

Unit Test 12

Answer all thirty questions. There is one mark per question.

LANGUAGE

1 Complete the sentences with the appropriate form of the verbs in brackets. Some verbs may be in the negative form.

- 1 As soon as they _____ (get) here we _____ (ask) them.
- 2 While we _____ (wait), let's _____ (discuss) this other issue.
- 3 Once we _____ (receive) their report, maybe we _____ (be able) to make a final decision.
- 4 Until she _____ (tell) me what she wants to do, I _____ (can) plan next week.
- 5 Whenever they _____ (launch) a new product, our sales _____ (go) down.
- 6 By the time they _____ (decide) what to do, we _____ (lose) even more ground to our competitors.
- 7 As you _____ (be) here, I _____ (check) these figures with you.
- 8 When they _____ (arrive), _____ (give) me a call, will you?

VOCABULARY

2 Underline the correct word in brackets.

- 9 It's a long (standing / sitting) problem that still needs fixing.
- 10 The new model will cut the price (cost / tag) by leaving out the peripherals.
- 11 Apple is about to re-enter the (niche / mass) market of computers currently controlled by Microsoft, Dell and others.
- 12 Steve Jobs isn't happy with only being the (niche / stake) player of expensive computers.

- 13 Apple has a problem with its (profit / core) business.
- 14 If we change our suppliers, we may be able to increase our (profit / share) margins.
- 15 The locations were (hand / finger)–picked by a former Gap manager.
- 16 I'm not worried about increasing our market (brand / share). Defending what we have is the priority.
- 17 We must maintain our competitive (business / advantage) over others.

3 Write in these prepositions.

at / in / with / to / in / at

- 18 I'll have a look _____ it this weekend.
- 19 What exactly do you have _____ mind?
- 20 We're having trouble _____ this new software.
- 21 You have a right _____ know what they plan to do with your department.
- 22 Blackthorn have a large stake _____ the company.

CAREER SKILLS

4 Match the two halves of the phrases for handling conflict. Write your answers here.

- 23 _____ 24 _____ 25 _____ 26 _____ 27 _____ 28 _____
 29 _____ 30 _____

- 23 We'll do it whether you like it...
- 24 I'm sure that won't be...
- 25 Let's keep things...
- 26 There's no point in discussing this...
- 27 I don't see what all the...
- 28 I'd like to know your...
- 29 I know we don't see eye to...
- 30 Let's set aside...

a) eye on this.



- b) in perspective.
- c) a problem
- d) any further
- e) fuss is about
- f) views on this.
- g) or not.
- h) our differences.