


Stark Academy

Student name _____

Group/Class _____

Date _____ Score _____

LISTENING

1 Listen to six people talking about their businesses. For each one, choose the best summary of what they say. **Choose** the correct answer, A, B, or C.  Unit 2

- 0 A David needs to borrow money because there isn't enough work in the building industry now, and he blames the government for that.
- B David is worried about his building firm because the government will not lend him the money he needs to buy materials.
- C David's business is in danger because he is unable to borrow the money he needs to keep it going. He feels the government should be firmer with the banks.
- 1 A After a slow start, Maria's café now has more regular customers because she is promoting it more effectively.
- B Maria is confident that her café will do well now because she has invented a scheme to help local businesses.
- C After some difficult times, Maria's business has improved considerably, thanks largely to a scheme that rewards loyalty to local businesses.
- 2 A Robert's business has been affected by a new, large store that has been built nearby. He is able to continue because many of his customers still support him, but he still has some worries about the business.
- B Robert's business has been saved by people who appreciate the personal service he can offer, but some of his staff will be losing their jobs.
- C The new store near Robert's business has not affected him because he is able to offer a more personal service. However, he may have to lose some of his staff.
- 3 A Donna has closed down her regional stores because they were not successful, and she now sells her baby clothes online only. This has given her higher profits.
- B Donna's baby clothing business now uses online technology for much of the work that was previously done by staff, and has therefore become much more profitable.
- C Donna's business is doing well. In addition to her regional branches, she now has a very successful online business, and profits are up.

- 4 A Ben had to give up his hair salon, but he has managed to keep his business going by changing the way he works and advertising his services on the radio.
- B Ben lives in a small town, and there aren't enough people there who need him to cut hair. To keep his business going, he has to travel long distances to work in people's own homes.
- C Ben prefers to cut hair in his own home because the rent on his salon was too high. He makes advertisements to play on local radio and these are very effective.
- 5 A Valerie's company's biggest problem is trying to compete with the multinationals, some of whom test their products on animals. Valerie's company campaigns against this.
- B Valerie sells her products in gyms and health centers because the multinationals are not able to sell their products there so easily. Her profits are low because she gives part of them to animal charities.
- C Valerie's company is able to compete with the multinationals because of the way she sells her products. Customers are attracted by her support of animal charities.

Score: / 5

WRITING

2 Write about your childhood. Write at least 100 words.

Score: