

Name:

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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*]  <sup>36</sup> London several times, so I think he [*see*]

<sup>37</sup> most of the sights already.

**B:** What about the theatre?

**A:** I [*take*]  <sup>38</sup> him to the theatre last year. Unfortunately, his English wasn't

very good, and he [*not understand*]  <sup>39</sup> very much.

**B:** But perhaps his English [*improve*]  <sup>40</sup> 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*]  <sup>41</sup> in a meeting when I started to feel ill. We [*discuss*]

<sup>42</sup> 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*]

<sup>43</sup> it was too expensive to rent more office space. Because I was unwell, I

[*decide*]  <sup>44</sup> to leave and take some work home with me. While I [*walk*]

<sup>45</sup> 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*]  <sup>46</sup> a fantastic time here in Beijing. I [*take*]  <sup>47</sup>

the opportunity to learn some Chinese. Tomorrow afternoon, we [*meet*]  <sup>48</sup>

Sarah Li to discuss our investment options. I [*not think*]  <sup>49</sup> it's going to be very

easy, so I [*need*]  <sup>50</sup> to be prepared.

[*arrive*]  you  <sup>51</sup> 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 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         | <input type="checkbox"/> | a) bought a watch company after working in banking.            |
| Caroline Gruosi-Scheufele | <input type="checkbox"/> | b) has more power than any other woman in the watch industry.  |
| Cinette Robert            | <input type="checkbox"/> | c) believes that men have the best ideas about watch-making.   |
| None                      | <input type="checkbox"/> | d) introduced the idea that her company should make jewellery. |

61 **Match the description with the company.**

- |                       |                          |  |
|-----------------------|--------------------------|--|
| Swatch                | <input type="checkbox"/> | a) is family-owned.                        |
| Chopard               | <input type="checkbox"/> | b) employs 100 people.                     |
| Dubey & Schaldenbrand | <input type="checkbox"/> | c) is market leader in the watch industry. |
| None                  | <input type="checkbox"/> | d) is run entirely by men.                 |

**Mark these statements true (T) or false (F) according to the article.**

- |    |   |                          |
|----|---|--------------------------|
| 62 | More than half of the people who buy watches are men.         | <input type="checkbox"/> |
| 63 | Chopard earns as much money from jewellery as from watches.   | <input type="checkbox"/> |
| 64 | Cinette Robert has owned her company for more than ten years. | <input type="checkbox"/> |
| 65 | Chopard has always made both jewellery and watches.           | <input type="checkbox"/> |



## SECTION 6: WRITING

Your company is organising a one-week conference in April. You are expecting colleagues from your overseas branches.

**Task:** Write an email to your colleagues inviting them to the conference. (Approx. 100 words)

- 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.

From:

Subject:

## 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