

Name: _____ Vorname: _____
 Firma: _____ Gruppe: _____
 Datum: _____

English-FINALTEST – LEVEL B1.1

/100 Points

%

SECTION 1: LISTENING

Listen to an interview with Pierre Chevrel, the General Manager of Espace Mode.
 Use up to three words or a number in each space to complete the fact sheet below.

Location: _____ *Grenoble* _____

Main activity: Clothes manufacturers and _____ . 1

Customers: Men and women from all walks of life in the _____ . 2

Market position: We are among the French _____ 3 in the clothing sector.

Staff: We employ nearly _____ 4 people.

Financial information: Annual turnover of more than _____ 5 euros.

Profits of _____ 6 euros, i.e., _____ 7 of sales.

Future plans: Espace Mode is set to become _____ 8 of the European fashion market.

SECTION 2: VOCABULARY

2.1 Choose the correct word (a, b or c) to complete each sentence.

- 9 It is very difficult to _____ a new market when you have no experience of it.
a) enter b) meet c) introduce
- 10 We want to _____ our product range, so we're launching a new, luxury model.
a) extend b) exercise c) explore
- 11 We're hoping that our exciting new design will win an _____ .
a) event b) enterprise c) award
- 12 Multinationals often _____ their employees excellent career opportunities if they are willing to travel.
a) offer b) make c) take
- 13 It is useful to set your own goals and to think about the skills you need to _____ them.
a) reach b) make c) master
- 14 In many countries, there are very few career _____ for people without formal qualifications.
a) plans b) breaks c) opportunities

2.2 Complete these sentences with the words from the box.

refund deal with give discount meet take work do evaluate

- 15 I always feel stressed when I have to _____ a presentation in English.
- 16 Do not always wait for your boss to tell you how well you are doing. You also need to _____ your progress yourself.
- 17 If you want to succeed in this job, you have to be able to _____ under pressure.
- 18 You cannot get a _____ if you do not send back the goods in their original packaging.
- 19 Trying to _____ tight deadlines is always stressful.
- 20 Vladimir is hoping to _____ research in informatics.
- 21 We offer a 5% _____ on orders over \$500.
- 22 One way to _____ high levels of stress is to go to a stress counsellor.

2.3 Write the appropriate word or phrase from the box next to the comment.

competition	customer service	head office	market share	profit	turnover
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- 23 It increased by 5% to \$61 million last year, but unfortunately our profit figures are not so impressive.

- 24 That's where they make most of the important decisions, of course. _____
- 25 If we buy out our local competitor, it will increase to 33%. _____
- 26 They do everything to make their clients satisfied, so I'm not surprised they are praised for it.

- 27 It's really fierce in our business sector, but so far we've managed to stay ahead of it.

SECTION 3: LANGUAGE REVIEW

3.1. ABILITY, REQUESTS AND OFFERS

Complete these sentences with the appropriate form (positive or negative) of *can*, *could* or *would*.

- 28 Alex _____ speak Chinese, but he is planning to start learning next year.
- 29 Last year, our employees _____ use the new software, so we hired a consultant to teach them.
- 30 _____ you like to take a career break?
- 31 Naruto _____ get a promotion at GFS, so he wants to move to another company.

3.2. MODALS

Match the following sentence halves.

- 32 Internet shopping is changing the face of business, _____
- 33 You will need your password every time you want to access our website, _____
- 34 All our admin staff are trained by our own IT specialists, _____
- 35 Not all consumers are very good at surfing the Internet, _____
- a) so a good website shouldn't be too complicated.
- b) so traditional stores need to adapt as quickly as they can.
- c) so we don't have to send them on expensive courses.
- d) so you mustn't forget it.

3.3. PAST SIMPLE AND PRESENT PERFECT

For each gap, write the verbs in brackets in the correct tense.

A: Where can we take Mr Chen when he comes to visit us in London next month?

B: We could take him to see some of the sights.

A: Hmm. He [*visit*] _____³⁶ London several times, so I think he [*see*] _____³⁷ most of the sights already.

B: What about the theatre?

A: I [*take*] _____³⁸ him to the theatre last year. Unfortunately, his English wasn't very good, and he [*not understand*] _____³⁹ very much.

B: But perhaps his English [*improve*] _____⁴⁰ since then.

3.4. PAST SIMPLE OR PAST CONTINUOUS

For each gap, write the verbs in brackets in the correct tense.

The other day, I [*sit*] _____⁴¹ in a meeting when I started to feel ill. We [*discuss*] _____⁴² a difficult problem at the time: we needed to increase the number of staff, but there wasn't enough space in the office for any new workers. Everyone [*think*] _____⁴³ it was too expensive to rent more office space. Because I was unwell, I [*decide*] _____⁴⁴ to leave and take some work home with me. While I [*walk*] _____⁴⁵ home, the solution suddenly came to me: why not let people work from home some of the time? That way, we wouldn't need so much office space and we could employ more people.

