

## ENGLISH FOR BUSINESS

### LISTENING TEST

#### LEVEL 3

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#### **Instructions to Candidates**

- (a) *DO NOT OPEN THIS BOOK UNTIL THE SUPERVISOR TELLS YOU TO START*
- (b) *This is a multiple choice test. The test has **2** parts with a total of **30** questions, and takes about 45 minutes.*
- (c) *You will listen to a series of short recordings. You will hear each listening passage **once**, so you must listen carefully. After hearing each recording choose the correct answer to each question and mark your choice **in pencil** on your answer sheet.*
- (d) *Do not mark your answers in this test book – only answers marked on the answer sheet can be scored. There is no time allowed at the end of the test to go back and check your answers or make any changes.*
- (e) *During the test use a rubber eraser to rub out any mistakes on the answer sheet.*
- (f) *Mark only one answer for each question. If you mark more than one answer for a question (for example A and C) it will automatically be scored wrong.*
- (g) *Do not make any other marks on the answer sheet as this could accidentally affect your score.*
- (i) *You are **not** allowed to use a dictionary during the test.*

**NOW WAIT UNTIL THE SUPERVISOR TELLS YOU TO OPEN YOUR BOOK**

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## Part 1

### Instructions

In Part 1 you will hear a question and then three different answers to that question. You have to choose the correct answer, A, B or C.

**NOTE:** The questions and the answers are **NOT** printed in your question book.

**Now listen to the following example**

[Recording]

The correct answer to the question

*'So what do you do, what's your job?'*

is answer B

*'I'm an assistant manager in a small travel company'*

So you would fill in 'B' on the answer sheet.

Now look at the answer sheet and find where you should start filling in the answers for Part 1.

There are 10 questions in Part 1, questions 1-10.

Now listen for question number 1.

**(No printed questions for Part 1)**

## Part 2

### Instructions

In Part 2 you will hear a short conversation or an announcement. On your question paper you have a question about the conversation or announcement, and **4** possible answers. You have to choose the correct answer.

#### Here is an example

Read the sample question and the **4** answers, then listen to the conversation and choose the correct answer.

**Question**      **How much does one shirt cost?**

- |   |        |
|---|--------|
| A | £10.00 |
| B | £15.00 |
| C | £12.50 |
| D | £20.50 |

Now listen to the conversation and choose the correct answer.

[Tape recording]

The correct answer is B; one shirt costs £15.00, so you would fill in 'B' on the answer sheet.

Now look at the answer sheet and find where you should start filling in the answers for Part 2.

There are 20 questions in Part 2, questions 11-30.

You have ten seconds to read each question, then you will hear the conversation or announcement.

Now look at the next page, read the first question and then listen for the conversation.

## Part 2

### Questions and answers

11 **What are the two people talking about?**

- A The best location for a new factory
- B The best time to drive on the motorway
- C The best way to get to a factory
- D The quickest route to Hamburg

12 **What are the speakers discussing?**

- A Improving delivery times
- B Increasing output
- C Recruiting new staff
- D Ordering more materials

13 **Why did Dave Thornhill come back early from China?**

- A He needed to discuss the Morley account
- B He had to come back to deal with a sudden crisis
- C He had problems out in China so couldn't continue what he was doing
- D He had to come back to renew his visa

14 **What do the speakers want to do?**

- A Spend the afternoon re-organising the office
- B Interview a potential new employee
- C Work out the probable costs of a new project
- D Finish work early today

15 **What does the woman want to know?**

- A Where to find a certain file on the computer system
- B What is in the blue box on the top shelf
- C What insurance they have in case of theft
- D Where to find a letter about an insurance claim

16 **Why does the woman think the product is not selling well?**

- A The product is badly presented
- B The product is of a poor quality
- C They didn't do enough market research
- D The product is too expensive

17 **What are the speakers complaining about?**

- A The order was placed too late
- B The conference will not now take place
- C The new telephone cannot redial a number automatically
- D They have to check the specifications again

- 18 **What is the man's attitude to the Chamber of Commerce's proposal?**
- A He is interested in pursuing the idea further
  - B He suggests that they proceed carefully
  - C He is surprised but enthusiastic
  - D He thinks they should definitely not get involved
- 19 **Why did the alarm go off last night?**
- A It had been turned on before all the employees had left the building
  - B Someone tried to break in to the building
  - C The engineer accidentally set it off when he was fixing it
  - D The man forgot to check if it was turned on when he was leaving
- 20 **Why is the woman unhappy about sending the sodium sulphate?**
- A It is a very dangerous chemical
  - B They do not have a licence to export to Sri Lanka
  - C It's going to cost them a lot to send it to Sri Lanka
  - D It is not part of their normal business
- 21 **What is John going to do?**
- A Take charge of the company's European operations
  - B Take charge of the regional office in Madrid
  - C Retire at the end of the month
  - D Start working for a new company
- 22 **What is the next step of the plan they are discussing?**
- A Get permission to go ahead with the plan
  - B Get some estimates for how much it will cost
  - C Borrow £10,000 to finance the plan
  - D Order some new furniture for the office
- 23 **What does the woman suggest that the man does?**
- A Go to a bank and buy Swiss francs
  - B Charge a commission on any transaction
  - C Invest his money with a money trader
  - D Cash in all his investments while the price is high
- 24 **Why can't the man come to the meeting?**
- A He has had an accident
  - B His son has had an accident
  - C He has to take his son to school
  - D He has to pick his son up from hospital

- 25 **What does the woman suggest that the company does?**
- A Order a business magazine
  - B Conduct some market research
  - C Make periodical safety inspections
  - D Buy a new piece of software
- 26 **What caused the Stetson company to make its decision?**
- A High labour costs
  - B The high rate of local taxation
  - C Competition from local companies
  - D The unfavourable exchange rate
- 27 **What has happened to house prices this month?**
- A They have gone up all over the country
  - B They have gone up in the south, but down in the north
  - C They have gone down in the south, but up in the north
  - D They have gone down all over the country
- 28 **What is Mr Kdoki going to talk about?**
- A The motor production process
  - B Building a new workplace
  - C How to encourage people to work harder
  - D How to make friends and influence people
- 29 **What is the company Maxcom planning to do next year?**
- A Invest more in the stock market
  - B Start selling its products in China and India
  - C Open new factories in China and India
  - D Put more money into production
- 30 **What claim does Air Bolivia make?**
- A They have the lowest fares of any airline
  - B They fly to South America more often than any other airline
  - C They are the biggest airline in the world
  - D They are the best airline flying to South America

This is the end of the listening test. Put down your pencil and wait for instructions from the supervisor.