



УТВЕРЖДАЮ
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**Негосударственное образовательное учреждение
высшего образования
«Российская экономическая школа» (институт)**

**Программа
вступительных испытаний при приеме
на обучение по программе подготовки научных и
научно-педагогических кадров в аспирантуре
в 2024 году**

НАУЧНАЯ СПЕЦИАЛЬНОСТЬ: 5.2.1. Экономическая теория
ФОРМА ОБУЧЕНИЯ: Очная
СРОК ОБУЧЕНИЯ: 3 года

(АНГЛИЙСКИЙ ЯЗЫК)

Москва
2023

Программа вступительных испытаний при приеме для обучения по направлению 5.2.1. Экономическая теория; Квалификация: Аспирант (срок обучения: 3 года). Составитель программы – Департамент гуманитарных наук и иностранных языков РЭШ. Программа «Английский язык» составлена в соответствии с требованиями Федерального государственного образовательного стандарта высшего профессионального образования. Программа экзамена включает основные требования, являющиеся наиболее важными для дальнейшего обучения в аспирантуре Российской экономической школы.

1. Цель вступительного испытания по английскому языку -

проверить уровень знаний, умений и навыков абитуриентов по английскому языку и выяснить, в какой степени они готовы использовать английский язык для освоения программы аспирантуры Российской экономической школы, соответствующей требованиям Федерального государственного образовательного стандарта по направлению подготовки 5.2.1. Экономическая теория; Квалификация: Аспирант.

2. Формы вступительного испытания по английскому языку и минимальные баллы

Вступительное испытание по английскому языку оценивается по 10-балльной системе оценивания. Оценка от 1 до 4 баллов включительно для вступительного испытания по английскому языку считается неудовлетворительной.

2.1. В качестве результата вступительного экзамена по английскому языку могут быть зачтены действующие результаты следующих тестов:

- TOEFL IBT (Test of English as a Foreign Language, Internet-based Testing);
- TOEFL IBT Special Home Edition;
- IELTS (International English Language Testing System, Academic);
- CAE (Certificate in Advanced English);
- CPE (Certificate of Proficiency in English);
- BEC H (Business English Certificates Higher)

в соответствии со следующей шкалой перевода баллов тестов в баллы РЭШ:

TOEFL PBT (Paper-based testing)	TOEFL IBT (Internet-based Testing)	CAE (Certificate in Advanced English)	CPE (Certificate of Proficiency in English)	BEC Higher	IELTS (Academic)	NES Scores
625 and higher	108 and higher	A	C	A	8.0 and higher	10
610 - 624	102 - 107	B	-	B	7.5	9
595 - 609	96 - 101	C	-	C	7	8
580 - 594	89 - 95				6.5	7
565 - 579	82 - 88				6	6
550 - 564	75 - 81				5.5	5

- 2.2. Поступающие, окончившие программу «Магистр экономики» РЭШ, могут зачесть в качестве вступительного балла по английскому языку итоговую оценку по английскому языку на программе «Магистр экономики», но не ниже, чем «3+» (66-69 %) или «5» в пересчете на вступительную шкалу РЭШ (см. таблицу внизу). Выпускники программы «Магистр экономики» РЭШ, чья итоговая оценка ниже «3+» баллов, проходят вступительные испытания на общих основаниях.

Итоговая оценка МАЕ (%)	Баллы РЭШ
90-95 и выше (5)	10
86-89 (5-)	9
80-85 (4+)	8
76-79 (4)	7
70-75 (4-)	6
66-69 (3+)	5

2.3. Для абитуриентов, не имеющих сертификата о сдаче IELTS, TOEFL, а также кембриджских сертификатов или выпускники программы «Магистр экономики» РЭШ, имеющих льготы при поступлении (см. 1.2), РЭШ проводит внутренний вступительный экзамен по английскому языку.

3. Формат внутреннего вступительного экзамена (теста) по английскому языку.

Внутренний вступительный экзамен по английскому языку также оценивается по 10-балльной системе оценивания. Оценка от 1 до 4 баллов включительно для вступительного экзамена по английскому языку считается неудовлетворительной. Вступительный экзамен по английскому языку проводится в формате письменного теста, состоящего из 70 заданий. Правильный ответ на каждое задание засчитывается как один балл. Неверные ответы не засчитываются.

