



COMMENT INTÉGRER L'INSEEC SCHOOL OF BUSINESS & ECONOMICS ?

ADMISSIONS PARALLÈLES

Le concours INSEEC EVOLUTION permet aux étudiants qui ont suivi une autre filière (DUT, BTS, Licence, autres diplômes visés ou titres certifiés) de se porter candidats à l'admission parallèle.

- **Concours INSEEC EVOLUTION 1** : Les titulaires ou futurs titulaires d'un BAC+2 sont habilités à se présenter au Concours d'Admission en 1ère Année (niveau L3).
- **Concours INSEEC EVOLUTION 2** : Ouvre l'admission directe en 2ème Année (niveau M1) aux titulaires ou futurs titulaires d'un BAC+3.

LES ÉPREUVES DU CONCOURS INSEEC EVOLUTION

Les épreuves (écrits et oraux) se déroulent sur une seule journée, à la date de session et sur le site choisi par le candidat. Un entraînement facultatif et gratuit est proposé dans la semaine qui précède chaque session de concours.

Les épreuves sont identiques pour les concours ÉVOLUTION 1 et 2. Néanmoins, les sujets des épreuves écrites sont différents et le niveau d'exigence est plus élevé pour les candidats du Concours ÉVOLUTION 2.

ÉPREUVES ÉCRITES : coef. 20

- Note de synthèse coef. 8
- QCM d'anglais coef. 6
- Epreuve au choix : coef. 6
 - Gestion : Étude de cas
 - Littérature : Commentaire de texte
 - Mathématiques
 - Géopolitique

ÉPREUVES ORALES : coef. 20

- Entretien individuel coef. 15
- Entretien en anglais coef. 5

Communication des résultats par email, au plus tard 15 jours après chaque session.

Le candidat admis peut librement intégrer (en 1ère ou en 2ème année) le campus de son choix : Paris, Bordeaux ou Lyon. La mobilité inter-campus est ensuite possible au cours du cursus.

QCM DE LANGUE - ANGLAIS

Coefficient : 5

Durée : 1h

Présentation de l'épreuve :

Les candidats ont le choix entre plusieurs réponses aux questions portant sur les connaissances en vocabulaire, grammaire et sur la compréhension de textes courts.

Le test comporte des questions simples accessibles à des candidats dont la pratique linguistique n'était plus la priorité dans leurs études supérieures initiales et, aussi, des questions d'un niveau plus élevé pour permettre à d'excellents candidats de gagner des points précieux.

L'épreuve comprend 60 questions à choix multiple.

Pour chaque question, vous devez donner une seule réponse (1, 2, 3 ou 4).

Barème de correction

Réponse juste : +3

Pas de réponse : 0

Réponse fautive : -1

English Language Test

The test includes 3 sections:

- **Section 1 - A1 to A2**
- **Section 2 - B1 to B2**
- **Section 3 - C1 to C2**

There are 60 multiple-choice questions, 20 questions per section.

You must indicate one choice per answer directly on the test in the box provided.

Duration 45 minutes.

Section 1 - A1 to A2

Where can you see these notices?

For questions 1 to 5, mark one letter A, B or C directly on the test.

1. Cheap tickets for tonight's show.

- A. outside a theatre
- B. outside a museum
- C. outside a supermarket

2. Best exchange rates in town.

- A. in a library
- B. in a bank
- C. in a police station

3. Please use the upper berths.

- A. in a hotel
- B. on a boat
- C. in a hospital

4. Boarding in 30 minutes.

- A. at a school
- B. at a ferry port
- C. at a restaurant

5. Summer sales start on Tuesday.

- A. outside of a department store
- B. outside of a restaurant
- C. outside of a doctor's surgery

For questions 6 to 10, choose correct or false.

6. Bill works at IBM at the moment.

A, Correct. B, False

7. I see Susan yesterday.

A, Correct. B, False

8. I have been writing this essay since Tuesday.

A, Correct. B, False

9. Agatha is writing her essay in the classroom.

A, Correct. B, False

10. I was walking home last night when I saw the robbery

A, Correct. B, False

For questions 11 to 15, mark one letter A, B or C directly on the test.

