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مناظرة الدخول إلى المرحلة العليا

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Epreuve de langue anglaise

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اختبار اللغة الانكليزية

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Read the following text and then answer the questions which follow.

Startups in Tunisia

- 1. What is a startup?** A startup is a young enterprise that is just beginning to develop. Startups are usually small and initially financed and operated by a small group of founders or by one individual. These enterprises offer a product or service that is not currently being offered elsewhere in the market, or that the founders believe is being offered in an inferior manner.
- Tunisia's recent law on startups, or the "Startup Act", taken last spring to encourage the young entrepreneurs in the country, has opened the way to a diversity of projects that range from agriculture biotechnology to software development.
- One of those entrepreneurs, Suniya E, left her job in the public sector last year to set up an agriculture technology enterprise, which now exports edible flowers to France. "Previously it was impossible for us to deal with customers abroad, because small enterprises could not open foreign currency bank accounts," Suniya said. "The Startup Act has given us the right to do so, and I signed a contract with a French exporter last May. I believe this is a good law overall."
- The law, which the parliament passed on April 4, 2018 aims to make Tunisia a hub for startup enterprises in Africa, according to the Minister of Communications and Digital Economy.
- The law allows the founders of a startup enterprise to benefit from a startup subsidy for a period of one year. Under Article 10, a maximum of three founding shareholders can benefit from the subsidy provided that they work on a full-time basis for the startup enterprise. The law also provides exonerations from enterprise tax up to eight years.
- Muhannad E., owner of a web and software development enterprise, said, "I applied for a startup subsidy from the government. It is a one-year subsidy to whoever is willing to set up a startup enterprise. This financing will help me expand my business and employ more people. We have also applied for an eight-year tax exonerations, which will help us grow further."
- Rabab D., an entrepreneur and owner of an enterprise that grows and sells rare mushrooms used for pharmaceuticals, said, "besides the major material incentives, the law gives opportunities to young people to engage in individual initiatives and build their own career, rather than expecting to get a job in a government institution."
- Abdessalam H., a journalist said, "under the past laws, entrepreneurs used to wait for months and even for years to obtain the legal corporate identity required for their enterprises, and they went back and forth to the tribunal and municipality to have the signatures authenticated. In addition, they had to deal with many bureaucratic barriers. The new law has numerous strengths: for the first time the Tunisian government is sincerely encouraging investments and does not rely on government jobs to decrease unemployment rates."

9. Sunya E. noted that the entrepreneurs still face difficulties, even with the law in place. "Presently entrepreneurs in Tunisia have other problems that go beyond the law," she said. "These include government departments' heavy bureaucracy, particularly for businesses in areas far away from the capital and from major cities, and the local market's weakness due to the country's economic crisis. The conditions in general are unfavorable for entrepreneurs to take risks and start enterprises, particularly for those who have to drop their jobs in the public sector."

10. In the same way, Abdessalam H. said that the law alone cannot produce a favorable economic atmosphere. "The state of despair among the Tunisian youth requires government action. Also society should be aware of the development of the private sector and stop counting on employment in government departments," he said. "Nevertheless, the Startup Act itself includes conditions that I personally consider as unfair, such as the eight-year term before the enterprise is no longer considered as a startup. Given that the Tunisian market is small in size, the eight-year term would not be enough for the enterprise to turn from a startup to a well-established business. In addition the law sets very ambitious goals, including introducing Tunisia as Africa's first business hub, which is a very high expectation."

11. Yet the Tunisian government's ambition is coupled with several parallel steps. "There are in Tunisia at least 17 tech centers in addition to the many funding and mentoring programs," an international expert said. She added that "Tunisia is one of the more dynamic locations for startups on the African continent. Moreover, it will be the headquarter of the digital African Excellence Center of the African Union, according to a decision taken by the second session of the African Union's Specialized Technical Committee".

(An extract from an article published in Al Monitor)

COMPREHENSION (7 pts)

I – Give a new expressive title to the text (0.25 pt).

II - A startup enterprise is defined by some of the following elements. Say if these elements are mentioned or not in the text. In case you answer "Yes", find indications in the text about that.

(1 pt).

- a) Its size (Yes / No)
- b) The age of the entrepreneur (Yes / No)
- c) The age of the enterprise (Yes / No)
- d) Export (Yes / No)
- e) The number of its founders (Yes / No)
- f) The advantages the enterprise receives from the State (Yes / No)
- g) The field of activity (Yes / No)

III - The text gives the examples of 3 entrepreneurs. Indicate in which field every one of them operates (Agriculture / Industry/ Services) (0.75 pt. 0.25 each)

- a.
- b.
- c.

IV - The Startup Act gives several encouragements to entrepreneurs. Find indications in the text about the following advantages: (1 pt).

- a) Fiscal advantages
- b) Export
- c) Financial advantages.
- d) Administrative advantages

V-Despite the advantages of the new law, several difficulties persist. Mention 4 difficulties indicated in the text. (1 pt).

VI--According to you, what are the main conditions to make startups succeed? (3 lines) (1pt).

VII--The Tunisian government has the ambition "to introduce Tunisia as Africa's first business hub". Find in the text 4 factors that show that this ambition is realistic. (1 pt).

VIII - Say if the following statements are right or wrong and then give arguments from the text: (1 pt; 0.25 each).

- a) It is possible to work in the public sector and still create a startup (Right/Wrong).
.....
- b) Old projects may be converted into startups and receive the advantages of the new law. (Right/Wrong)
.....
- c) An entrepreneur who works on a part-time basis may not receive the advantages accorded by the law on startups (Right/Wrong)
.....
- d) Startups have the objective to offer a high quality product (Right/Wrong).
.....

I. LANGUAGE (8 points)

I. Choose the right alternative (1 point; 0.25 each)

- a) Being in command of data-processing does not (necessary/necessarily) mean one is good at computers.
- b) Several important pieces of information have been (omitting/omitted) from the speaker's report.
- c) Who was responsible (for/of) the problem that occurred on Sunday night?
- d) We cannot ship the order now because our (invention/inventory) is low.

II. Fill in the blank with the right preposition (1.5 points; 0.25 each)

To be successful _____ a job interview, the applicant should demonstrate certain personal and professional qualities. The job applicant should leave a good impression and be well-dressed. Besides care _____ personal appearance, he should be prepared to talk knowledgeably _____ the requirements of the position _____ which he is applying _____ relation to his own professional experience and interests. And most important, he should come to the job interview _____ time.

III. Put the verbs in brackets in the right tense and form according to English usage (3 points; 0.5 each)

- a) "It's terrible! Someone (hack) my computer."
- b) Power (cut) off from 10 a.m to 5 pm tomorrow.
- c) "What (do) this weekend?"
- d) I was almost out of the door when you (call).
- e) The sky is getting cloudy. I guess it (rain).
- f) If you had arrived earlier, we (invite) you to a picnic.

IV. Put the words in brackets in the right form (2 points; 0.5 each)

- a) "My writing needs (to improve)."
- b) "We have no money (to leave)."
- c) This film is worth (to watch).
- d) He felt he had done the work to his own (to satisfy).

V. Fill in the blank with the right relative pronoun (0.5 point; 0.25 each)

- a) "The passengers _____ names start with "A" are requested to embark immediately!"
- b) "The lady _____ the manager is talking to is a journalist."

WRITING (5 pts)

Do you think that the private sector has the capacity to reduce significantly the problem of unemployment in Tunisia? (15 - 20 lines).