Prova di idoneità di Ateneo B2 – ECONOMIA

La prova di idoneità di Ateneo B2 riservata agli studenti del CdS in Economia e Commercio è finalizzata ad accertare il raggiungimento di una competenza linguistica intermedia-avanzata in lingua inglese, in linea con i parametri del Quadro Comune Europeo di Riferimento per le Lingue (QCER). Essa mira a verificare in modo specifico le abilità ricettive dello studente, ovvero la comprensione del testo scritto e la comprensione orale, nonché la padronanza delle principali strutture grammaticali e del lessico, anche in contesti di ambito economico.

Per iscriversi alla prova, occorrerà accedere con credenziali di Ateneo al portale idoneità del Centro Linguistico (https://idoneita.cli.unipi.it/) dove verrà predisposta un'area dedicata.

Le prove si svolgeranno presso il Laboratorio 8 in via Santa Maria 89. Per accedere al portale Idoneità dai PC del laboratorio è necessario portare con sé un appunto con le credenziali di Ateneo (nome utente e password). Non è sufficiente avere le credenziali memorizzate sul proprio smartphone.

La prova è così strutturata:

NAVIGAZIONE LIBERA (è possibile spostarsi avanti e indietro nel test)

TEMPO A DISPOSIZIONE: 60 minuti

PENALIZZAZIONE PER RISPOSTE ERRATE: Nessuna

SOGLIA DI SUPERAMENTO DELLA PROVA: 70% di risposte esatte

Exercise 1. **LISTENING COMPREHENSION** (Un brano seguito da 6 domande V/F)

Exercise 2. **READING COMPREHENSION** (Un articolo seguito da 6 domande V/F e 4 item di Individuazione lessicale dal contesto)

Exercise 3. **VERBS** (10 frasi con verbi da coniugare o da selezionare da menu a tendina)

Exercise 4 **GRAMMAR** (10 frasi con opzioni a scelta multipla)

Exercise 5. **CLOZE** (Brano con 10 spazi in cui inserire le parole appropriate scelte da un elenco di 13 parole)

Exercise 6. **VOCABULARY** (10 frasi in cui inserire la parola corretta scegliendo fra 4 opzioni)

Sillabo di riferimento per orientarsi nella preparazione

Vocabulary topics	Grammar topics
• Economics and economic systems. • Economic growth and development. • International trade and globalisation. • Markets and competition. • Supply and demand. • Business operations and company structure. • Advertising. • Corporate strategy and performance. • Finance and banking. • Investment and funding. • Public finance and government policy. • Labour market and employment. • Human resource management. • Consumer behaviour and spending. • Marketing and sales. • Production and supply chains. • Entrepreneurship and innovation. • Technological change and digital economy. • Business communication and professional interaction. • Travel and transport.	• *-ed/-ing* adjectives and related verbs. • Adverbs and adverbial phrases. • Compound adjectives, modifiers. • Question formation. • Question tags. • Auxiliary verbs. • *The...the...*+comparatives. • Present perfect (simple and continuous). • Using adjectives as nouns. • Adjective order. • Narrative tenses, past perfect continuous. • *So* and *such...that*. • Adverbs and adverbial phrases. • Future perfect and future continuous. • Conditionals and future time clauses. • Unreal conditionals. • Structures after *wish*. • Gerunds and infinitives. • Used to, be used to, get used to. • Have something done. • Past modals. • *would rather, had better*. • Passive (all forms): *it is said that... he is thought to...* etc. • Reporting verbs. • Clauses of contrast and purpose. • Uncountable and plural nouns. • Quantifiers: *all/every*, etc. • Cleft sentences.

Segue una prova-campione

Scansiona il QR code per ascoltare l'audio

Exercise 1 - LISTENING COMPREHENSION

Exercise 1. Listening Comprehension

Tempo rimasto 0:59:46 | Nascondi

Listen to the text and answer the questions.

-1:40 1x

The growth in electric vehicle adoption has been supported by both economic and environmental factors.

