



EXAME DE PROFICIÊNCIA EM LEITURA – INGLÊS MESTRADO E DOUTORADO

Marque suas respostas apenas na
Folha de Resposta, com caneta azul ou preta.

- A prova tem dez (10) questões objetivas. Existe apenas **uma** (1) resposta correta para cada questão.
- Ao terminar a prova, entregue este caderno e a folha de respostas para o aplicador.
- A prova tem a duração de **duas** (2) horas. **NÃO haverá prorrogação do tempo.**
- É permitido utilizar **dicionários monolíngues e bilíngues** apenas em **versão impressa.**
- **Não é permitido** o uso de qualquer dispositivo eletrônico e/ou digital durante a realização da prova, sob pena de imediata desclassificação do candidato.



TEXT 1:

CULTURAL BEHAVIOR IN BUSINESS

Much of today's business is conducted across international borders, and while the majority of the global business community might share the use of English as a common language, the nuances and expectations of business communication might differ greatly from culture to culture. A lack of understanding of the cultural norms and practices of our business acquaintances can result in unfair judgements, misunderstandings and breakdowns in communication. Here are three basic areas of differences in the business etiquette around the world that could help stand you in good stead when you next find yourself working with someone from a different culture.

Addressing someone

When discussing this topic in a training course, a German trainee and a British trainee got into a hot debate about whether it was appropriate for someone with a doctorate to use the corresponding title on their business card. The British trainee maintained that anyone who wasn't a medical doctor expecting to be addressed as 'Dr' was disgustingly pompous and full of themselves. The German trainee, however, argued that the hard work and years of education put into earning that PhD should give them full rights to expect to be addressed as 'Dr'.

This stark difference in opinion over something that could be conceived as minor and thus easily overlooked goes to show that we often attach meaning to even the most mundane practices. When things that we are used to are done differently, it could spark the strongest reactions in us. While many Continental Europeans and Latin Americans prefer to be addressed with a title, for example Mr or Ms and their surname when meeting someone in a business context for the first time, Americans, and increasingly the British, now tend to prefer using their first names. The best thing to do is to listen and observe how your conversation partner addresses you and, if you are still unsure, do not be afraid to ask them how they would like to be addressed.



Smiling

A famous proverb states that 'a smile without reason is a sign of idiocy' and a so-called 'smile of respect' is seen as insincere and often regarded with suspicion in some parts of Asia. Yet in countries like the United States, Australia and Britain, smiling is often interpreted as a sign of openness, friendship and respect, and is frequently used to break the ice.

In a piece of research done on smiles across cultures, the researchers found that smiling individuals were considered more intelligent than non-smiling people in countries such as Germany, Switzerland, China and Malaysia. However, in countries like Russia, Japan, South Korea and Iran, pictures of smiling faces were rated as less intelligent than the non-smiling ones. Meanwhile, in countries like India, Argentina and the Maldives, smiling was associated with dishonesty.

Eye contact

An American or British person might be looking their client in the eye to show that they are paying full attention to what is being said, but if that client is from Japan or Korea, they might find the direct eye contact awkward or even disrespectful. In parts of South America and Africa, prolonged eye contact could also be seen as challenging authority. In the Middle East, eye contact across genders is considered inappropriate, although eye contact within a gender could signify honesty and truthfulness.

Having an increased awareness of the possible differences in expectations and behavior can help us avoid cases of miscommunication, but it is vital that we also remember that cultural stereotypes can be detrimental to building good business relationships. Although national cultures could play a part in shaping the way we behave and think, we are also largely influenced by the region we come from, the communities we associate with, our age and gender, our corporate culture and our individual experiences of the world. The knowledge of the potential differences should therefore be something we keep at the back of our minds, rather than something that we use to pigeonhole the individuals of an entire nation.