Продолжительность вступительного теста составляет 1 час (60 минут).

Пересчет баллов, полученных в результате вступительного теста по английскому языку, в баллы вступительной шкалы РЭШ, производится в соответствии со следующей таблицей:

Вступительный тест	Баллы РЭШ
66-70	10
61-65	9
56-60	8
51-55	7
46-50	6
41-45	5

4. Структура теста

Тест проверяет следующие компетенции:

Reading Comprehension (12 заданий)

Для того, чтобы продемонстрировать навыки понимания письменного текста на английском языке, поступающие должны ответить на вопросы по содержанию предложенных текстовых отрывков в форме множественного выбора, заполнения пропусков, нахождения соответствий.

Structure and Written Expression (две части; 58 заданий)

Экзаменуемым предлагаются задания множественного выбора. В первой части (8 заданий) поступающий демонстрирует знание академической лексики, выбирая нужный синоним из предложенных. Во второй части (50 заданий) - демонстрирует способность узнавать грамматически правильные формы и допустимые лексические единицы высказывания на английском языке, выбрав правильный вариант грамматической или лексической единицы.

5. Требования к владению материалом

- **Чтение:** поступающий должен понимать тексты, построенные на частотном языковом материале профессионального общения.
- **Лексика:** поступающий должен владеть лексикой на уровне B2 - C1, знать сочетаемость и употребление единиц, различать значения синонимов и их стилистическую окраску, знать фразовые глаголы, идиомы и устойчивые выражения в объеме, соответствующем указанному уровню.
- **Грамматика:** поступающий должен владеть грамматикой на уровне B2 - C1, уметь выбирать наиболее точные структуры для выражения мысли, различать значения сходных грамматических конструкций, знать особенности употребления и стилистические характеристики грамматических структур.

6. Правила проведения вступительных испытаний

- На вступительных испытаниях, дополнительных вступительных испытаниях, а также на аттестационных испытаниях должна быть обеспечена спокойная и доброжелательная обстановка, предоставлена возможность поступающим наиболее полно проявить уровень своих знаний и умений.
- Во время проведения вступительных испытаний, дополнительных вступительных испытаний, участникам указанных мероприятий и лицам, привлекаемым к их проведению, запрещается иметь при себе и использовать средства связи и электронно-вычислительной техники (в том числе электронные словари), за исключением случаев, установленных нормативными правовыми актами Российской Федерации.
- Запрещается засчитывать в качестве вступительных испытаний, дополнительных вступительных испытаний выпускные экзамены на подготовительных отделениях, курсах (школах) при вузах.

- При несоблюдении порядка проведения вступительных испытаний, проводимых вузом самостоятельно, дополнительных вступительных испытаний члены приемной комиссии, экзаменационной комиссии, проводящие вступительное испытание, вправе удалить поступающего с места проведения вступительного испытания, дополнительного вступительного испытания с составлением акта об удалении. В случае удаления поступающего с вступительного испытания, дополнительного вступительного испытания вуз возвращает поступающему принятые документы.
- Во время вступительного испытания в очной форме не допускается использование абитуриентами своей бумаги, корректирующей жидкости и др.
- Во время вступительного испытания запрещается использовать словари и любую справочную литературу.
- При входе в аудиторию, где проводятся испытания, абитуриент предъявляет паспорт и экзаменационный лист абитуриента.
- На вступительных испытаниях абитуриенту выдаются титульный лист и тестовые задания.
- На вступительном испытании необходимо использовать ручки темно-синего или черного цвета.
- Перед началом экзамена абитуриент заполняет титульный лист, проставляет время начала экзамена и подписывает титульный лист.
- Консультации с членами предметной комиссии во время проведения вступительных испытаний допускаются только в части уточнения формулировки вопроса.
- Абитуриент имеет право покинуть (в т.ч. досрочно) аудиторию только с разрешения дежурного по аудитории.
- Абитуриент, не явившийся или опоздавший на экзамен без уважительной причины, к дальнейшим экзаменам не допускается.
- В случае несогласия с выставленной экзаменационной оценкой, абитуриент имеет право подать апелляцию. Апелляция подаётся председателю (или заместителю) экзаменационной комиссии в день объявления результатов экзамена. Поданная позже апелляция не принимается. Рассмотрение апелляции заключается в выявлении объективности выставления оценки, основанием для этого служат записи в тестовых заданиях.
- Вступительные испытания с применением дистанционных технологий проходят в соответствии с Регламентом проведения вступительных испытаний с применением дистанционных технологий в Российской экономической школе (утвержден приказом ректора от 01.06.2020 No 01-93).