- True
- False

Most consumers consider electric vehicles cheaper to buy than traditional cars.

- True
- False

Manufacturers have been unable to fully satisfy market demand.

- True
- False

Production delays are entirely due to poor management by car companies.

- True
- False

Charging infrastructure is developing evenly across all regions.

- True
- False

Changes in government policies and energy prices could influence future demand.

- True
- False

Exercise 2 - READING COMPREHENSION (p. 1/2)

Exercise 2. Reading Comprehension

A) Read the text and answer the questions.

Rising housing costs reshape urban living

Housing prices in many European cities are expected to remain high throughout 2026, mainly due to limited supply, rising construction costs and continued demand from both local buyers and international investors. Although interest rates have stabilised after a period of increase, this has not led to a significant reduction in property prices. Experts point out that the shortage of available housing continues to support high price levels, especially in major urban areas.

At the same time, the cost of building materials and labour remains elevated, making it more expensive for developers to complete new projects. As a result, fewer new homes are being built, which further reduces supply. In some cities, local authorities have introduced regulations to control rent increases, but these measures have had mixed results and have not solved the underlying problem.

Many households are now facing increasing financial pressure, with a larger proportion of their income being spent on rent or mortgage payments. Younger people, in particular, are finding it difficult to enter the housing market, leading to a rise in long-term renting. This trend is also affecting patterns of migration, as some workers choose to move to smaller towns where housing is more affordable.

While some analysts believe that the situation may improve gradually, most agree that housing will remain a major economic challenge in the short term, with continued affordability issues for many residents.

Housing prices in major cities are expected to fall significantly in 2026.

- ○ True
- ◉ False

Stable interest rates have caused property prices to drop quickly.

- ○ True
- ◉ False

High construction costs are limiting the number of new housing projects.

- ◉ True
- ○ False

Government controls on rent have completely solved housing problems.

- ○ True
- ◉ False

A growing number of people are spending a larger share of their income on housing.

- ◉ True
- ○ False

Some workers are moving to less expensive areas because of housing costs.

- ◉ True
- ○ False

READING COMPREHENSION (p. 2/2)

B) Read the text again and find the word OR words that mean EXACTLY...

- not enough availability of something → limited supply
- people who put money into something to make a profit → investors
- the money spent to build something → construction costs
- difficulty in paying for something → affordability issues

Exercise 3. VERBS

Exercise 3. Complete the sentences on the following pages using the correct form of the verb.

The CEO [announced] (*announce*) a new strategy after the company's profits declined.

At present the organisation [is expanding] (*expand*) into Asian markets.

They [have developed] (*develop*) several innovative products in recent years.

She works for a firm that [provides] (*provide*) financial advice to international clients.

If interest rates [rise] (*rise*), borrowing will become more expensive.

He [handles] (*handle*) customer complaints in the sales department.

We [are reviewing] (*review*) the company's performance this quarter.

We [need to improve] efficiency to remain competitive.

- must to improve
- need improving
- need to improve

All payments [are processed] (*process*) electronically.

If they reduced costs, they [would increase] (*increase*) their profit margins.

Exercise 4. GRAMMAR

Exercise 4. Choose the correct option for each sentence on the following pages.

The company is expanding rapidly ______ strong competition. | despite / because of / due

Many investors are satisfied ______ the firm's recent performance. | with / about / of

The market recovered at a ______ rate than analysts had predicted. | faster / fastest / fast

The organisation is working ______ to improve customer support. | efficient / efficiently / efficiency

The package, including insurance, ______, and taxes, costs €500. | delivering / deliveries / delivery

The ______ economy is facing increasing uncertainty. | globally / global / globe

New policies aim to support the ______ in urban areas. | unemployed / unemploy / unemployment

We look forward to ______ your application by the end of the week. | recieving / receive / receiving

Companies are required to provide ______ data about their operations. | much / more and more / many

The report, in ______ the results are presented, was published yesterday. | which / that / whose

Exercise 5. CLOZE

Exercise 5. Complete the text using the words given. There are three extra words that do not fit into the text.

