

OLLSCOIL NA hÉIREANN, GAILLIMH  
NATIONAL UNIVERSITY OF IRELAND, GALWAY  
SECOND COMMERCE EXAMINATION  
SEMESTER II, 1998 - 1999  
PAPER II  
FRENCH - FR256

GX831

Professor M. Sheringham, Professor Ó Gormaille, Mr. R. Cooke

Time allowed: 2 hours.

Répondre en français à toutes les questions.

**I. Traduire les phrases suivantes en français (50)**

- 1) Nowadays you can buy anything or nearly anything in the larger supermarkets. The monthly business magazine *L'Expansion* did a study into the price per kilo of fifty or so products that we use everyday. The most sophisticated products weren't necessarily the most expensive.
- 2) When a client places an order s/he fills out an order form detailing the goods required, the quantity, means of payment, date and place of delivery. If the delivery date is not adhered to, the deliverer may be in breach of contract and legal proceedings may be initiated.
- 3) The invoice is a document which shows the unit cost before tax, the amount of V.A.T. and the final net price including tax. The sale price must take into account the retailer's overheads and profit margin. If there is no middle-man such as a wholesaler, the prices will be lower.
- 4) The consumer is generally on the look out for quality products which are good value for money. It is important however that items be under guarantee and that there be an after sales service. The vendor must remember that the customer is always right.
- 5) When stocking your new shop, it is a good idea to ask for samples of a whole range of products from the suppliers on a trial basis. They will normally allow a period during which you can make up your mind.

**II. Commenter un des sujets suivants en 250 mots environ (50)**

- 1) Les développements dans la distribution depuis le début du siècle.
- 2) L'importance du service comptable dans l'entreprise.
- 3) La Poste: défis à relever pour l'an 2000.
- 4) Les transports et l'entreprise.

**III. Donner une courte définition de 10 des termes ou sigles suivants (50)**

Un numéro vert; le prix de revient; SERNAM; un article soldé; une caissière; rupture de stock; un concessionnaire; CEDEX; une étude de marché; l'escompte; un bon de livraison; le pouvoir d'achat; une ristourne; la VPC; une facture d'avoir; ADP; des poursuites judiciaires; un routier; S.N.C.F.