

# PRACTICE TEST 1: LISTENING

## PART ONE

### Questions 1 – 12

#### How to approach Listening Test Part One

- This part is in three sections. In each section you listen to a telephone conversation or message.
- You will hear each section twice before you hear the next one.
- Before you listen, read the notes. Think about what you are going to hear.
- Note all possible answers as you listen for the first time. Do not make an immediate decision.
- You should write words that you hear without changing them. They must fit the meaning of the notes.
- Decide on your final answer only after you have listened for the second time.
- Check that you have used no more than two words or a number in each numbered space.

- You will hear three telephone conversations or messages.
- Write one or two words or a number in the numbered spaces on the notes or forms.
- You will hear each recording twice.

#### Conversation One (Questions 1 – 4)

- Look at the form below.
- You will hear a woman phoning a college about a course.

Stangrave & Hoxton College  
Faculty of Business

Course details

Name: *Sylvia Carlyle*

Course accepted for: (1) .....

Module A: (2) .....

Module B: (3) .....

Subject area of term paper: (4) .....

**Conversation Two (Questions 5 – 8)**

- Look at the notes below.
- You will hear a recorded message about a job vacancy.

Notes

Vacancy at Sandridge Centre for (5) .....  
must know a lot about (6) .....  
must have carried out (7) .....  
(8) ..... knowledge would be a plus

**Conversation Three (Questions 9 – 12)**

- Look at the form below.
- You will hear a man enquiring about computer workstations.

**Moorfield's Department Stores**  
Workstations department  
Enquiry form

Customer: Crawford's

Item: (9) .....

Model: (10) .....

Extra(s): (11) .....

Notes: Also interested in a (12) .....

## PART TWO

### Questions 13 – 22

#### How to approach Listening Test Part Two

- This part is in two sections. In each section you listen to five short monologues, spoken by five different speakers. You will hear the first section twice, and then the second section twice.
- For each monologue you must choose one out of eight options.
- First read the task carefully, and make sure that you know what you need to decide.
- Listen for the overall meaning of each monologue. Do not choose an answer just because you hear the same words in the recording as in the question.
- Decide on your final answer only after you have listened for the second time.
- Check that you have not used the same option more than once.

#### Section One (Questions 13 – 17)

- You will hear five short recordings.
- For each recording, decide what each speaker's goal is for their career.
- Write one letter (A – H) next to the number of the recording.
- Do not use any letter more than once.
- You will hear the five recordings twice.

13 .....

14 .....

15 .....

16 .....

17 .....

**A** to gain promotion to a more responsible position

**B** to specialise in a particular aspect of their work

**C** to live and work abroad

**D** to be recognised as an innovator

**E** to go into business on their own

**F** to travel on business more often

**G** to join another company

**H** to start working in a different field

## Section Two (Questions 18 – 22)

- You will hear another five recordings.
- For each recording, decide what reason each speaker gives for the problem they mention.
- Write one letter (A – H) next to the number of the recording.
- Do not use any letter more than once.
- You will hear the five recordings twice.

- |    |       |   |
|----|-------|---|
| 18 | ..... | A The company tried to operate in too many markets. |
| 19 | ..... | B The company's spending priorities were mistaken.  |
| 20 | ..... | C Unsuitable staff were appointed.                  |
| 21 | ..... | D The company failed to update its products.        |
| 22 | ..... | E The company's suppliers were unreliable.          |
|    |       | F The company used inappropriate retailers.         |
|    |       | G A number of new competitors entered the market.   |
|    |       | H The company set its prices at the wrong levels.   |

## PART THREE

### Questions 23 – 30

#### How to approach Listening Test Part Three

- In this part you listen twice to a long conversation, interview or monologue, and answer eight questions.
- Before you listen, read the questions. Think about what will be said.
- Note all possible answers as you listen for the first time. Do not make an immediate decision.
- Listen for overall meaning. Do not choose an answer just because you hear the same words in the recording as in the question.
- Decide on your final answer only after you have listened for the second time.

- You will hear a college lecturer talking to a class of business students about a merger between two supermarket chains.
- For each question 23 – 30, mark one letter (A, B or C) for the correct answer.
- You will hear the recording twice.

23 The merger was expected to help the combined company to

- A reduce its costs.
- B improve its public image.
- C compete with the market leaders.

24 One reason given for the merger's lack of success is

- A difficulties in integrating the two brands' supply chains.
- B increased competition from other supermarket businesses.
- C customers' unwillingness to accept changes in the stores.

25 The management structure following the merger led to

- A interpersonal disagreements.
- B confusion about responsibilities.
- C over-staffing at senior levels.

26 The company decided to sell some of its premises in order to

- A get itself out of debt.
- B reposition itself in the market.
- C acquire new types of businesses.

- 27 The company tries to attract customers by
- A offering benefits to large spenders.
  - B promoting special offers.
  - C keeping prices low.
- 28 The Chairman recently blamed the group's poor performance on
- A lack of customer consultation.
  - B the country's economic situation.
  - C continuing internal problems.
- 29 The Chairman's plans for improving the company's performance include
- A introducing high-quality product ranges.
  - B increasing its advertising spend.
  - C assessing its suppliers.
- 30 The first task which the speaker sets the students is to
- A analyse the reasons for the merger.
  - B make recommendations concerning the company's future strategy.
  - C consider the company's responses to problems.