Business English II – Listening paper (25 minutes, 2 pages)

Please observe the procedure and do not use anything but pen and paper.

Allow three minutes to read the first exercise. Then listen to the first recording.

You will have 3 minutes to complete the first exercise. Do the same with the second recording.

Send your scanned paper to jimenezantonio@gmail.com to have it graded.

This paper weighs 20% towards your final mark.

1) You will hear an interview with a business man, Alex Ray, who developed a product called Quickdrop.

For each question choose the correct answer (A, B or C).

You will hear the conversation twice without any pause.

Quickdrop is a container attached to a

A door. B external wall. C internal wall.

Alex first thought of the product as a delivery box for

A parcels. B groceries. C take-away food.

Alex obtained the money to start the business from

A a bank loan. B his own savings. C a loan from a family member.

The company who manufacture Quickdrop produce mainly

A security locks. B rubbish containers. C removal crates.

Now listen to the second part of the interview. Complete the sentences by writing one or two words in each gap. You will hear the recording twice.

You can lock and unlock the Quickdrop with a _________________.

Quickdrop can save you money because you can specify cheaper _________________ for your goods.

Apart from supermarkets, the other businesses who benefi t most from Quickdrop are _________________.

The second model of Quickdrop contained a special section for _________________.

If you buy the second model of Quickdrop, you have to pay a higher_________________ .

The goods inside the Quickdrop will not spoil because the box is _________________.

Alex is working on a new version of Quickdrop which is powered by _________________.

2) You will hear an interview with Craig Miller, a retail analyst, in which he talks about the failure of Hamilton's, a retail company. For each question, mark one letter (A, B or C) for the correct answer. You will hear the conversation twice.

Hamilton's was most famous for

A garden tools.
B children's clothes.
C toys and games.

According to Craig Miller, Hamilton's finally went into administration because of

A poor quality stock.
B rising costs of overheads.
C competition from larger stores.

Hamilton's failed to break into the electrical goods market because

A staff were inadequately trained.
B not enough was spent on advertising.
C they ignored the latest product developments.

Hamilton's managed to postpone their final failure by

A closing the most unprofi table outlets.
B not paying rent on their premises.
C obtaining a government loan.

Kingway's offer to buy Hamilton's was unsuccessful because

A it was not approved by the board.
B shareholders voted against it.
C Hamilton's bank rejected it.

The final offer to buy Hamilton's came from

A a former CEO.
B an entrepreneur.
C another high street retailer.

What will happen to Hamilton's employees?

A They will immediately be made redundant.
B They will continue to be employed for a short time.
C Their pension fund will be reduced.

What will happen to the Birmingham branch of Hamilton's?

A It will be taken over by a department store.
B It will be converted into a museum.
C It will be run by former employees.