11.

- A. I am waiting for 10 minutes.
- B. I have been waiting for 10 minutes.
- C. I wait for 10 minutes.

12.

- A. I sent the documents yesterday.
- B. I have sent the documents yesterday.
- C. I send the documents yesterday.

13.

- A. I will probably go to Spain next week.
- B. I probably will go to Spain next week.
- C. I will go probably to Spain next week.

14.

- A. Jonathan is eating his dinner slowly in the kitchen at midnight.
- B. Jonathan slowly is eating his dinner in the kitchen at midnight.
- C. Jonathan is eating at midnight his dinner slowly in the kitchen.

15.

- A. Penelope was already finished writing the report when I arrived.
- B. Penelope had already finished writing the report when I arrived.
- C. Penelope has already finished writing the report when I arrived.

In the following text choose the word which logically completes the sentence.

Brittany is **16** the west of France, **17** the Atlantic coast. Some people **18** Brittany speak a different language called Breton.

There are **19** three million people in Brittany. In the south of Brittany, there are a lot of beautiful beaches, notably **20** the Gulf of Morbihan.

16. A. on B. in C. at
17. A. in B. on C. about
18. A. at B. on C. in
19. A. roughly B. less C. more
20. A. around B. far from C. besides

Section 2 - B1 to B2

In the following text choose the word which logically completes the sentence.

Perhaps thinking they would easily win, the defence **21** heavily on its duty to maintain world-class standards. Musicians use the same argument to **22** not wearing hearing protection. But that argument does not hold **23** : an orchestra at 80% is still an orchestra. Ms. Stevens **24** the point as well, writing that the “wish to maintain the highest artistic standards and **25** its reputation...however laudable...cannot compromise the standard of care which the orchestra as an employer has to protect the health and safety of its employees when at their workplace.”

21. A. Stood B. Relied C. Believe
22. A. Prove B. Testify C. Justify
23. A. Stand B. Water C. Time
24. A. Dismissed B. Disregarded C. Refused
25. A. Stand up B. Uphold C. Shoulder

26. By the time he has finished his day's work, Julian has hardly energy left to go jogging with his friends.

- A. enough B. many C. no D. same

27. As the film to a close, everybody was in tears.

- A. led B. neared C. approached D. drew

28. Did you remember the door when you left the office last night.

- A. to lock B. locking C. locked D. to have locked

29. The financial director to make her stay late if she hadn't finished the P&L.

- A. insisted B. warned C. threatened D. suggested

30. A lot of the views put forward at the marketing meeting were open to

- A. enquiry B. query C. question D. wonder

For questions 31 to 35, pair the words with their most logical opposites.

31. A. Meet 1. Make redundant
32. B. Raise 2. Oppose
33. C. Support 3. Hold up
34. D. Take on 4. Miss
35. E. Speed up 5. Use up

For questions 36 to 40, pair the words with their most logical synonyms.

36. A. Reject, dismiss. 1. Scope.
37. B. Implement, impose. 2. Tough
38. C. Originate, emanate. 4. Throw out.
39. D. Vigorous, hard. 3. Enforce.
40. E. Extension, sphere. 5. Stem from.

Section 3 - C1 to C2

In the following text choose the word which logically completes the sentence.

“I am lord of myself, accountable to none.” Benjamin Franklin.

The consequences of Mr Rajoy's **41** of the situation are multiple: Catalonia has **42** the indecisive state that emerged from the referendum, only now the resolve of both sides has hardened, 3000 companies have left the region, directly impacting the local economy and probably threatening Spain's return to growth. Mr Rajoy, **43** dialogue and exchange for authority, police

intervention and imprisonment. Whereas European leaders have supported Spain's unity, the mishandling of the crisis is leading to more and criticism of Mr Rajoy himself. The Catalan question, is the latest example of similar moves towards self-determination in Scotland, Flanders and the United Kingdom. Though the first two sought to **44** an existing economic advantage to be **45** Under the European umbrella. Brexit seems to be more the result of a perceived belief that the UK would fare better at the exterior.