7. Образец теста

Part I. READING

Read the text and answer Questions 1-13

CONSUMER BEHAVIOUR

A ‘Consumer behaviour’ is the behaviour that consumers display in seeking, purchasing, using, evaluating and disposing of products and services that they expect will satisfy their personal needs. The study of consumer behaviour is the study of how individuals make decisions to spend their available resources (money, time and effort) on products and services. Consumer behaviour includes both mental decisions and the physical actions that result from those decisions. Although some social scientists limit their understanding of ‘behaviour’ to observable actions, it is apparent that the reasons and decisions behind the actions involved in human (and consumer) behaviour are as important to investigate as the actions themselves.

B People engage in activities for many purposes other than consumption but, when acting as a customer, individuals have just one goal in mind – to obtain goods and services that meet their needs and wants. All consumers face varying problems associated with acquiring products to sustain life and provide for some comforts. Because solutions to these problems are vital to the existence of most people, and the economic well-being of all, they are usually not taken lightly. The process is complex, as choices must be made regarding what, why, how, when, where and how often to buy an item.

C Take, for instance, the product bottled water – a multimillion-dollar industry. A study of consumption behaviour in this area would investigate what kinds of consumers buy bottled water, and why, when and where they buy it. The study might find that, among some consumers, the growing use of bottled water is tied to concerns with fitness; and, among others, with the quality of tap water. It might find that domestic brands have a totally different image from imported brands, and that the reasons and occasions for usage vary among consumers. By contrast, a more durable product such as a document scanner would have a very different target market. What kinds of consumers buy, or would buy, a scanner for home use? What features do they look for? How much are they willing to pay? How many will wait for prices to come down? The answers to these questions can be found through consumer research and would provide scanner manufacturers with important input for product design modification and marketing strategy.

D The word ‘consumer’ is often used to describe two different kinds of consuming entities: the personal consumer and the organisational consumer. The personal consumer buys goods and services for his or her own use (e.g. shaving cream), for the use of the whole household (television set), for another member of the household (a shirt or electronic game) or as a gift for a friend (a book). In all these contexts, the goods are bought for final use by individuals who are referred to as ‘end-users’ or ‘ultimate consumers’.

E The second category of consumer includes profit and non-profit businesses, public sector agencies (local and national) and institutions (schools, churches, prisons), all of which buy products, equipment and services in order to run their organisations. Manufacturing companies must buy the raw materials and other components to manufacture and sell their products; service companies must buy the equipment necessary to render the services they sell; government agencies buy the office products needed to operate agencies; institutions must buy the materials they need to maintain themselves and their populations.

F The person who purchases a product is not always the sole user of the product. Nor is the purchaser necessarily the person who makes the decision or pays for the product. Thus, the marketplace activities of individuals entail three functions, or roles, as part of the processes involved in consumer behaviour. The three functions are the consumer, the person who consumes or uses the product or service; the

purchaser, the person who undertakes the activities to obtain the product or service; and the payer, the person who provides the money or other object of value to obtain the product or service. Marketers must decide whom to direct their marketing efforts toward. For some products or services, they must identify the person who is most likely to influence the decision. Some marketers believe that the buyer of the products is the best prospect, others believe it is the user of the product, while still

others play it safe by directing their promotional efforts to both buyers and users. For example, some toy manufacturers advertise their products on children's television shows to reach the users, others advertise in magazines to reach the buyers, and others run dual campaigns designed to reach both children and their parents.

