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FINAL TEST – LEVEL B2.2

/ 100 points %

SECTION 1: LISTENING

1. Listen to the speaker talking about working abroad. Choose the correct answer - a, b or c - to the questions below. You will hear the recording twice.

- 1 What is the speaker talking about?
 - a) Her travels in the UK, China and Brazil.
 - b) Her experience of culture shock while working in the UK.
 - c) Differences in the banking business around the world.
- 2 What does she say about US-UK differences?
 - a) They are big and cause a lot of misunderstandings.
 - b) There aren't any real differences.
 - c) They don't seem big but there are a lot of them.
- 3 What does she think of British food?
 - a) She doesn't always understand the names of food.
 - b) It's no different from American food.
 - c) It usually isn't very good.
- 4 What problems has she had with language?
 - a) People often don't understand her.
 - b) Some accents can be a bit difficult for her to understand.
 - c) A lot of people don't speak good English.
- 5 What does she say about driving?
 - a) She hasn't tried driving in the UK yet.
 - b) It isn't easy but she can do it.
 - c) It's no problem at all.

2. You will hear five short conversations. Match each conversation (6 -10) with a situation (a-e). You will hear the conversations twice.

- a) calling about a job
- b) making an appointment
- c) negotiating
- d) meeting someone for the first time
- e) talking about a problem

6 Conversation 1_____

7 Conversation 2_____

8 Conversation 3_____

9 Conversation 4_____

10 Conversation 5_____

SECTION 2: READING

1. Read the article and complete the gaps (11–15) with the sentences (a–e).

- a) On the one hand, some manufacturers can be too old-fashioned and too concerned with the importance of product engineering and the functionality of manufactured objects.
- b) Still, the battle between form and function is one that never quite goes away.
- c) And what of the Dyson vacuum cleaners?
- d) He may be right, but the Design Museum is just doing what every other museum in the world is doing these days.
- e) This could be through the visual appeal of the product or its packaging.

Does style really sell?

By Richard Tomkins

How can the appearance of a product be more important than what it does? I mean, what use is a designer kettle if its handle becomes too hot to hold or if the spout pours water everywhere but in the cup?

_____ ¹¹ It rose again last week when James Dyson, British inventor of the Dyson bagless vacuum cleaner that has sold in millions around the world, resigned as chairman of London's Design Museum. It is widely believed that Mr Dyson felt that the museum put too much emphasis on style and fashion at the expense of serious industrial design.

In his resignation letter, Mr Dyson accused the museum of not keeping true to itself.

_____ ¹² Museums everywhere can no longer afford to be exclusive centres of scholarship and learning. Among rivalry for sponsorship, they must use exhibitions of populist culture, nice cafés and shops, or a new building by Frank Gehry to increase visitor numbers.

_____ ¹³ On the other there are those who believe that how a product looks is more important. Design is indeed a broad term, involving both function and form. Typically, in any given product area, it migrates from the former to the latter. Look at clothing: originally its function was to provide warmth, but having long since achieved that objective, its form is now dictated almost entirely by fashion.

Today, in the post-industrial age, nearly all manufactured goods at any given price-point do much the same job. So almost the only way in which manufacturers can differentiate their products from those of their competitors is to establish some sort of emotional connection with the consumer. _____ ¹⁴ Or it might happen through the imagery created by advertising or branding or some other such triumph of style over substance.

_____ ¹⁵ Mr Dyson may believe that people buy these machines because of the graphs on the company website illustrating their superior suction, but I doubt very much whether they do. Most vacuum cleaners do a good job; the main reason people pay extra for a Dyson is because it is a designer vacuum cleaner with a trendy brand. With its internal workings exposed, it is a bit like a Richard Rogers building with all its pipes and ducts displayed in bright colours on the outside instead of being hidden inside. Functional it may be, but it is a bit of a gimmick, too.

From the Financial Times

2. Complete the phrases with the correct alternatives.

- 16 Dyson left the Design Museum because he
- a) found it took up too much of his free time.
 - b) no longer agreed with its ideas.
 - c) wanted to concentrate on his own design work.
- 17 What does the article say about museums?
- a) They no longer have to compete with each other for grants.
 - b) They still need to attract more visitors.
 - c) They should try to offer more specialised events.
- 18 What statement does the author make?
- a) The majority of consumers prefer to buy branded goods.
 - b) Most similarly priced products are of a comparable standard.
 - c) There are more inventions today than ever before.
- 19 The writer believes that people buy the Dyson vacuum cleaner because
- a) it has an excellent after-sales service.
 - b) it has a fashionable range.
 - c) it has a life-time guarantee.
- 20 Which of these opinions does the author have?
- a) Function and design both influence buyers.
 - b) Few companies dominate the fashion industry.
 - c) Design is more important than function.

SECTION 3: SKILLS

1. Complete the short dialogues below with an appropriate response. Choose from a-j below.

- 21 A: Thank you for listening. Does anyone have any questions?
B: _____
- 22 A: It's nice to see you again, Sue!
B: _____
- 23 A: Can we come back to that later? Dave, over to you now.
B: _____
- 24 A: Are you saying that we'll have to postpone the meeting?
B: _____
- 25 A: I propose that we develop a prototype.
B: _____
- 26 A: In your opinion, when shall we publish the annual report, in December?
B: _____

- 27 A: Let's look at the issue from a different angle. Is there a way we could save money, for example?
B: _____
- 28 A: So, have we covered everything?
B: _____
- 29 A: Right, let's get started, shall we?
B: _____
- 30 A: Would you find out what has happened to my plane tickets? They haven't arrived yet.
B: _____
- a) You too. How are you?
b) Yes, can you tell us the reasons for the low sales figures?
c) Thanks, I'd like to focus on the problems we're having with outsourcing.
d) I agree with you.
e) I think a month earlier would be better.
f) Hold on a moment, Michelle isn't here yet.
g) No, just that we should start a bit later.
h) Sure, I'll look into things straightaway.
i) Yes, I think so. Joe, do you agree?
j) Do you mean by reducing salaries?