- | | | | |
|------------|----------------------|-----------------|----------------------|
| 41. | A. Handling | B. Thinking | C. Strengthening |
| 42. | A. Shifted over to | B. Gone back to | C. Make up to |
| 43. | A. Mishandled | B. Mismanaged | C. Mistook |
| 44. | A. Take advantage of | B. Take hold of | C. Take into account |
| 45. | A. Aggregated | B. Superseded | C. Compounded |

In the following text choose the word which logically completes the sentence, being careful to use the right tense.

"I am good, but not an angel. I do sin, but I am not the devil. I am just a small girl in a big world trying to find someone to love." Marilyn Monroe.

The world has become smaller but perhaps more **46** and less prepared to commit. Shopping or dating online **47** our access to products or people but also potentially amplifies how demanding we become in terms of selection or how difficult we are to satisfy over time. According to the article, the virtual is **48** with the physical and programmes **49** increasingly sophisticated in their ability to direct us to the potentially ideal partner. The inherent risk is that of any commercial activity, the search for growth through external acquisitions and the subsequent market consolidation that could **50** to selection criteria manipulation to maintain the level of demand.

- | | | | | |
|------------|-------------|-------------|-----------------|----------------|
| 46. | A. Demand | B. Believe | C. Ask | D. Thank |
| 47. | A. Diminish | B. Grow | C. Increase | D. Drop |
| 48. | A. Catch up | B. Speed up | C. Leave behind | D. Gain ground |
| 49. | A. Become | B. Change | C. Amplify | D. Go |
| 50. | A. Bring | B. Lead | C. Throw | D. Come |

In the following text choose the word which logically completes the sentence.

Donald Trump was elected based on his promise to **51** jobs back to the US and to make America great again. Whether he truly believes in those goals or not, he is playing to his voters through **52** and brinkmanship in his current **53** with China. The blue-collar workers in the States see China as the principal source of industrial decline and job loss. There is also an **54** and hard-held belief that the Chinese do not play by the same rules and that the US needs to get tough on trade protectionism.

Clearly such a **55** could trigger a trade war which would then have enormous consequences on global peace and prosperity. It is worth remembering the trillions of dollars of commerce that transit the South China Sea every year. China could become more belligerent with Taiwan, flex even more its muscles in the South China Sea by building military facilities and drilling for oil. This could then have negative repercussions on Vietnam and the Philippines.

- | | | | | |
|------------|-------------|------------|--------------|---------------|
| 51. | A. Give | B. Bring | C. Take | D. Recuperate |
| 52. | A. Duster | B. Bluster | C. Muster | D. Toaster |
| 53. | A. Feelings | B. Timings | C. Dealings | D. Doings |
| 54. | A. Obvious | B. Old | C. Ingrained | D. Over time |
| 55. | A. Stance | B. Stand | C. Standing | D. Stand up |

Read the following article and find the synonyms listed at the end of the text.

A hearing-loss lawsuit raises questions about orchestras' duty of care.

While hearing loss is a real risk for classical musicians, the existing safeguards are clunky and undesirable

The Economist Apr. 13th 2018

1. MAKING music is a hazardous business—ask any violist. Quarters are close and a brass section full-bore mid-Wagner can easily go decibel to decibel with a wall of Marshall amplifiers. No wonder then, that one in four classical musicians experience permanent hearing loss.

2. The noise problem isn't new. Many of today's orchestral instruments were designed to be heard over a distance outdoors, whether trumpets (military), horns (the hunt) or oboes (rowdy shepherds). They needed several decades of finishing school before being deemed well-mannered enough to join the band indoors in the 18th century. By the end of the 19th century, bores and bells were larger, the players were better and valves meant brass could play the full rainbow of keys and colours.

3. What's different in the 21st century is what is done about it. Major orchestras supply all players with custom-fitted earplugs, make various types of acoustic shields available for players seated in front of particularly piercing instruments, arrange annual hearing tests and use decibel meters to check that noise levels comply with labour laws.