Adapted from: <https://learnenglish.britishcouncil.org/skills/reading>



- 1. The British trainee felt that the people who want to be addressed as 'Dr' must be:**
 - a) hard-working.
 - b) conceited and self-important.
 - c) doing a medical degree.
 - d) from Germany.
 - 2. If you are not sure how to address someone, you should:**
 - a) use the title you see on their business card.
 - b) make your decision based on cultural stereotypes about their country.
 - c) address them the way you would like to be addressed.
 - d) observe and, if needed, ask them what they would like you to call them.
 - 3. The last paragraph warns the reader NOT to:**
 - a) engage in international business.
 - b) let national cultures shape the way we behave and think.
 - c) overgeneralize using our knowledge of cultural stereotypes.
 - d) be aware of cultural differences.
 - 4. The Japanese, South Koreans and Iranians might interpret a smiling face as being:**
 - a) friendlier.
 - b) less open.
 - c) not as intelligent.
 - d) dishonest.
 - 5. Americans and British people sometimes use eye contact to show that they:**
 - a) like the speaker.
 - b) are really listening to what is being said.
 - c) are honest and truthful.
 - d) are attending to every need of the speaker.
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TEXT 2:

Want to know what someone's REALLY like? Chat to them for four minutes! Small talk can reveal key personality traits, study finds.

Whether it's a first date or a job interview, there are often times when it's important to make a good first impression. And a new study suggests that it takes just four minutes for your key personality traits to really shine through.

Researchers from the University of Warwick had participants chat to strangers online for just four minutes, and found they quickly developed a sense of their partner's personality. 'In a laboratory setting, after only 4-minutes of "small talk", subjects developed a sense of the personality of their partners, particularly extraversion, which consequently changed their behavior in future interactions,' the researchers said. Previous studies have shown that people make assumptions about people's personalities during face-to-face interactions. However, until now little has been known about how people assess others' personalities without seeing them.

In the study, the researchers asked 168 participants to engage in four minutes of conversation with each other over an instant messenger. Next, participants noted their impressions of their conversation partners' personality, with a focus on extraversion and neuroticism. Finally, participants were asked to play with conversation partner in two strategic games. For comparison, 170 additional participants did not engage in small talk before playing the games. The results revealed that participants who engaged in small talk before playing the game formed impressions about their partners' personalities – particularly extraversion. These impressions also appeared to influence their strategy during the games, depending on what they were. In one game, with both competitive and cooperative elements, the participants behaved more cooperatively if they believed their partner was extraverted.

Meanwhile, in a competitive game involving prediction of their opponent's behavior, participants found it harder out-guessing their opponent if they felt they shared similar personality traits with them. 'Our work highlights the importance of regular "small talk" communication, even when it doesn't seem relevant or important,' the researchers added.



'Through short seemingly trivial interactions with others we become better able to predict the personalities of those we talk with which in turn boosts our performance when we interact with them in the future.'

Adapted from: <https://www.dailymail.co.uk/sciencetech/article-11173741/Just-four-minutes-small-talk-reveal-key-personality-traits-study-finds.html>

6. Researchers from the University of Warwick discovered that:

- a) it's easy to assess peoples' personalities.
- b) if you talk to extroverted people, they change their behavior.
- c) it's possible to sense someone's personality in less than 5-minutes.
- d) to sense someone's personality you have to speak to them online or in a lab.

7. While engaging in conversation, one of the personality traits that participants had to pay attention to in their partner's was not only extraversion but also neuroticism.

According to the text, this sentence is:

- a) completely wrong.
- b) partially wrong.
- c) completely correct.
- d) incomplete.

8. The term "small talk" used a few times in the text means:

- a) to be direct in conversations.
- b) to talk about amenities.
- c) to develop deep and meaningful conversations.
- d) to listen more than you talk.



9. According to the text it is WRONG to say that:

- a) participants cooperated more if they were involved in conversation beforehand.
- b) it's irrelevant to get involved in small talk to guess the opponent's behavior before a game.
- c) the comparison group had 170 participants who did not chat to each other before the game activities.
- d) it is not easy to predict the opponent's behavior if their personality traits were alike.

10. Which one of the statements below is INCORRECT:

- a) Other papers revealed that people assess other people's personality without seeing them in face-to-face interactions.
- b) It usually takes only four minutes to reveal one's personality in job interviews.
- c) In competitive games, it was easier to perceive the other player's behavior if they had similar personalities.
- d) Talking to people for only a few minutes helps us become better at inferring their personalities and relating to them in the future.