I am applying for this role because I would like to improve the ______ I developed during my university studies. Last year, I completed a short ______ course in business management. The course focused on preparing ______ and financial reports, as well as basic budgeting. I found it very useful and practical. I ______ the course with excellent results and received strong feedback from my instructors.

During the programme, I gained experience of working under ______ and meeting tight deadlines. Although this was sometimes demanding, I always finished my tasks on ______ .

Unfortunately, I have not yet had the opportunity to complete a formal work ______ , so I am now looking for a suitable ______ to gain practical experience. I would prefer to work in a small ______ where I can take on different responsibilities and continue learning. In the long term, I would like to ______ within the organisation and build my career.

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stress	firm	staffing	accounts	advance	staffed	completed	recruit	chance
schedule	abilities	full-time	internship					

Exercise 6. VOCABULARY

Exercise 6. Choose the correct option for each sentence on the following pages.

She completed a course in ______. finance / financing / financial / finances

The company raised additional ______ to expand its operations. budget / fund / capital / account

Our products are cheaper than those of our main ______. staff / clients / rivals / partners

Last year, services accounted for 60% of the country's ______. VAT / GDP / CEO / HR

The business hopes to return to ______ by the end of the year. profit / revenue / income / earnings

He had to cancel his business ______ due to a strike. flight / journey / trip / travel

The firm has increased its ______ budget to attract new customers. market / marketing / marketer / marketed

The ______ of alcohol is restricted to people over 18. purchase / buying / buy / bought

Payment must be made on ______. reaching / entering / coming / arrival

Most employees ______ a bonus at the end of the year. take / make / receive / bring

Date Idoneità Economia B2	Orario	posti
Novembre 2026 23.11.2026	09:30 11:30 14:30 16:30	180
Dicembre 2026 16.12.2026	09:30 11:30 14:30 16:30	180
Gennaio 2027 25.01.2027	09:30 11:30 14:30 16:30	180
Gennaio 2027 27.01.2027	09:30 11:30 14:30 16:30	180
Febbraio 2027 22.02.2027	09:30 11:30 14:30 16:30	180
Febbraio 2027 24.02.2027	09:30 11:30 14:30 16:30	180
Marzo 2027 22.03.2027	09:30 11:30 14:30 16:30	180
Aprile 2027 19.04.2027	09:30 11:30 14:30 16:30	180
Maggio 2027 24.05.2027	09:30 11:30 14:30 16:30	180
Giugno 2027 21.06.2027	09:30 11:30 14:30 16:30	180
Luglio 2027 21.07.2027	09:30 11:30 14:30 16:30	180
Settembre 2027 22.09.2027	09:30 11:30 14:30 16:30	180
	totale posti riservati	**2160**

