TEST ARGOMENTI TECNICI – OTTOBRE 2025

1) Quale dei seguenti numeri è compreso tra 10^2 e 10^3 ?

a) 9
b) 99
c) 999
d) 9999

2) Quante dimensioni possiede il volume?

a) nessuna
b) due
c) tre
d) una

3) Un martinetto viene venduto a € 200 con uno sconto del 20%, quale era il suo prezzo di listino?

a) 250 €
b) 240 €
c) 160 €
d) 220 €

4) Sulla cattedra ci sono 12 quaderni, 7 alunni ne aggiungono 2 ciascuno. Con quale delle seguenti espressioni si calcola il numero complessivo dei quaderni?

a) 12+7+2
b) 12+(7x2)
c) (12+7)x2
d) (12x2)+7

5) Indica il risultato corretto della seguente somma: 1 cm + 1 mt + 1 mm

a) 1011
b) 111
c) 1101
d) Non si può eseguire

6) **Un programma *freeware*:**

a) può essere usato senza licenza d'uso

b) è uno dei componenti fondamentali di un sistema operativo

c) risulta libero di attivare direttamente l'hardware

d) dopo essere stato installato in memoria non può essere più eliminato

7) **Non è una funzione del Sistema Operativo:**

a) gestire il file system

b) gestire i processi

c) gestire il correttore grammaticale

d) gestire la memoria centrale

8) **In EXCEL, le celle di una colonna:**

a) hanno tutte lo stesso indirizzo

b) hanno un indirizzo che inizia con la stessa lettera

c) hanno un indirizzo che finisce con la stessa lettera

d) hanno un indirizzo che finisce con lo stesso numero

9) **In EXCEL un istogramma è:**

a) un tipo di grafico disponibile

b) una tabella a due colonne

c) un grafico detto anche a Torta

d) una particolare formula

10) **In EXCEL se copio la formula "=A1*$B$1" da D2 a F5 ottengo:**

a) A1+$B$1

b) C4+$B$1

c) C4+$D$4

d) A1+$D$4

11) Quale tra queste figure professionali non appartiene all'area amministrativa?

a) Addetto alla contabilità

b) Responsabile del controllo di gestione

c) Addetto alla produzione in catena di montaggio

d) Tesoriere aziendale

12) Che cos'è l'IVA (Imposta sul Valore Aggiunto)?

a) Una tassa sui profitti delle imprese

b) Un contributo previdenziale per i lavoratori dipendenti

c) Un'imposta sui consumi applicata alle transazioni di beni e servizi

d) Una tassa annuale sulle automobili aziendali

13) Quale documento accompagna solitamente la merce venduta a un cliente?

a) Il piano industriale

b) La fattura

c) Il verbale di assemblea

d) Lo statuto sociale

14) Chi è il titolare di una ditta individuale?

a) Un gruppo di soci che dividono gli utili

b) Un ente pubblico territoriale

c) Una società per azioni quotata in borsa

d) Una persona fisica

15) Quale tra questi è un esempio di impresa di servizi?

a) Una fabbrica di automobili

b) Uno studio di consulenza contabile

c) Un'azienda agricola

d) Una miniera di carbone

• Reading •

From Penny Bazaar to Global Retailer

Reading from the Marks and Spencer website, we learn that M&S, as it is affectionately known, is a leading British retailer that prides itself on bringing great value, quality food, clothing and homeware to millions of customers around the world. Despite its humble beginnings, in 2012 it expanded into the world of finance by adding the M&S Bank to its portfolio, and this is the reason why this story is so interesting.

M&S started life in 1884 when the immigrant Michael Marks came to the north of England from his hometown in Belarus and secured a stall at Kirkgate Market in Leeds. With little money and limited English, he built his business using the slogan ‘Don’t ask the price, it’s a Penny’. Thanks to this simple idea and his hard work, his stall soon developed. To support his growing business, Michael joined forces with Tom Spencer, a cashier from wholesalers Dewhirst and on 28th September 1894, Marks & Spencer was born.

By 1900, Marks and Spencer had expanded to include 36 ‘Penny Bazaar’ outlets. While most shops at that time kept their stock out of site behind counters, M&S displayed everything on trays for customers to inspect. During the two world wars their popularity continued because they adapted to respond to people’s needs and when glamour finally came back, they joined the ‘New Look’ trend in fashion and also employed an innovating new way of selling food products, for example ‘chilled’ instead of ‘frozen’ chicken appeared in their refrigerated shop counters. With the changing lifestyles of women from the 70s, M&S made things easier for them by introducing good quality, nutritious convenience food, like boil-in-the-bag and microwave meals.

Then in April 1985, Marks & Spencer Financial Services was launched to meet the needs and desires of their customers. The M&S Charge card took an astonishing 270,000 applications within the first three weeks and in 2012 the M&S Bank was launched and has evolved from a sole card provider to a financial service provider offering a wide range of products, from the M&S Credit Card, to a range of loans, savings and general insurance products, while its travel money service offers one of the widest ranges of currencies available on the high street.

EXERCISE 1

Read the text about the transition of a successful retailer to a financial service provider then choose the correct answer (a, b, c or d) for questions 1-5.

1. Michael Marks was originally
- **a.** a rich businessman.
- **b.** a poor foreigner.
- **c.** very good at speaking English.
- **d.** from the north of England.

2. In the beginning everything on Michael Mark's products
- **a.** didn't sell very well.
- **b.** were very expensive.
- **c.** were limited.
- **d.** cost one Penny.

3. Marks and Spencer was different because
- **a.** customers could see all of the goods that were for sale.
- **b.** the goods were kept on trays at the back of the shop.
- **c.** the clothes were inspected before they were displayed.
- **d.** it became very big.

4. The success of M&S was due to
- **a.** their ability to change.
- **b.** the two world wars.
- **c.** the changing lifestyles of women.
- **d.** the invention of the microwave.

5. Marks and Spencer financial services
- **a.** was originally a bank.
- **b.** was opened in 2012.
- **c.** was originally created for people who shopped in their stores.
- **d.** was an extension of the M&S bank.

EXERCISE 2

Match the following word(s) (1-5) with the correct definition (A-E).

1. Humble beginning	**a.** The total amount of goods available in a shop.
2. Stall	**b.** Starting with very little money.
3. Stock	**c.** Food that is almost ready to eat when bought.
4. Convenience food	**d.** The money used in a particular country
5. Currency	**e.** A table from which goods are sold in a public place.