



## **BUSINESS Preliminary**

Listening

## **SAMPLE TEST 2**

**Time** Approximately 40 minutes (including 10 minutes' transfer time)

### **INSTRUCTIONS TO CANDIDATES**

Do not open this question paper until you are told to do so.

**Write your name, centre number and candidate number on your answer sheet if they are not already there.**

Listen to the instructions for each part of the paper carefully.

Answer all the questions.

While you are listening, write your answers on the question paper.

You will have 10 minutes at the end of the test to copy your answers onto the separate answer sheet. Use a pencil.

At the end of the test, hand in both this question paper and your answer sheet.

### **INFORMATION FOR CANDIDATES**

There are four parts to the test.

Each question carries one mark.

You will hear each piece twice.

For each part of the test there will be time for you to look through the questions and time for you to check your answers.

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**PART ONE**

**Questions 1 – 8**

- For questions 1 – 8, you will hear eight short recordings.
- For each question, mark **one** letter (**A**, **B** or **C**) for the correct answer.

**Example:**

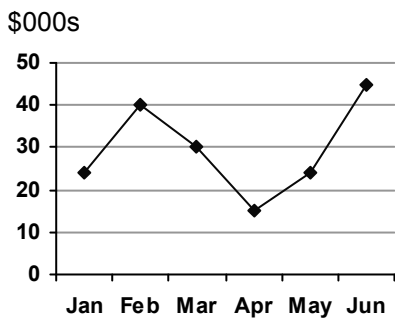
Who is Anna going to write to?

- A** the staff
- B** the supplier
- C** the clients

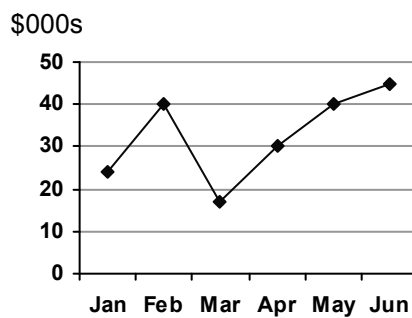
The answer is **A**.

- You will hear the eight recordings twice.
- 

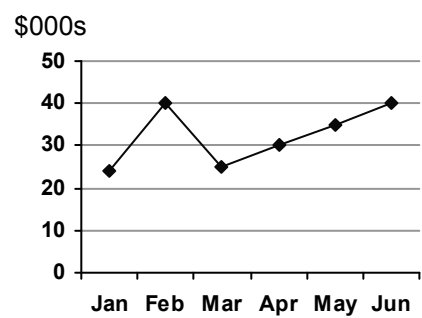
1 Which graph shows the company's levels of borrowing?