Glossario di riferimento - Prove 01-04

Term	Definition	Example
accounting course	a programme that teaches financial management skills	*She completed an accounting course last year.*
advertising budget	the amount of money spent on advertising	*The firm reduced its advertising budget.*
air travel	the business of transporting passengers by plane	*Air travel has grown rapidly in recent years.*
airline company	a business that provides air transport services	*The airline company reduced ticket prices to attract customers.*
alternative fuels	energy sources used instead of traditional fossil fuels	*Companies are investing in alternative fuels.*
application form	a document used to apply for something	*Fill in the application form carefully.*
apply for a job	to formally request a position in a company	*He decided to apply for a job in marketing.*
apply for a promotion	to request a higher position at work	*She plans to apply for a promotion next year.*
average incomes	the typical amount of money earned by people in a country	*Average incomes have increased slowly over the past decade.*
baggage	personal belongings carried when travelling	*Passengers must check their baggage.*
bank accounts	accounts used to store and manage money	*Criminals may target bank accounts through fraud.*
batch	a group of products produced together	*The faulty items came from the same batch.*
book-keeping	the recording of financial transactions	*Book-keeping is essential for managing finances.*
budget	a plan listing the amount of available spending money	*They created a budget for the project.*
business card	a small card with contact details	*She gave him her business card.*
business dealings	interactions between companies	*They had successful business dealings in the past.*
business relationships	connections between companies or professionals	*Strong business relationships help companies grow.*
business setting	a professional working environment	*He gained experience in a business setting.*
business strategies	plans made by companies to achieve their goals	*Successful business strategies often focus on innovation and efficiency.*
business trip	a journey taken for work purposes	*He went on a business trip to Berlin.*
business ventures	new business activities or projects	*She has started several successful business ventures.*
capital investment	money invested in a business to generate profit	*The firm reduced its capital investment during the crisis.*
car parts	components used in the production of vehicles	*The factory produces car parts for international markets.*
career	a person’s working life over time	*She has a successful career in finance.*
chain of stores	a group of shops owned by the same company	*The company owns a chain of stores across the country.*
cheaper alternatives	products that cost less than others of the same type	*Many consumers choose cheaper alternatives when prices increase.*
chief executive officer	the highest-ranking manager in a company	*She was promoted to chief executive officer after years of experience.*
client	a person or company that receives services	*The consultant met a new client this morning.*
company	an organisation that sells goods or services	*The company expanded into new markets.*
company president	a senior executive responsible for managing a company	*The company president announced a new strategy.*
competitive salaries	pay that is attractive compared to similar jobs	*Companies offer competitive salaries to attract talent.*
competitors	companies that offer similar products or services	*The company lowered prices to compete with competitors.*
complaints	statements expressing dissatisfaction	*The company received several complaints from customers.*
conduct a survey	to collect information from people by asking questions	*The company will conduct a survey to understand customer needs.*
confirm in writing	to officially approve something in written form	*Please confirm the agreement in writing.*
consumer spending	the money that people spend on goods and services	*Consumer spending usually rises during the holiday season.*
consumption	the use or purchase of goods and services	*Energy consumption tends to rise during the winter months.*
corporation	a large company recognised by law	*The corporation operates globally.*
customer service	assistance provided to customers	*Good customer service improves satisfaction.*
customer service manager	a person responsible for customer support in a company	*The customer service manager handled the complaint.*