G In addition to studying how consumers use the products they buy, consumer researchers are also interested in how individuals dispose of their once-new purchases when they are finished with them. The answer to this question is important to marketers, as they must match production to the frequency with which consumers buy replacements. It is also important to society as a whole, as solid waste disposal has become a major environmental problem that marketers must address in their development of products and packaging. Recycling is no longer a sufficient response to the problem. Many manufacturers have begun to remanufacture old components to install in new products, because remanufacturing is often cheaper, easier and more efficient than recycling.

Questions 1-5

The text has seven paragraphs, **A–G**.

Which paragraph contains the following information?

*Write the correct letter, **A–G**, in the gaps 1-5*

- a description of the organisational consumer **1**.....
- the reason why customers take purchasing decisions seriously **2**.....
- reference to a way of re-using materials **3**.....
- ways of exposing products to a range of potential customers **4**
- a term used to describe someone who buys for the family **5**.....

Questions 6-9

Complete the summary below.

*Choose **NO MORE THAN TWO WORDS** from the text for each answer.*

*Write your answers in gaps **6-9**.*

Market research

Market research carried out on non-durable products like **6**..... aims to find out who buys these goods and why. Researchers look at what motivates buyers, such as issues of personal **7**..... or environmental factors. They may discover that **8**..... are viewed differently from a local product.

Alternatively, research on durable, manufactured goods is likely to focus more on pricing, and the results may help suggest appropriate changes to the **9**..... of the product, as well as showing how best to market it.

Questions 10-12

Complete the notes below.

Choose **NO MORE THAN THREE WORDS** from the text for each answer.

Write your answers in gaps 10-12 below.

Marketplace activities involve:

- consumer
- 10
- payer

Marketers target:

- buyer
- user
- buyers and users

Researchers study:

- patterns of consumer usage
 - methods of 11
 - product replacement frequency
- Remanufacture is replacing 12.....

Part II. STRUCTURE AND WRITTEN EXPRESSION 1

For questions 1 - 8, read the text below and decide which word A, B, C or D best fits each space.

A Fairytale Castle

A recent (1)_____ of children aged between four and eleven years old has (2) _____ that their notion of the ideal home presents major (3) _____ to conventional wisdom. More than a quarter of the youngest group (4) _____ a desire to live in a house made either entirely of sweets or of toys rather than more traditional (5) _____. One in four boys and nearly half the girls would choose to live in a fairy tale house. Other specifications for the (6) _____ dream house, unveiled by the research, include the fact that a third of children would like an indoor swimming pool and that more than a quarter of eleven-year-olds, given the choice, would (7) _____ for water slides over stairs. Fifteen percent of boys also want a football pitch on the premises. Somewhat surprisingly, only one child in ten wants to live on a giant bouncy castle but almost a third say they would still choose their family home (8) _____ all other options.

- | | | | |
|-----------------|--------------|--------------|---------------|
| 1. A research | B study | C inquiry | D request |
| 2. A exposed | B revealed | C outlined | D uncovered |
| 3. A questions | B issues | C challenges | D tests |
| 4. A claimed | B expressed | C uttered | D announced |
| 5. A substances | B components | C materials | D elements |
| 6. A supreme | B ultimate | C great | D fundamental |
| 7. A choose | B select | C decide | D opt |
| 8. A over | B rather | C instead | D between |

Part III. STRUCTURE AND WRITTEN EXPRESSION 2

Choose the answer which best fits the gap in each sentence.

Only **ONE** answer is correct.

- Numerous flights are being disrupted and some airports ceased operations _____ on Thursday after Tropical Storm Nicole made landfall in Florida.
A *fully* B *entirely* C *wholly* D *absolutely*
- Americans deserve energy security, and it's time our federal government _____ oil and natural gas like an asset, not a liability.

A *would treat* B *will treat* C *treated* D *has treated*

3. William Lee of the Milken Institute, a think tank in Santa Monica, California, that is tracking COVID-19 vaccine progress, said that because of China's past scandals, "if they are successful as being the first with a vaccine, it had _____ be so pristine, so pure that people who are outside of China would be willing to buy into it."

A *sooner* B *better* C *preferably* D *rather*

4. Congress will have no choice but to intercede on behalf of law-abiding American gun owners if their companies insist _____ gun shop sales.

