passage, is the effect of our buying foreign goods and services? (2 marks)

(c) According to the writer, what are the benefits of buying local? (3 marks)

(d) In the passage, what does “taken for a ride” (line 14) mean? (1 mark)

(e) Why does the writer say “There are, however, questions that demand closer scrutiny” (lines 16 – 17)? (2 marks)

(f) Why is the question of price referred to as “vexed” (line 20)? (2 marks)

Total 12 marks
SECTION THREE

(Suggested time: 45 minutes)

Answer ONE question in this section.

Your answer in this section should be approximately 400 to 450 words in length.

You MUST write in Standard English. However, dialect may be used in conversation.

4. Write a story based on the picture above. (25 marks)

5. The family was threatened with being torn apart, but in the end we realised that unity is strength.
   Write a story ending with these words. (25 marks)

6. "Then I realised that 'they lived happily ever after' only happens in fairy tales."
   Write a story that ends with this statement. (25 marks)
SECTION FOUR
(Suggested time: 30 minutes)

Answer ONE question in this section.

Your answer in this section should be approximately 250 to 300 words in length.

You MUST write in Standard English.

7. The old-time advice “Neither a lender nor a borrower be” has no place in the modern world.
   Write your views on this statement. (25 marks)

8. “The Caribbean is noted for pirates. Once upon a time we had Hawkins, Blackbeard, Morgan and others. Nowadays we have music pirates. Some of the old English pirates got knighthoods, so I don’t see why the music pirates today should not be left alone.”
   Write a response to this view. (25 marks)

END OF TEST

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