decline in demand	a decrease in the desire to buy goods or services	*There was a decline in demand for luxury products last year.*
delivery	the act of sending goods to customers	*The delivery arrived late.*
develop new products	to create new goods for the market	*The company is investing heavily to develop new products.*
developing countries	countries with lower levels of industrialisation and income	*Many developing countries depend on agriculture for economic growth.*
discount	a reduction in price	*Customers received a discount on travel.*
discretionary spending	money spent on things that are not basic needs	*Travel and entertainment are typical forms of discretionary spending.*
distribution warehouse	a place where goods are stored before being dispatched	*The products were shipped from the distribution warehouse.*
dividend	a payment made to shareholders from profits	*Investors received a dividend at the end of the year.*
domestic market	the market within a country	*The domestic market is growing.*
domestic production	goods produced within a country	*The government is encouraging domestic production of energy.*
earn money	to receive money for work or business	*She earns money as a consultant.*
economic downturn	a period when the economy becomes weaker	*The country experienced an economic downturn after the crisis.*
economic growth	an increase in the production of goods and services	*Economic growth slowed last year.*
economic patterns	typical ways in which economic activity develops over time	*Analysts study economic patterns to predict future trends.*
economic shock	a sudden event that has a negative impact on the economy	*The pandemic caused a severe economic shock in many regions.*
economic state	the condition of a country’s economy	*The economic state has improved.*
economic uncertainty	a situation where future economic conditions are unclear or unstable	*Businesses are delaying investments due to economic uncertainty.*
economics	the study of how money and resources are managed	*She studied economics at university.*
emerging economies	countries that are developing rapidly and becoming more industrialised	*Emerging economies are attracting foreign investment.*
emerging market	a market in a developing country with growth potential	*Investors are interested in emerging markets.*
employee benefits	advantages offered to workers in addition to salary	*Health insurance is a common employee benefit.*
employers	people or organisations that hire workers	*Employers look for skilled candidates.*
energy costs	the amount of money required to produce or use energy	*Rising energy costs are affecting many businesses.*
environmental sustainability	the practice of protecting the environment for the future	*Environmental sustainability is a key goal for many firms.*
executive director	a senior manager in a company	*The executive director leads the team.*
extreme poverty	a condition where people cannot meet basic needs	*Many organisations aim to reduce extreme poverty worldwide.*
figures	numerical data or statistics	*The latest figures show economic growth.*
firm’s income	the money earned by a company	*The firm’s income increased after expanding abroad.*
flatter structures	organisational systems with fewer levels of hierarchy	*Flatter structures encourage collaboration.*
flexible payment options	ways of paying that allow different conditions	*The company introduced flexible payment options to attract more customers.*
flexible roles	jobs that allow adaptable working hours or conditions	*Flexible roles help employees balance work and life.*
flexible working arrangements	work systems that allow different schedules or locations	*Flexible working arrangements can improve employee satisfaction.*
foreign correspondent	a journalist working in another country	*She works as a foreign correspondent.*
funding	money provided for a project or business	*The startup received funding from investors.*
GDP	gross domestic product measuring a country’s economic output	*GDP is used to compare economic performance between countries.*
global economic growth	the increase in economic activity worldwide	*Global economic growth has slowed in recent years.*
GNP	gross national product measuring total economic output	*GNP increased last year.*
head office	the main office of a company	*The head office is located in London.*
housing markets	the system of buying selling and renting houses	*Housing markets are changing as more people move to smaller towns.*
imported goods	products brought into a country from abroad	*Imported goods can sometimes be cheaper than local ones.*
in business	operating as a company	*He has been in business for ten years.*

inflation	a general increase in prices over time	*Inflation has reduced people's purchasing power this year.*
inflation figures	data showing the rate of inflation	*Inflation figures were higher than expected.*
invoices	documents requesting payment	*The company sent invoices to clients.*
job application	a formal request for employment	*He submitted a job application online.*
job opportunity	a chance to get a job	*The company offered a job opportunity to graduates.*
job vacancy	an available job position	*The company advertised a job vacancy.*
labour market	the system in which workers and employers interact	*The labour market is becoming more flexible.*
lower wages	smaller amounts of money paid to workers for their job	*Some factories move abroad to take advantage of lower wages.*
low-income countries	countries where average income is relatively low	*Low-income countries often face challenges in accessing education and healthcare.*
market makers	financial institutions that buy and sell securities	*Market makers ensure liquidity in markets.*
market share	the percentage of a market controlled by a company	*The company increased its market share.*
marketing campaign	a planned set of activities to promote a product	*The company launched a marketing campaign.*
mortgage	a loan used to buy property	*They took out a mortgage to buy their house.*
multinational companies	companies that operate in more than one country	*Many multinational companies have offices in both Europe and Asia.*
national economy	the system of production trade and consumption in a country	*The national economy grew steadily after the government introduced new policies.*
non-essential purchases	things people buy that are not necessary	*During difficult periods people reduce non-essential purchases.*
office	a place where business activities are carried out	*She works in an office in London.*
online shop	a website where goods are sold	*She bought the product from an online shop.*
order number	a code used to identify a purchase	*Please include your order number in the email.*
part-time roles	jobs that require fewer working hours than full-time jobs	*Many students prefer part-time roles.*
part-time work	a job with limited hours	*She is looking for part-time work.*
pension scheme	a system for saving money for retirement	*The company offers a pension scheme.*
planning groups	teams responsible for organising activities	*Planning groups meet regularly to discuss projects.*
poor performance	work that does not meet expected standards	*Employees may lose their jobs because of poor performance.*
price increases	situations in which prices become higher	*Price increases have affected the cost of everyday items.*
price volatility	frequent changes in prices over time	*Price volatility makes planning difficult for businesses.*
private investment	money invested by individuals or companies rather than the government	*Private investment is essential for economic development.*
production costs	the expenses involved in producing goods	*High production costs can reduce profits.*
profit	money earned after costs are removed	*The company reported a high profit.*
profitability	the ability of a business to make profit	*The company is working to improve profitability.*
public finances	the management of a government's income and spending	*High debt can create problems for public finances.*
purchase price	the amount paid for a product	*The purchase price was refunded.*
rail transport	the system of transporting goods or people by train	*Rail transport is an important part of the economy.*
receipts	documents showing proof of payment	*Keep all receipts for your records.*
recession	a period of economic decline	*The country entered a recession after the financial crisis.*
record business	a company activity related to selling music records	*He made his fortune in the record business.*
record label	a company that produces and sells music	*The artist signed a contract with a major record label.*
reduce costs	to make expenses lower	*The company is trying to reduce costs by using digital tools.*
refund	money returned to a customer after a purchase	*He asked for a refund after receiving a faulty item.*
remote work	working from home or outside a traditional office	*Remote work has become more common in many industries.*
representative	a person acting on behalf of a company	*The company representative visited the client.*