**A**



**B**



**C**

2 What time will the man see Mr Stevens?

**2.00**

**A**

**2.15**

**B**

**2.45**

**C**

**3** What does Steve say they should do about the meeting?

**A** start without him

**B** wait for him

**C** reschedule it

**4** Why are they looking for a new supplier?

**A** They want cheaper materials.

**B** They need higher quality materials.

**C** They require larger quantities of materials.

**5** What will the safety inspector look at first?

**A** the packing department

**B** the assembly line

**C** the paint stores

**6** What time will the man ring back?

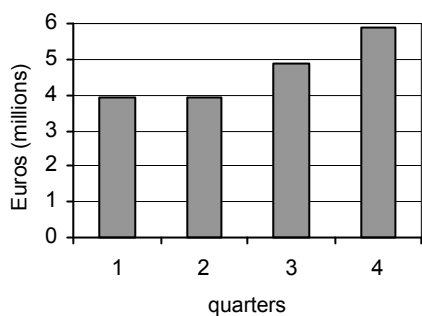
**A** 11.00

**B** 11.15

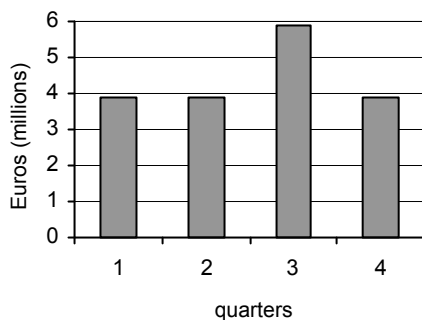
**C** 11.30

7 Which chart shows the company's performance last year?

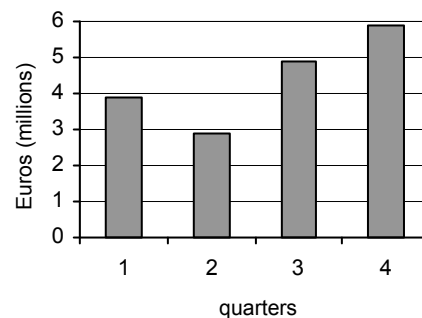
**Company turnover**



**A**



**B**



**C**

8 What will the company's next market research focus on?

- A** customer satisfaction
- B** level of competition
- C** size of the market

## PART TWO

### Questions 9 – 15

- Look at the notes below.
- Some information is missing.
- You will hear a man leaving a message for a colleague about a hotel's conference facilities.
- For each question **9 – 15**, fill in the missing information in the numbered space using a **word**, **numbers** or **letters**.
- You will hear the recording twice.

## MESSAGES

For: *Charlotte*

From: *Luke*

Ref: *Grand Hotel conference facilities*

Maximum room capacity: **(9)** ..... *people*

Name of room: **(10)** .....

Size of room: **(11)** ..... *metres x 12.75 metres*

Date provisional booking made for: **(12)** ..... *July*

Date written confirmation required by: **(13)** ..... *March*

Room fee agreed: **(14)** £ .....

Reference number: **(15)** .....

Contact: *Victor Price*

**PART THREE**

**Questions 16 – 22**

- Look at the notes about a conference centre.
- Some information is missing.
- You will hear part of a guided tour of the centre by the conference manager there.
- For each question **16 – 22**, fill in the missing information in the numbered space using **one** or **two** words.
- You will hear the recording twice.

*Chiltern Conference Centre*

The centre is located five minutes from the **(16)** .....

Speakers are given a **(17)** .....

The information pack contains **(18)** ..... and pen and paper.

There is an open area where **(19)** ..... is served.

The Green Room is suitable for **(20)** .....

Next to the lift, there is a **(21)** ..... for conference delegates.

The Business Centre provides fax, phone and **(22)** ..... facilities.

## PART FOUR

### Questions 23 – 30

- You will hear a business journalist, interviewing Tom Warren, the MD of Mirador, a beauty products company. Mirador has just agreed a joint venture with CDLE, a French cosmetics company.
- For each question **23 – 30**, mark one letter (**A**, **B** or **C**) for the correct answer.
- You will hear the recording twice.

- 23**            What is CDLE giving to Mirador in the new deal?
- A**    technological experience  
**B**    investment in a new plant  
**C**    knowledge of the market
- 24**            Tom Warren expects this year's results at Mirador to show
- A**    a small but significant increase.  
**B**    a dramatic improvement.  
**C**    almost no change.
- 25**            Profits have declined in Mirador's export market because of
- A**    fluctuating currency exchange rates.  
**B**    the mix of products exported.  
**C**    the level of export sales.
- 26**            Tom Warren is confident that Mirador will do well because
- A**    product launches have been successful.  
**B**    it has received many product enquiries.  
**C**    its order books are already full.
- 27**            What has Mirador focused on over the past year?
- A**    product development and design  
**B**    the sales base abroad  
**C**    high quality service



- 28** Why was Mirador's turnover low at the beginning of this year?
- A** Retail sales are traditionally low at this time of year.
  - B** The shops already had enough stock.
  - C** There were problems with supply.
- 29** What will be different about the new products?
- A** They will be sold in supermarkets.
  - B** They will be of higher quality.
  - C** They will have French labels on them.
- 30** Which aspect of the business needs most attention now?
- A** staff development and training
  - B** the reorganisation of its divisions
  - C** its overall business strategy

**You now have 10 minutes to transfer your answers to your answer sheet.**

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