

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 – 4-5 minutes
- Discuss the topic with the examiner – 4-5 minutes
- Role Play (separate sheet) – 4-5 minutes

ENGLISH FOR BUSINESS

SPEAKING TEST

LEVEL 3 (C1)

Code Number 3/B

Topic: TRADING AS AID TO DEVELOPING NATIONS

Economic independence is becoming essential for social development in many countries, in particular those that were previously colonies or dependencies of the large industrial nations. **How can developed countries assist poorer nations in Africa or South-East Asia?**

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

- Is Fair Trade, where farmers get better prices, an option for helping the poor?
- What should be the role of the UN? Currently most of the focus is on disaster relief.
- Is surplus food from Europe suitable for consumption in countries where rice is the staple diet?

What role does corruption play in stopping aid reaching the needy?

Would there be any benefits from providing tax incentives?

How can governments encourage multinational companies to establish processing and manufacturing facilities in the developing countries?

What might be some of the problems with such an initiative?

Is there an alternative to cash and food donations?

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ENGLISH FOR BUSINESS

SPEAKING TEST

LEVEL 3 (C1)

Code Number 5/A

Topic: USING PUBLIC TRANSPORTATION

ROLEPLAY

Examiner

You are the Managing Director of a company supplying safety equipment to industry across the country. Having just returned from an international conference on environment protection, you are convinced that if your sales force uses public transport rather than their company cars, it will result in significant cost-savings and be an excellent PR opportunity, positioning the company as a 'good corporate citizen'. You are meeting with your Sales Manager to convince him also.

- You could offer bonuses and incentives to salespersons who use their cars less.
- Discount Railcards could be given to employees and their families.
- An administrative assistant would help to plan sales trips in a more efficient way.

Candidate

You are the Sales Manager of a company supplying safety equipment to industry across the country. You have 5 salespersons looking after around 300 customers, some of which are in rather remote locations. Your Managing Director has just returned from an international conference on environment protection and is convinced that getting your sales force to use public transport rather than their company cars will save money. You fear that you will lose some of your best salespeople. Try to reach a consensus with your Managing Director.

- *The company car is considered part of the salespersons' remuneration.*
 - *You require your salespeople to work long hours and the train schedules are not suitable for this.*
 - *You fear that the productivity of the sales-force will fall.*
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SPEAKING TEST

LEVEL 3 (C1)

Code Number 5/A

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ROLEPLAY

Candidate

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