

LISTENING PRACTICE***SELF-STUDY:***

Listen to the **listening 1** + **listening 2** (mp3 available in *Interaktivní osnova*). Listen once or twice. Check your answers. The answer key is available below.

PART TWO (CD Track 25)**Questions 13 – 22****Section One****(Questions 13 – 17)**

- You will hear five short recordings. Five people are talking about what they look for when they are buying goods from a company.
- For each recording, decide what each speaker is talking about.
- Write one letter (**A – H**) next to the number of the recording.
- Do not use any letter more than once.
- You will hear the five recordings twice.

13 -----
 14 -----
 15 -----
 16 -----
 17 -----

- A** good customer service
- B** telephone helpline
- C** efficient distribution
- D** extended guarantee
- E** simple ordering procedures
- F** value for money
- G** good reputation
- H** fashionable brand

Section Two (CD Track 26)**(Questions 18 – 22)**

- You will hear another five short recordings. Each person is giving a presentation.
- For each recording, decide on the purpose of the presentation extract.
- Write one letter (**A – H**) next to the number of the recording.
- Do not use any letter more than once.
- You will hear the five recordings twice.

18 -----
 19 -----
 20 -----
 21 -----
 22 -----

- A** to announce record profits
- B** to advertise a new product
- C** to announce job losses
- D** to publicise job vacancies
- E** to confirm a pay rise
- F** to introduce a new policy
- G** to announce a merger
- H** to explain poor performance

Answer key:

Listening 1: 13F 14G 15C 16A 17B
Listening 2: 18G 19E 20A 21F 22D

Listening 3 (the task below will be done jointly in class)

PART THREE (CD Track 27)

Questions 23 – 30

- You will hear a radio interview about worker co-operatives.
 - For each question **23-30**, mark one letter **A, B** or **C** for the correct answer.
 - You will hear the recording twice.
- 23** What was the reaction to the employee buyout at Highlander?
- A** Banks wanted to invest in the company.
 - B** The majority of clients were happy at the news.
 - C** A retail company expressed interest in a joint venture.
- 24** What are Highlander's plans following the buyout?
- A** to increase its number of restaurants
 - B** to develop tourism in the local area
 - C** to take over some other firms
- 25** What does the speaker say about Muscovy?
- A** It is planning to modernise its supermarket stores.
 - B** It sets retail trends that other companies follow.
 - C** It has benefited from recent developments in the market.
- 26** What is said about employee participation at Muscovy?
- A** Employees do not take part in strategic decision-making.
 - B** Only certain types of employee are allowed to take part in voting.
 - C** Workers are involved in a wide range of decisions affecting the firm.
- 27** Which surprising fact is mentioned?
- A** Banks can be confident about loaning money to worker-owned businesses.
 - B** Financial organisations have a negative attitude towards partnerships.
 - C** Employee-owned firms are unlikely to repay money they have borrowed.
- 28** What did Tony's study reveal about worker co-operatives?
- A** There are more in Italy than elsewhere in Europe.
 - B** Co-operatives tend to employ more workers than other firms.
 - C** Towns with more co-operatives than usual are safer places to live.
- 29** What does Tony say when talking about the business he owned?
- A** The paper-making industry is declining.
 - B** Worker participation promotes productivity.
 - C** His company recruited an extra 1,000 employees.
- 30** What did Tony's staff particularly like about worker co-operatives?
- A** getting paid more
 - B** working flexible hours
 - C** feeling involved

WORD FORMATION

Put the words in brackets into the correct form. Do not use –ing forms.

1. They have _____ (THREAT) us legal action.
2. We may not sell this brand at _____ (HEAVY) a discounted price.
3. Forest Deli is a distributor and _____ (MARKET) of tropical foods.
4. They held a meeting to discuss the _____ (ADOPT) of a new marketing strategy.
5. I have got another _____ letter telling me I have not been given a job. (REJECT)
6. Is online marketing becoming too _____ (INVADE) of consumer space?
7. Our company has achieved improvements in _____ (EFFICIENT) at the factory.
8. Tags can be scanned more _____ (ACCURATE) than bar codes.
9. We are conducting an in-_____ (DEEP) study.
10. He finds _____ (CRITICIZE) of his team's performance hard to take.

MISTAKES

Find mistakes in each sentence and correct them.

1. We are considering to eliminate bar codes.
2. Why you left your last job?
3. At an interview, avoid to hesitate.
4. The ignorance of habits in a different culture might consider rude.
5. Sales are up five percentage.
6. The woman cannot be named from legal reasons.
7. The goods have been delivered a week ago.
8. Raw materials are now transporting to the factory.