SECTION 4: VOCABULARY

1. Complete the sentences.

- 31 All the staff were asked to _____ to Spain.
a) outsource b) invest c) relocate d) reorganise
- 32 There's a problem with the machinery so the quality of the goods hasn't reached its usual _____.
a) fault b) flaw c) standard d) design
- 33 B-Voy Bank is looking for three new bank officers to work in its new high street _____.
a) branch b) factory c) plant d) store
- 34 It's important that we get a _____ for our product soon so that no one can copy our ideas.
a) breakthrough b) discovery c) brainwave d) patent
- 35 This organisation is too _____. There are four forms for everything!
a) bureaucratic b) hierarchical c) flexible d) progressive
- 36 Bed-Lux has recently _____ its main rival Duvet-Delights.
a) merged b) taken over c) reorganised d) outsourced
- 37 I am writing to invite you to _____ your research findings at the ECR conference.
a) network b) socialise c) present d) talk

- 38 I want my new sofa to look good but it's more important that it's _____. I don't want to have to replace it for years!
- a) time-saving b) stylish c) durable d) space-saving
- 39 I'm 63 now, so I've only got two years to go until I reach _____ age.
- a) redundancy b) appointment c) retirement d) promotion
- 40 Pre-tax profits have _____ to an all time low of \$1.2m..
- a) plummeted b) skyrocketed c) soared d) risen

2 Complete the article below with the correct alternatives.

FT MONEY – Markets Week UK:

Whitehead Mann

Whitehead Mann, the _____⁴¹ agency, saw its share price drop 35 percent _____⁴² 138p after the company issued a profit warning, _____⁴³ it blamed on its failure to _____⁴⁴ in the US. Chief _____⁴⁵ Stephen Lawrence denied that the warning about the US was an excuse for problems elsewhere, but said there had been a fall in the half-yearly _____⁴⁶ during the first half in the UK, continental Europe and Asia. Research shows the company's _____⁴⁷ of the market has already _____⁴⁸ 1.2 percent this year. Analysts said the company faced a significant _____⁴⁹ to improve its overall _____⁵⁰ in the second half.

From the *Financial Times*

- 41 a) recruit b) recruiting c) recruiter d) recruitment
- 42 a) at b) to c) in d) by
- 43 a) that b) whom c) who d) which
- 44 a) increase b) rise c) expand d) boost
- 45 a) Manager b) Executive c) Supervisor d) Board
- 46 a) turnover b) capital c) taxes d) funds
- 47 a) amount b) area c) share d) dividend
- 48 a) fallen b) lost c) soared d) acquired
- 49 a) challenge b) difficulty c) con d) disadvantage
- 50 a) reliability b) performance c) quality d) standard

SECTION 5: LANGUAGE

1. Complete the article using the correct form of the verb in brackets.

Fast-growing paper manufacturer GRED _____⁵¹ (*say*) yesterday that it _____⁵² (*create*) seven hundred and sixty jobs over the next six years as part of an expansion plan.

The firm _____⁵³ (*announce*) that it _____⁵⁴ (*plan*) to build a major extension to its headquarters. This decision _____⁵⁵ (*result*) in new jobs throughout the region. The extension _____⁵⁶ (*complete*) in October and should expand the plant by a third.

GRED also says it _____⁵⁷ (*help*) the business double sales over the next five years. The investment _____⁵⁸ (*provide*) extra production capacity, and a better goods despatch area. The investment comes after a record year for the company. Since March GRED _____⁵⁹ (*see*) a huge rise in sales and last week a company spokesman predicted that profits _____⁶⁰ (*reach*) £1.7 million for the past twelve months.

This would mean profits were up twelve percent on the previous year. GRED _____⁶¹ (*plan*) to spend £40 million this year, opening forty-five shops and refurbishing existing premises. Two factories _____⁶² (*open*) by the company in Belgium recently.

2. There are 6 extra words in this article. Find them and cross them out. (3 points)

Use of video or web conferencing by US companies instead of face- to-face meetings has more than doubled in two years. A survey by the country's National Business Travel Association found it that business travellers used it an average of five times last year, compared by with twice in 2002. But travel managers remain evenly divided on to whether the technology will be retain its popularity in the future. Meanwhile, the association does forecasts that travel costs for US companies will rise by seven percent next year. The amount spent out on air travel and car hire will rise by five percent and the cost of eating out will go up by three percent.

From the *Financial Times*

SECTION 6: WRITING

1. You have arranged to meet a colleague from one of your company's other branches. Write a short e-mail. Include the following points:

- explain that you can't keep the appointment
- give a reason
- suggest an alternative date and time

____/5

2. You work for an electronics company and you received an order five weeks ago for 25 devices from a client, Mr Scott. You are dispatching the order today. Write an e-mail to the client. Remember to include the following points:

- thank him for the order
- apologise for the delay and give a reason for it
- give a new delivery date and time and offer a discount

____/5

SECTION 7: SPEAKING

(75-100)

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