4. But musicians regularly remove their earplugs to better hear their colleagues. Some balk at doing hearing tests for fear of losing their job, and many decline shields because they change sound or impede sightlines. Until last month, orchestras had not been held liable for injuries players sustained when declining to use protective equipment. This is changing.

5. In 2017 Chris Goldscheider, a former violist at the Royal Opera House (ROH) in London, brought a suit against his employer, claiming that the permanent hearing damage he had suffered was directly caused by two rehearsals for Wagner's "Die Walküre" in 2012. There is no reason to doubt Mr Goldscheider's claim that the noise around him reached 137 decibels. Research by Sound Advice, a British working group advising the entertainment industry, found that solo trumpet playing averages around 98 decibels and peaks at 113, from three metres away. For reference, the pain threshold is 125 decibels and rock concerts peak at around 150. In an opera pit, space is tight, the roof is low and when a Wagner opera finally gets up to something, the whole street knows it.

Find ONE synonym in the text for the following words. Be careful, the words are given in the order of the text but some may be verbs and are here given in the infinitive form.

56. Risk, danger:
57. To consider:
58. To give, to provide, to furnish:
59. To not want to, to refuse, to resist:
60. At the limit of tolerance:

END OF TEST

CORRECTION QCM DE LANGUE - ANGLAIS

Coefficient : 5

Durée : 1h

Section 1 - A1 to A2

Where can you see these notices?

For questions 1 to 5, mark one letter A, B or C directly on the test.

1. Cheap tickets for tonight's show.

- A. **outside a theatre**
- B. outside a museum
- C. outside a supermarket

2. Best exchange rates in town.

- A. in a library
- B. **in a bank**
- C. in a police station

3. Please use the upper berths.

- A. in a hotel
- B. **on a boat**
- C. in a hospital

4. Boarding in 30 minutes.

- A. at a school
- B. **at a ferry port**
- C. at a restaurant

5. Summer sales start on Tuesday.

- A. **outside of a department store**
- B. outside of a restaurant
- C. outside of a doctor's surgery

For questions 6 to 10, choose correct or false.

6. Bill works at IBM at the moment.

A, *Correct* B, *False*

7. I see Susan yesterday.

A, *Correct* B, *False*

8. I have been writing this essay since Tuesday.

A, *Correct* B, *False*

9. Agatha is writing her essay in the classroom.

A, *Correct* B, *False*

10. I was walking home last night when I saw the robbery

A, *Correct* B, *False*

For questions 11 to 15, mark one letter A, B or C directly on the test.

11. A. I am waiting for 10 minutes.
B. I have been waiting for 10 minutes.
C. I wait for 10 minutes.
12. A. I sent the documents yesterday.
B. I have sent the documents yesterday.
C. I send the documents yesterday.
13. A. I will probably go to Spain next week.
B. I probably will go to Spain next week.
C. I will go probably to Spain next week.
14. A. Jonathan is eating his dinner slowly in the kitchen at midnight.
B. Jonathan slowly is eating his dinner in the kitchen at midnight.
C. Jonathan is eating at midnight his dinner slowly in the kitchen.
15. A. Penelope was already finished writing the report when I arrived.
B. Penelope had already finished writing the report when I arrived.
C. Penelope has already finished writing the report when I arrived.

In the following text choose the word which logically completes the sentence.

Brittany is **16** the west of France, **17** the Atlantic coast. Some people **18** Brittany speak a different language called Breton. There are **19** three million people in Brittany. In the south of Brittany, there are a lot of beautiful beaches, notably **20** the Gulf of Morbihan.

16. A. on B. in C. at
17. A. in B. on C. about
18. A. at B. on C. in
19. A. roughly B. less C. more
20. A. around B. far from C. besides

Section 2 - B1 to B2

In the following text choose the word which logically completes the sentence.

