

C2.1 Final Test Answer Key

LISTENING (10 MARKS)

Note to trainer: Play audio twice

1 a / 2 c / 3 c / 4 a / 5 b / 6 b / 7 c / 8 b / 9 c / 10 a

VOCABULARY (25 MARKS)

11 creditors / 12 liquidation / 13 rescue / 14 restructure / 15 equity / 16 shareholders /
17 holdings / 18 wiped out / 19 write off / 20 repayments

21 h / 22 c / 23 g / 24 e / 25 f / 26 a / 27 b / 28 d

29 tripled / 30 slipped / 31 soared / 32 plummeted / 33 sank into the red / 34 poured /
35 pared back

LANGUAGE (11 MARKS)

Note to trainer: Use your judgment as a native speaker when marking this section

36 Not only did we create a hugely successful product, (but) we also won an award for its design.

37 No sooner had I returned from my trip to New York than I got an e-mail asking me to go back there.

38 Only when they looked at the invoice again did they realise they had made a mistake.

39 On no account should you disclose this information to anyone.

40 a / 41 a / 42 c / 43 a / 44 b / 45 a / 46 c

SKILLS DEVELOPMENT (10 MARKS)

47 pleasure / 48 talk / 49 aim / 50 describe / 51 agree / 52 parts / 53 looking / 54 move
/ 55 lastly / 56 interrupt

READING (9 MARKS)

57 b

58 a, b, e, f, g

59 a, b, e, f

60 d

61 b

62 contract manufacturers / factories / 63 engagement with the wider community / 64 aspects of staff management / 65 other companies

SPEAKING (25 MARKS)

Note to trainer: To grade, use the guidelines on the speaking portion page of the test.

To set up the speaking portion:

- *The trainer must specify the topic for the speaking portion of the test. This topic can be explained in detail to the students at least one week prior to the test if they will need to research or prepare in some way. Please note: During the speaking portion, the students are not allowed to use any notes they took.*
- *The speaking topic should be tailored to the particular company and industry as much as possible. Ideally, it will relate directly to company specific topics covered in previous lessons (e.g. answering questions about a product, describing processes or procedures within their company, giving a presentation).*
- *This is a group speaking activity, where all participants engage together. The purpose is to grade the participants on their ability to speak in a realistic, business relevant situation. If the topic is company history, they should not each take turns telling the same story. Instead, they should work as a group to build on what was said, to disagree, to offer other opinions, to ask questions about what was said. If the topic is presentations, there need to be questions at the end.*
- *All of this should be clear well before the test day. To prepare students, make sure to set up this type of discussion round at various points during the course.*

LISTENING TRANSCRIPT - TRAINER SHOULD READ OUT LOUD TWICE

Secretary Simon – Matthew Clements is here.

Simon Oh good – show him in ... Matthew – hello. Please, come in.
Have a seat. It's good of you to come!

Matthew Thanks ... Nice office. All your own design, is it?

Simon Yes, it is.

Matthew Hm. Very stylish!

Simon So – how are things?

Matthew Fine. Yourself?

Simon Yes, can't complain. Although business has been slipping a bit recently – with interest rates so high, not a lot of companies can afford new offices. I expect you're experiencing the same.

Matthew Yeah – things *have* been a bit slow lately, that's true.

Simon But rates are coming down now, so things should start to pick up again.

Matthew Right ... So what's all this about, then? I'm one of your main competitors. I ... I assume you haven't just invited me round for a cosy chat.

Simon No. As you say, we've been rivals for some time now. But I've always respected your work. You've got an excellent reputation.

Matthew Nice of you to say so. I've always admired your work, too.

- Simon Well, we're both in a similar situation – small firms with big ideas. We've created some of the best designs around, you and I. But it isn't easy competing with the big firms.
- Matthew Yeah, I know what you mean.
- Simon Well, let me get to the point. We've been invited to tender for a big contract. And I mean very big. For a very influential client.
- Matthew Good for you.
- Simon But it's a contract that needs a lot of resources up front – bigger resources than we've got at the moment – more people, more space to work, more capital.
- Matthew I see your problem.
- Simon So, we're looking for another firm to come in with us. A firm that may be small at the moment, but one that's got what it takes to make it into the big league.
- Matthew You're saying you want a partnership?
- Simon I was thinking more in terms of a joint venture. A one-off. But if it works well, something more permanent might come out of it. My idea is that we'd submit a proposal based on our two firms working together to fulfil the contract. It means we'd be able to show we had a good-sized team to devote to the work and plenty of capital behind us.
- Matthew You mean you want someone to share the risks?
- Simon *And* share the profits. It could be very lucrative in the long run.
- Matthew Hmm. It all depends ...
- Simon I've been looking at your work, your business, and I think you've got what we're looking for. What would you say to coming in with us? It could be just the opportunity you've been waiting for.
- Matthew Would we be able to work together, though? As you say, we've both got big ideas, but they're not necessarily the same ideas. What if we can't agree? We'd end up with a disaster on our hands.
- Simon You're right, of course. We'd have to agree on a common strategy. But I don't think that's impossible, provided we're both keen to make it work.
- Matthew And who would have overall control? Or are you looking at equal shares?
- Simon Well ... we can discuss the details later.
- Matthew I'm not used to being told what to do. I'm used to being in charge. If I can't have an equal say – in everything – then I won't even consider it.

- Simon Right – well, as I said, we can talk about all of that later. All I want from you at the moment is an indication that you're interested, in principle at least.
- Matthew Yeah – I'm interested in principle. But I may not be when I hear the deal. You need to put your cards on the table, Simon. What exactly are we talking about here?