

Name		Vorname	
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FINAL TEST – LEVEL C2.1

/ 90 points %

LISTENING

1 Simon Harper runs an office design consultancy. He has asked Matthew Clements to come and meet him in his office. Listen to their conversation and choose the best answer to each of the questions below.

- 1 At the start of the conversation, Matthew ...
 - a) pays Simon a compliment.
 - b) comments that he's pleased to have been invited.
 - c) remarks that he hasn't been to Simon's office before.
- 2 They discuss the fact that ...
 - a) business opportunities are good at present.
 - b) the economic climate is getting worse.
 - c) business has been slow, but should improve soon.
- 3 Matthew is ...
 - a) an old friend of Simon's.
 - b) a potential investor in Simon's company.
 - c) also in the office design business.
- 4 According to Simon, what do they have in common?
 - a) They're both good at what they do, but are struggling to win business.
 - b) They've each made a success of their respective businesses.
 - c) They've both been in business for a long time and understand the problems.
- 5 Simon announces that ...
 - a) he's been offered a very big contract.
 - b) he has the opportunity to bid for a very big contract.
 - c) he failed to win a big contract because his firm is too small.
- 6 What does he propose to Matthew?
 - a) a partnership
 - b) a joint venture
 - c) equity in his business in return for capital investment
- 7 Matthew's initial response ...
 - a) is positive.
 - b) is negative.
 - c) expresses reservations.
- 8 Matthew says he will only consider the proposal if ...
 - a) Simon gives him overall control.
 - b) they have equal control.
 - c) his team is in favour.
- 9 Simon ...
 - a) agrees to Matthew's demand.
 - b) asks Matthew for a commitment.

c) postpones discussion till later.

10 At the end of the conversation, Matthew asks for ...

a) more information. b) time to think. c) a proposal in writing.

VOCABULARY

A FINANCE AND BANKING

2 Complete the text with appropriate words from the box. There are two words you will not need.

bankrupt / creditors / debtors / equity / holdings / liquidation / repayments / rescue /
restructure / shareholders / wiped out / write off

Viatunnel in debt crisis

Viatunnel owes its _____¹¹ £6.4 billion and risks going into _____¹² if a
_____¹³ plan cannot be agreed soon. Despite months of negotiations, the
company has failed to come up with a deal to _____¹⁴ its debt. Banks are seeking
to swap debt for _____¹⁵, but Viatunnel Chairman, Jean-Marie Crété, has told
_____¹⁶ that he will not agree to terms which could see their
_____¹⁷ reduced in value or _____¹⁸ by the banks. Instead, he wants
lenders to agree to _____¹⁹ two-thirds of the debt to give the company a chance of
long-term survival. Capital _____²⁰ are due in full in two years' time.

B EMPLOYMENT

3 Match the words with their definitions (a–h).

- 21 hour-glass economy _____
- 22 absenteeism _____
- 23 casual labour _____
- 24 migrant worker _____
- 25 attrition rate _____
- 26 revolving-door culture _____
- 27 freelancer _____
- 28 shift work _____

- a where a high turnover of staff is common
- b someone who works for several different companies
- c the problem of employees taking sick leave
- d a system where groups of workers work at different times of the day and night
- e someone who moves to a different country or area to find work
- f the percentage of workers who leave their job for normal reasons
- g workers employed on a temporary basis
- h large numbers of skilled workers and unskilled workers but few people in middle occupations

C LANGUAGE OF TRENDS

4 Choose a word or phrase from the box to replace each of the underlined phrases in the sentences below.

pared back / plummeted / poured / slipped / soared / sank into the red / tripled

- 29 Property prices have increased by 300 per cent since 1990. _____
- 30 The price of copper fell slightly during today's trading. _____
- 31 Demand for petrol has surged following fears that there could be shortages.

- 32 The airline's share price took a sharp dive yesterday. _____
- 33 As profits turned to loss, the mood became despondent. _____
- 34 Investment flowed into technology shares, showing signs of fresh optimism.

- 35 The company has gradually cut its production costs over the last year. _____

LANGUAGE

A INVERSION

5 Rewrite each of the following sentences, starting with the word or words given.

- 36 We created a hugely successful product and also won an award for its design.
Not only _____

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

No sooner _____

38 When they looked at the invoice again, they realised they had made a mistake.

Only when _____

39 You should not disclose this information to anyone.

On no account _____

B CONDITIONALS

6 A consultant negotiates his contract with a client. Choose the best answer to complete each sentence in the dialogue.

Consultant I've read through the contract, and there is no mention of an advance payment. If you were to add a provision for this, I would be happy to accept the other terms.

Client An advance payment isn't provided for in our standard contract.
_____ ⁴⁰ you were going to ask for an advance payment, we could have added it in.

Consultant Unfortunately, it's my policy never to take on work _____ ⁴¹ an advance.

Client The problem is that it's going to cause delays if we alter the terms. It means we have to go to our legal department and ask them to redraft. We could have a problem issuing a new contract in time if you _____ ⁴² on this.

Consultant And my problem is that I'll have a number of expenses when I start the work. I'll have to cover these myself if there _____ ⁴³ any advance.

Client I can understand that. But maybe we can find a solution. Would it help if we could bring forward the first payment?

Consultant How soon would you be able to make the first payment if we _____ ⁴⁴ that?

Client If we authorise payment as soon as the contract has been signed by everyone, _____ ⁴⁵ receive it about a week to ten days later.

Consultant If you could guarantee the first payment within a week of my starting work, I think I'd agree to that.

Client If you _____ ⁴⁶ the contract today, I can get the ball rolling.

