

Instructions:

- You have 5 minutes to prepare.
- Be sure to study both the Topic and Role Play sheets
- You may not write notes.

The Exam consists of the following parts:

- Warm-up conversation – 2 minutes
- Talk about the topic by yourself – 3-4 minutes
- Discuss the topic with the examiner – 3-4 minutes
- Role Play (separate sheet) – 3-4 minutes

ENGLISH FOR BUSINESS

SPEAKING TEST

LEVEL 2 (B2)

Code Number 2/A

Topic: SUCCESSFUL SALESPERSONS

Even in the age of social media, individuals still matter when it comes to making sales. Are good salespeople born or can they be trained?

The following points may help you, but also be sure to include your own ideas:

What are some of the skills required from a salesperson?

- Product knowledge
- Ability to negotiate
- Smart personal appearance

What are some aspects that you find annoying about salespersons?

- Lack of listening skills
- A 'pushy' attitude
- Arrogant or unfriendly

Do you have experience of good or bad salespersons?

Will personal selling one day be replaced by e-commerce?

Would you consider a career in sales? What are your reasons?



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ENGLISH FOR BUSINESS

SPEAKING TEST

LEVEL 2 (B2)

Code Number 3/F

Topic: WORKING ABROAD

ROLEPLAY

Examiner

You are the Recruitment Manager for a Cruise Line. You are interested in employing catering staff for your ships and are conducting interviews in a number of countries. You are meeting with an applicant for one of these jobs who you consider suitable. Respond to the questioning.

- o A typical shift is 8 hours but some flexibility is required
- o The job is for 6 months without leave, with 1 day off each week
- o This is a unique opportunity to see the world and learn languages
- o Pay is relatively low, but food is provided, along with shared accommodation and transport to and from the ship

Candidate

You really want to experience living and working abroad, plus you need the money since you have just lost your job. You apply for a catering position on a Cruise Liner and you are attending an interview. Ask the Recruitment Manager about the conditions for the job.

- o *Working hours and holidays*
 - o *Training*
 - o *Other benefits*
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LEVEL 2 (B2)
Code Number 3/F

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ROLEPLAY

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- o Working hours and holidays
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 - o Other benefits
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