1.5. PRESENT SIMPLE OR PRESENT CONTINUOUS?

Complete this e-mail. Write the verbs in brackets in the correct tense.

Hi Sam,

We [have] _____⁴⁶ a fantastic time here in Beijing. I [take] _____⁴⁷ _____ the opportunity to learn some Chinese. Tomorrow afternoon, we [meet] _____⁴⁸ Sarah Li to discuss our investment options. I [*not think*] _____⁴⁹ it's going to be very easy, so I [*need*] _____⁵⁰ to be prepared.
[arrive] _____ you _____⁵¹ next Thursday as planned?
Talk soon,
Max

SECTION 4: SKILLS

4.1 NEGOTIATING

Write the extra incorrect word in each phrase.

- 52 We must to have delivery by May 12. _____
- 53 How is about paying by credit card? _____
- 54 Let's talk about it the cost of redesigning our website. _____
- 55 Could I ask you why do you want to pay that way? _____

4.2 Telephoning

Match each question 56-59 to the appropriate response a-d.

- 56 Could I speak to Mrs Zhang, please? _____
- 57 Can I take a message? _____
- 58 Could you tell me what it's about? _____
- 59 Sorry. Could you say the second name again? _____

- a) If you could just tell her that Imelda Reyes rang.
- b) Well, I would like some information about the conference.
- c) Sure. That's Loys. L—O—Y—S.
- d) Just a moment, please. I'll put you through

SECTION 5: READING

Read the article and answer the questions following.

Women at the top: 'We have to be open to ideas'

Arlette-Elsa Emch brought a new business plan to the largest watch company in the world: the Swatch Group. Ms Emch has been so successful that she is perhaps the most powerful woman in the Swiss watch industry.

'I have changed a lot in the Swatch Group and I have shown men the importance of fashion and how it can influence watchmaking.

'It is important to bring a woman's feeling to watches, as 60 per cent of watch buyers are women. You have to listen and see what is happening. In Switzerland, we are surrounded by mountains and have to let ourselves be open to ideas.'

Another high-powered woman is the energetic Caroline Gruosi-Scheufele, co-president of family-owned Chopard. She changed Chopard from a watch company into an international luxury jewellery and watch brand.

'When I started work, we made just watches, but today we are well-known for our jewellery. When I first had the idea of making jewellery in 1976, my brother and father thought I was crazy, but they trusted me,' she says. Today, Chopard's jewellery sales equal watch sales in value terms.

'It is easier for women to understand what we might want,' she says.

Another example is Cinette Robert, owner of Dubey & Schaldenbrand. She was taught by Georges Dubey himself, who was prepared to overlook the fact that she was a woman because she was keen to learn.

'In the 1960s in Switzerland, women were not so well accepted in the workplace. They were given only small jobs, but this didn't disturb me. I found my way.'

Her way was to turn to banking in Zurich and, in 1995, she bought Dubey & Schaldenbrand, complete with ten watchmakers, and today employs 100 people. She admits it has been hard.

So what advice would she give to women wanting to enter male territory? 'Wait until you have enough experience, as the sector is becoming more competitive. It is easier now than it was in the 1960s when I started ... but it is still not easy for a woman.'

60 Match the woman with the correct information.

Arlette-Elsa Emch	bought a watch company after working in banking.
Caroline Gruosi-Scheufele	has more power than any other woman in the watch industry.
Cinette Robert	believes that men have the best ideas about watch-making.
None	introduced the idea that her company should make jewellery.

Swatch	is family-owned.
Chopard	employs 100 people.
Dubey & Schaldenbrand	is market leader in the watch industry.
None	is run entirely by men.

62 More than half of the people who buy watches are men. _____

63 Chopard earns as much money from jewellery as from watches. _____

64 Cinette Robert has owned her company for more than ten years. _____

65 Chopard has always made both jewellery and watches. _____

- Information about where and when will the conference be held.
- Details about the hotel they will be staying at.
- Recommendations for things to do in their free time.

[illegible]

_____/10

SECTION 7: SPEAKING

Instructions for the speaking portion of this test have been provided by your trainer.

Your trainer will evaluate your speaking performance using the rubric below.

Criteria:	Marks
coherence	/ 5
fluency	/ 5
lexis	/ 5
complexity	/ 5
accuracy	/ 5
Total	/25

Key:

1/5 = needs a lot of improvement

2/5 = needs improvement

3/5 = approaches/meets standards

4/5 = meets/exceeds standards

5/5 = clearly exceeds standards

Coherence: logical organization and development of the topic or argument; clear interconnectedness of thoughts and ideas

Fluency: smoothness and (apparent) effortlessness of communication

Lexis: range and appropriateness of words and idiomatic expressions used

Complexity: range of grammatical forms and structures used

Accuracy: appropriateness/correctness of grammatical forms and structures used