A *to track* B *on tracking* C *track* D *to tracking*

5. China and SinoPharm have invested _____ in a tried-and-true technology — an "inactivated" vaccine made by growing the whole virus in a lab and then killing it, which is how polio shots are made.

A *strongly* B *highly* C *widely* D *heavily*

6. In the global race to make a coronavirus vaccine, a state-owned Chinese company is boasting that its employees, including top executives, received experimental shots even before the government _____ testing in people.

A *will approve* B *approved* C *approves* D *approve*

7. Overspending on infrastructure and stadiums has led to some hosts _____ in massive debt and left with constructions that serve little use after the FIFA World Cup comes to a close.

A *be* B *being* C *be* D *are*

8. Former Starbucks CEO Howard Schultz makes a temporary return to the role he vacated 13 years ago. He replaces president and CEO Kevin Johnson, who has left as the company faces a growing _____ for unionization among its employees.

A *demand* B *request* C *urge* D *ultimatum*

9. Taken at _____ value, these figures may appear to indicate that the vaccination doesn't make much of a difference.

A *big* B *face* C *added* D *much*

10. The price of oil fluctuated _____ in Q2.

A *sharply* B *gradually* C *enormously* D *steadily*

11. These approaches can do only _____, they won't solve the main problem we're facing.

A *much* B *so much* C *few* D *bit*

12. He is the most prolific researcher I _____ with.
A *have ever worked* B *ever worked* C *had ever worked* D *am ever working*
13. If the correlation _____ after cleaning the data, it might be worth trying a different method.
A *don't find* B *isn't find* C *doesn't get found* D *wouldn't get found*
14. As we all know from experience, this job _____ easy.
A *is not going to have been* B *is not to be* C *has not to be* D *will not be*
15. Monetary policy decision-makers _____ of the limitations of their knowledge.
A *must be aware* B *must be knowing* C *ought be aware* D *can have been aware*
16. She wrote an excellent essay _____ with a certain amount of help.
A *albeit* B *wherefore* C *even so* D *despite the fact*
17. The bank has contacted over 2500 clients _____ regarding fraudulent activities reported on their accounts.
A *so long* B *yesterday* C *yet* D *so far*
18. Perhaps, years from now, images of alien worlds will be released, with our first _____ at lifeforms from another planet.
A *touch* B *look* C *shot* D *glimpse*
19. The ratio between the two, the circumference divided by the diameter, will always be the same number, _____ big or small the circle gets.
A *in spite how* B *despite how* C *no matter how* D *although*
20. I _____ an additional reference, the Admissions office has just informed me about the acceptance to the program.
A *needn't have to request* B *needn't to request* C *needn't have requested* D *didn't need to request*
21. University business incubators _____ the best service for technology start-ups.
A *leverage* B *install* C *provide* D *establish*
22. At that moment she couldn't _____ feel sorry for her father, who had just ruined his marriage.
A *help but* B *help* C *stop* D *resist*
23. He _____ out his plan and now was waiting for this supervisor's feedback.
A *has laid* B *was laying* C *laid* D *had laid*
24. _____ doesn't refer to our program in any way.
A *What did the Dean announce* B *That the Dean announced* C *What did the Dean announced* D *What the Dean announced*