Perhaps thinking they would easily win, the defence **21** heavily on its duty to maintain world-class standards. Musicians use the same argument to **22** not wearing hearing protection. But that argument does not hold **23**: an orchestra at 80% is still an orchestra. Ms. Stevens **24** the point as well, writing that the “wish to maintain the highest artistic standards and **25** its reputation...however laudable...cannot compromise the standard of care which the orchestra as an employer has to protect the health and safety of its employees when at their workplace.”

21. A. Stood B. Relied C. Believe
22. A. Prove B. Testify C. Justify
23. A. Sand B. Water C. Time
24. A. Dismissed B. Disregarded C. Refused
25. A. Stand up B. Uphold C. Shoulder

26. By the time he has finished his day's work, Julian has hardly energy left to go jogging with his friends.

- A. enough B. many C. no D. same

27. As the film to a close, everybody was in tears.

- A. led B. neared C. approached D. drew

28. Do you remember the door when you left the office last night.

- A. to lock B. locking C. locked D. to have locked

29. The financial director to make her stay late if she hadn't finished the P&L.

- A. insisted B. warned C. threatened D. suggested

30. A lot of the views put forward at the marketing meeting were open to

- A. enquiry B. query C. question D. wonder

For questions 31 to 36, pair the words with their most logical opposites.

- | | | |
|-----|-------------|-------------------|
| 31. | A. Meet | 4. Miss |
| 32. | B. Raise | 5. Use up |
| 33. | C. Support | 2. Oppose |
| 34. | D. Take on | 1. Make redundant |
| 35. | E. Speed up | 3. Hold up |

For questions 36 to 40, pair the words with their most logical synonyms.

- | | | |
|-----|------------------------|---------------|
| 36. | A. Reject, dismiss. | 4. Throw out. |
| 37. | B. Implement, impose. | 3. Enforce. |
| 38. | C. Originate, emanate. | 5. Stem from. |
| 39. | D. Vigorous, hard. | 2. Tough. |
| 40. | E. Extension, sphere. | 1. Scope. |

Section 3 - C1 to C2

In the following text choose the word which logically completes the sentence.

"I am lord of myself, accountable to none." Benjamin Franklin.

The consequences of Mr Rajoy's **41** of the situation are multiple: Catalonia has **42** the indecisive state that emerged from the referendum, only now the resolve of both sides has hardened, 3000 companies have left the region, directly impacting the local economy and probably threatening Spain's return to growth. Mr Rajoy, **43** dialogue and exchange for authority, police intervention and imprisonment. Whereas European leaders have supported Spain's unity, the mishandling of the crisis is leading to more and criticism of Mr Rajoy himself. The Catalan question, is the latest example of similar moves towards self-determination in Scotland, Flanders and the United Kingdom. Though the first two sought to **44** an existing economic advantage to be **45** under the European umbrella. Brexit seems to be more the result of a perceived belief that the UK would fare better at the exterior.

- | | | | |
|-----|----------------------|-----------------|----------------------|
| 41. | A. Handling | B. Thinking | C. Strengthening |
| 42. | A. Shifted over to | B. Gone back to | C. Make up to |
| 43. | A. Mishandled | B. Mismanaged | C. Mistook |
| 44. | A. Take advantage of | B. Take hold of | C. Take into account |
| 45. | A. Aggregated | B. Superseded | C. Compounded |

In the following text choose the word which logically completes the sentence, being careful to use the right tense.

"I am good, but not an angel. I do sin, but I am not the devil. I am just a small girl in a big world trying to find someone to love." Marilyn Monroe.

The world has become smaller but perhaps more **46** and less prepared to commit. Shopping or dating online **47** our access to products or people but also potentially amplifies how demanding we become in terms of selection or how difficult we are to satisfy over time. According to the article, the virtual is **48** with the physical and programmes **49** increasingly sophisticated in their ability to direct us to the potentially ideal partner. The inherent risk is that of any commercial activity, the search for growth through external acquisitions and the subsequent market consolidation that could **50** to selection criteria manipulation to maintain the level of demand.