40 a Had we known b If we knew c If we would have known

41 a unless there is b if there were not c if there won't be

42 a will insist b insisted c insist

43 a isn't b wouldn't be c couldn't be

44 a) would do b) did c) will do

45 a) you should b) should you c) you can

46 a) signed b) were to sign c) sign

SKILLS DEVELOPMENT

7 Complete each of the gaps in this introduction to a presentation using ONE suitable word. The first letter of the appropriate word is given.

Good morning. My name's Louise Phipps and I'm an ethical management consultant. It's my great p_____ ⁴⁷ to be here with you today to t_____ ⁴⁸ about ethical management practice. The a_____ ⁴⁹ of this presentation is to d_____ ⁵⁰ an approach to management that takes social responsibility into account. As I'm sure you'll a_____ ⁵¹, ethical management is not only a matter of behaving responsibly towards staff inside the company, it is also about responsibility to the outside world: the wider community and the environment. So I've divided my talk into three p_____ ⁵². I'll start by l_____ ⁵³ at ethical staff management. Then I'll m_____ ⁵⁴ on to talk about responsibility for the environment. And l_____ ⁵⁵, I'll be examining the corporate role in society. Please feel free to i_____ ⁵⁶ at any time if you have any questions.

READING

8 A Read the article *A new age of social responsibility* and answer the following questions.

A new age of social responsibility

Scepticism is usually in order when companies boast how socially responsible they are, but Nike's decision to publish its entire list of contract manufacturers on the Internet is harder to dismiss. Nike's move opens a new front in companies' efforts to engage with their critics.

As Nike states in its latest corporate responsibility report, it is often hard to establish precisely what is happening at the 800-odd factories that make its footwear and clothing under contract. Many of the factories are remote, and some employ over 10,000 people. While factories receive visits both from Nike monitors and from the US-based Fair Labor Association, the company concedes the process 'is at times an overwhelming and incomplete body of work'.

Nike is hoping other companies will publish their factory lists, too. Hannah Jones, Nike's vice-president for corporate responsibility, says Nike would like to see the best-run contract factories using their status as suppliers to the big brands to bid for more work.

Nike's approach moves corporate responsibility into its third age. The first age was corporate philanthropy – companies donating money to various community projects. The \$170m that Wal-Mart gave in charitable donations last year is a good example of first-age corporate responsibility. Of course, some critics oppose even this form of corporate largesse, arguing that companies should concentrate on making profits and paying dividends, leaving it to shareholders to decide what charitable donations to make.

Corporate responsibility's second age was reputation management and risk avoidance. Second-age corporate responsibility advocates say knowing what is on campaigners' minds is as important to a company's health as protecting it from fraud. An activists' campaign that attracts public support can do huge damage to a company and its shareholders. Many now believe engagement with the wider community can alert a company to future risks. It is also a means of building up a store of goodwill to draw on if the company's reputation is ever threatened.

Nike is now trying to go a stage further. The company says it sees corporate responsibility as a way of improving its performance rather than just protecting its reputation. Factories that ensure workers are registered for social-security benefits often become more productive as a result. Attention to one aspect of staff management often leads to improvement in others.

If other companies publish supplier lists, they can together devise common standards, Nike says. At present, different companies have different standards, which makes life difficult for the many factories that manufacture for more than one brand. If other companies published their manufacturing sites, they could devise common standards and save money by relying on one another's inspections.

- 57 What did Nike do to move corporate responsibility into its 'third age'?
- a) made large donations to charities
 - b) published a full list of its contract manufacturers on the net
 - c) ensured that all workers in contract manufacturers receive social-security benefits
 - d) set new standards for contract manufacturers
- 58 Monitoring employment practice at contract manufacturers is difficult because ...
(Tick all the reasons mentioned in the article.)
- a) the factories are often far away.
 - b) some factories are very large.
 - c) there is no official body authorised to carry out inspections.
 - d) contract manufacturers often don't grant access to their factories.
 - e) many manufacturers produce for more than one brand.
 - f) it is expensive to carry out inspections.
 - g) there are no common standards.
 - h) there is a shortage of people willing to do the job.
- 59 What does Nike hope to achieve from its action?
(Tick all the reasons mentioned in the article.)
- a) earn a good reputation as a socially responsible company
 - b) set a trend for other companies to follow
 - c) protect the company from fraud
 - d) protect itself against campaigns from activists
 - e) enable common standards to be set
 - f) cut costs and improve performance
 - g) force contract manufacturers to improve
- 60 What effect could Nike's action have on its contract manufacturers?
- a) Campaigners may demonstrate outside their factories.
 - b) They are likely to be inspected more often.
 - c) They will find it harder to get business from other brands.
 - d) They will get a good reputation as Nike suppliers.
- 61 What kinds of actions are described in the article as 'the second age of corporate responsibility'?
- a) offering money to community groups
 - b) communicating with the public and taking steps to avoid criticism
 - c) changing the focus of publicity campaigns
 - d) offering shareholders the chance to vote on charity donations

9 B Cohesive devices

- 62 What does *their* refer to (paragraph 3, line 3)? _____
- 63 What does *it* refer to (paragraph 5, line 6)? _____
- 64 What does *others* refer to (paragraph 6, line 5)? _____
- 65 What does *they* refer to (paragraph 7, line 4)? _____

NAME _____

SPEAKING (66-90)

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	Key:
coherence	/ 5	1/5 = needs a lot of improvement
fluency	/ 5	2/5 = needs improvement
lexis	/ 5	3/5 = approaches/meets standards
complexity	/ 5	4/5 = meets/exceeds standards
accuracy	/ 5	5/5 = clearly exceeds standards
Total	/25	

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