25. Wages have grown moderately, and there is _____ sign of a wage-price spiral.
A *small* **B** *little* **C** *much* **D** *big*
26. The e-commerce giant _____ corporate and technology hiring in its retail business for the rest of the year.
A *halted* **B** *haltered* **C** *admonish* **D** *abode*
27. He has _____ corporate convention throughout his career, but rarely has an executive with such a powerful role over political speech so overtly outlined his views.
A *circumvented* **B** *defied* **C** *adhered* **D** *colluded*
28. These are the benchmark rates that central banks are currently _____ to tame inflation.
A *arosing* **B** *rising* **C** *raising* **D** *arising*
29. Experts _____ for years that this organization is not acting swiftly enough to tackle the company change under Mr. Johnson.
A *have said* **B** *is saying* **C** *said* **D** *have been saying*
30. I committed to _____ a conversation with people in any relevant social context in order to improve my languages skills.
A *strike up* **B** *strike off* **C** *strike in* **D** *strike on*
31. Dr. Garfinkel said that the DNA of the earliest alphabet _____ still _____ in English and Hebrew.
A *can be found* **B** *will be found* **C** *could find* **D** *could be found*
32. In view of what happened this evening, you _____ better leave your door open.
A *would* **B** *should* **C** *had* **D** *have*
33. _____ bank was several times recognized as the best M&A house in the region.
A *-* **B** *The* **C** *A* **D** *Some*
34. While the drone _____ by a team of French engineers, several technical issues came to light.
A *was being developed* **B** *was developing* **C** *was developed* **D** *will be developed*
35. I have to strictly warn you that you _____ to the Dean any cases of intolerance.
A *should* **B** *are going* **C** *are to report* **D** *will be to*

have to report to report

report

36. _____ avoid the trap of becoming a world unto itself, Pixar urges employees to keep an eye on technological innovations in the academic community and on how people are using technology.
A *To aim to* B *When to* C *In order* D *To*
37. I _____ the article by January, _____ the pandemic that destroyed my plans.
A *was to submit; prevented* B *should submit; but* C *would have submitted; but for* D *submitted; but for*
38. He gave a highly positive feedback on Bob's presentation and so did _____.
A *I* B *me* C *my* D *mine*
39. You can volunteer to help out at the café for an hour in exchange of your meal _____ you have no money.
A *in case* B *suggesting* C *in case that* D *on the occasion*
40. Just as you would not correct it, _____ I.
A *neither had* B *neither would* C *nor should* D *none would*
41. The new quarter's global growth rate was published _____ figures for about 80% of world GDP became available.
A *as long as* B *as soon as* C *inasmuch* D *even though*
42. The European Central Bank admitted that the biggest investment banks _____ their best yet ordered them _____ their reliance on operations outside the Eurozone even more.
A *did; reduce* B *were doing; to reduce* C *were making; reduce* D *do; to reduce*
43. The country is unlikely to maintain the general population's quality of life in the long term _____ its economy will surely be able to survive for some time.
A *however* B *even though* C *supposed* D *even*
44. The paper can't be submitted by 1:00 a.m.; _____, I would have already finished proofreading it.
A *did I know* B *should I have known* C *had I known* D *would I know*
45. _____ it is often argued that depression is increasing in urban areas, statistical data remains inconclusive.
A *while* B *when* C *despite* D *as*
46. As yet I _____ no information, despite my repeated requests.

A *have sent* B *am sent* C *have been sent* D *sent*

47. Have philosophers not offered us profound _____ on practical questions such as how to live and what to value?

A *piece of advice* B *advices* C *advise* D *advice*

48. _____ I agree in principle with the findings, I have some issues with the details.

A *Although* B *Even* C *Despite* D *However*

49. As a matter of _____ I'd never heard of Tesla until you told me.

A *truth* B *fact* C *reality* D *fate*

50. Our _____ show that people who give money or gifts to others in need are happier than those who spend only on themselves.

A *discoveries* B *understandings* C *findings* D *researches*

KEYS

PART 1. READING COMPREHENSION

PART 1. READING COMPREHENSION	PART II. STRUCTURE AND WRITTEN EXPRESSION
1. E	1. B
2. B	2. B
3. G	3. C
4. F	4. B
5. D	5. C
6. bottled water	6. B
7. fitness	7. D
8. imported brands	8. A
9. design/features/design features	
10. purchaser	
11. disposal/waste disposal	
12. recycling	

PART III STRUCTURE AND WRITTEN EXPRESSION

1. B	18. D	35. C
2. C	19. C	36. D
3. B	20. C	37. C
4. B	21. C	38. A
5. D	22. A	39. A
6. B	23. D	40. B
7. B	24. D	41. B
8. A	25. B	42. B
9. B	26. A	43. B
10. C	27. B	44. B
11. B	28. C	45. A
12. A	29. D	46. C
13. C	30. A	47. D
14. D	31. D	48. A
15. A	32. C	49. B
16. A	33. B	50. C
17. D	34. A	

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