- | | | | | |
|-----|-----------------|-------------|-----------------|----------------|
| 46. | A. Demanding | B. Believe | C. Ask | D. Thank |
| 47. | A. Diminish | B. Grow | C. Increases | D. Drop |
| 48. | A. Catching up | B. Speed up | C. Leave behind | D. Gain ground |
| 49. | A. are becoming | B. Change | C. Amplify | D. Go |
| 50. | A. Bring | B. Lead | C. Throw | D. Come |

In the following text choose the word which logically completes the sentence.

Donald Trump was elected based on his promise to **51** jobs back to the US and to make America great again. Whether he truly believes in those goals or not, he is playing to his voters through **52** and brinkmanship in his current **53** with China. The blue-collar workers in the States see China as the principal source of industrial decline and job loss. There is also an **54** and hard-held belief that the Chinese do not play by the same rules and that the US needs to get tough on trade protectionism.

Clearly such a **55** could trigger a trade war which would then have enormous consequences on global peace and prosperity. It is worth remembering the trillions of dollars of commerce that transit the South China Sea every year. China could become more belligerent with Taiwan, flex even more its muscles in the South China Sea by building military facilities and drilling for oil. This could then have negative repercussions on Vietnam and the Philippines.

- | | | | | |
|-----|-------------|------------|--------------|---------------|
| 51. | A. Give | B. Bring | C. Take | D. Recuperate |
| 52. | A. Duster | B. Bluster | C. Muster | D. Toaster |
| 53. | A. Feelings | B. Timings | C. Dealings | D. Doings |
| 54. | A. Obvious | B. Old | C. Ingrained | D. Over time |
| 55. | A. Stance | B. Stand | C. Standing | D. Stand up |

Read the following article and find the synonyms listed at the end of the text.

A hearing-loss lawsuit raises questions about orchestras' duty of care

While hearing loss is a real risk for classical musicians, the existing safeguards are clunky and undesirable

The Economist Apr 13th 2018

1. MAKING music is a **hazardous** business—ask any violist. Quarters are close and a brass section full-bore mid-Wagner can easily go decibel to decibel with a wall of Marshall amplifiers. No wonder then, that one in four classical musicians experience permanent hearing loss.

2. The noise problem isn't new. Many of today's orchestral instruments were designed to be heard over a distance outdoors, whether trumpets (military), horns (the hunt) or oboes (rowdy shepherds). They needed several decades of finishing school before being **deemed** well-mannered enough to join the band indoors in the 18th century. By the end of the 19th century, bores and bells were larger, the players were better and valves meant brass could play the full rainbow of keys and colours.

3. What's different in the 21st century is what is done about it. Major orchestras **supply** all players with custom-fitted earplugs, make various types of acoustic shields available for players seated in front of particularly piercing instruments, arrange annual hearing tests and use decibel meters to check that noise levels comply with labour laws.

4. But musicians regularly remove their earplugs to better hear their colleagues. Some **baulk at** doing hearing tests for fear of losing their job, and many decline shields because they change sound or impede sightlines. Until last month, orchestras had not been held liable for injuries players sustained when declining to use protective equipment. This is changing.

5. In 2017 Chris Goldscheider, a former violist at the Royal Opera House (ROH) in London, brought a suit against his employer, claiming that the permanent hearing damage he had suffered was directly caused by two rehearsals for Wagner's "Die Walküre" in 2012. There is no reason to doubt Mr Goldscheider's claim that the noise around him reached 137 decibels. Research by Sound Advice, a British working group advising the entertainment industry, found that solo trumpet playing averages around 98 decibels and peaks at 113, from three metres away. For reference, the pain **threshold** is 125 decibels and rock concerts peak at around 150. In an opera pit, space is tight, the roof is low and when a Wagner opera finally gets up to something, the whole street knows it.

Find ONE synonym in the text for the following words. Be careful, the words are given in the order of the text but some may be verbs and are here given in the infinitive form.

- 56. Risk, danger: **hazardous**
- 57. To consider: **deemed**
- 58. To give, to provide, to furnish: **supply**
- 59. To not want to, to refuse, to resist: **baulk at**
- 60. At the limit of tolerance: **threshold**

END OF TEST