resign	to leave a job officially	*He decided to resign from his position.*
retail sector	the part of the economy that sells goods directly to consumers	*The retail sector is adapting quickly to online shopping trends.*
revenue(s)	income generated by a business	*The company increased its revenue. / Revenues increased this quarter.*
rising cost of food	an increase in the price of food over time	*Families are spending more money due to the rising cost of food.*
sale	the act of selling goods	*The sale of products increased last month.*
sales meetings	regular meetings to discuss sales performance	*Sales meetings are held every month.*
serious misconduct	unacceptable or illegal behaviour at work	*He was dismissed for serious misconduct.*
services	activities provided for customers	*The company offers financial services.*
shareholders	people who own shares in a company	*Shareholders expect regular dividends.*
space tourism	the business of travelling into space for non-professional purposes	*Space tourism is becoming more popular among wealthy individuals.*
telecoms market	the sector related to communication services	*The telecoms market is expanding rapidly.*
transport expenses	the cost of moving goods or people	*Transport expenses have increased due to fuel prices.*
turn a profit	to start making more money than is spent	*The business took two years to turn a profit.*
unemployed	people without a job but able to work	*Government programs support the unemployed.*
unemployment	the situation in which people do not have a job but are able to work	*High unemployment can lead to social and economic problems.*
unsold goods	products that have not been sold	*The company returned unsold goods.*
waste management	the handling of waste materials	*He works in waste management.*
work placement	a period of work experience in a company	*The student completed a work placement in finance.*
workforce	the total number of people working in a country or company	*The workforce is ageing in many developed countries.*
working conditions	the environment and terms in which people work	*Poor working conditions can discourage workers.*
workplace culture	the environment and values within a company	*A positive workplace culture improves productivity.*
world market prices	the prices of goods determined at an international level	*Oil companies adjust their costs according to world market prices.*

a.a. 2026-27

Corso inglese ECONOMIA

corso / giorni e orario	ciclo	periodo	posti
Corso 1° ciclo martedì - giovedì 17.00-19.00	ciclo 1	dal 15/09 al 22/10	100 posti
Corso 2° ciclo martedì - giovedì 17.00-19.00	ciclo 2	dal 27/10 al 03/12	300 posti
Corso 3° ciclo martedì - giovedì 17.00-19.00	ciclo 3	dal 12/01 al 18/02	200 posti
Corso 4° ciclo martedì - giovedì 17.00-19.00	ciclo 4	dal 23/02 al 25/03	300 posti
Corso 5° ciclo martedì - giovedì 17.00-19.00	ciclo 5	dal 06/04 al 13/05	100 posti

Mesi: settembre, ottobre, novembre, dicembre, gennaio, febbraio, marzo, aprile, maggio

giorni e orari sono indicativi e potrebbero subire variazioni