

Candidate Name \_\_\_\_\_

Centre Number

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Candidate Number

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**UNIVERSITY OF CAMBRIDGE ESOL EXAMINATIONS**

**English for Speakers of Other Languages**

**INTERNATIONAL CERTIFICATE IN FINANCIAL ENGLISH**

Test of Listening

**Test T001**

**SAMPLE PAPER 2006**

Approx. 40 minutes

Additional materials:  
Answer sheet

**TIME**      Approx. 40 minutes

**INSTRUCTIONS TO CANDIDATES**

Do not open this paper until you are told to do so.

Write your name, Centre number and candidate number in the spaces at the top of this page and on the separate answer sheet if they are not already printed.

There are thirty questions on this paper.

Read the instructions carefully.

Answer all the questions.

You should write your answers in the spaces provided on the question paper at the end of the test. You will have 5 minutes to transfer your answers onto the separate answer sheet.

Read the instructions carefully.

At the end of the test, hand in both the question paper and the answer sheet.

**INFORMATION FOR CANDIDATES**

This paper required you to listen to a selection of recorded material and answer the accompanying questions.

There are four parts to the test.

Each part of the test will be heard twice.

There will be a pause before each part to allow you to look through the questions, and other pauses to let you think about your answers.

Each question carries one mark.

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**This question paper consists of 6 printed pages and 2 blank pages.**

## Part 1

### Questions 1 – 6

You will hear three different extracts.

For questions 1 – 6, mark one letter (**A**, **B** or **C**) for the correct answer.

There are two questions for each extract. You will hear each extract **twice**.

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#### Extract One

You will hear a financial analyst talking on a radio programme.

- 1 What is going to be the focus of today's programme?
- A measuring the performance of companies before mergers
  - B identifying the companies most likely to be involved in mergers
  - C analysing why financial institutions are encouraging mergers
- 2 What is the speaker's view about the prospect of more cross-border mergers?
- A She has an open mind about how well they will work.
  - B She doubts that there will be as many as people think.
  - C She regards them as a positive development at this time.

#### Extract Two

You will hear an accountant asking an IT consultant for advice about software packages.

- 3 Why does the consultant advise the accountant not to buy a tailored software package?
- A The lack of training materials will cause him problems.
  - B Some parts of the product will not have been tested.
  - C Development of the software is likely to take too long.
- 4 According to the consultant, why do producers dislike tailoring software?
- A It may be difficult to provide adequate technical support.
  - B The profit margins are lower than on standard software.
  - C Tailored software is too expensive for most potential customers.

**Extract Three**

You will hear an accountant giving advice to a group of people who are thinking of starting small businesses.

- 5** The speaker says that the most important source of information about the reputation of an accountancy firm is
- A** the internet.
  - B** the firm's previous clients.
  - C** financial institutions.
- 6** In the speaker's opinion, new small enterprises should begin by approaching accountancy firms which
- A** are similar in scale.
  - B** offer free help with business planning.
  - C** are able to provide a personalised service.

## Part 2

### Questions 7 – 11

You will hear a conversation between two colleagues, Mark and Julia, about a seminar on Intellectual Property (IP) Rights which Julia has attended.

For questions 7 – 11, choose the best answer (A, B or C).

You will hear the recording **twice**.

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- 7 According to Julia, the best way for a company to maintain high IP value is by
- A retaining its best staff.
  - B setting up good internal systems.
  - C having a flourishing research culture.
- 8 According to the seminar speaker, an IP valuation is most often requested when
- A people want to sell their stake in a company.
  - B one company wants to take over another.
  - C a company wants to float on the stock exchange.
- 9 According to the seminar speaker, what tends to be the attitude of financiers to companies with IP assets?
- A They charge them much higher interest rates on loans.
  - B They avoid lending them large amounts of money.
  - C They carry out more thorough checks before lending to them.
- 10 Julia believes that existing trademark legislation is not helpful with IP because
- A it hasn't been updated.
  - B it is restricted to other types of company assets.
  - C it is difficult to enforce.
- 11 Julia says that the main message of the seminar was that companies should ensure that they both
- A develop new ideas and protect established ones.
  - B protect an idea and demonstrate its marketability.
  - C protect IP assets and more tangible property.

**Part 3**

**Questions 12 – 20**

You will hear the chairman of a hotel and entertainment group talking to shareholders about the group's performance in the last year.

For questions **12 – 20**, complete the sentences using up to **three** words.

You will hear the recording **twice**.

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**ANNUAL REVIEW – ROXFORD HOTEL AND ENTERTAINMENT GROUP**

**RESULTS**

- 12** In the Roxford Group as a whole, positive outcomes included significant increases in pre-tax profits, earnings per share and the .....
- 13** In the hotel division there was a continuing ..... in trading.

**Negative factors:**

- 14** The Group suffered from unfavourable..... for most of the year.
- 15** There was a slight rise in ..... in the entertainment division.
- 16** There were longer ..... in some entertainment venues.

**CHANGES IN ASSETS:**

- 17** A new chain of ..... hotels was set up.

**UK Hotels:**

Six UK hotels were sold.

- 18** ..... were found for five hotels.

**The remaining UK hotels:**

Thirty five hotels were refurbished.

- 19** ..... was improved by making changes to menus.
- 20** Efforts were made to bring ..... up to the industry norm.

Part 4

Questions 21 – 30

You will hear five short extracts in which five different people are talking about books on accountancy.

**TASK ONE – THE REASON FOR BUYING THE BOOK**

For questions 21 – 25, choose from the list **A – F** the reason each speaker gives for buying the book.

**TASK TWO – THE OUTCOME OF READING THE BOOK**

For questions 26 – 30, choose from the list **A – F** the outcome for each speaker of reading the book.

You will hear the recording twice. While you listen you must complete both tasks.

- A** to help to develop a company tax strategy
- B** to help prepare documents for a takeover
- C** to find out more about specific tax issues
- D** to explore implications of the disposal of assets
- E** to prepare a risk assessment report
- F** to explore factors affecting operational costs

- Speaker 1 ..... (21)
- Speaker 2 ..... (22)
- Speaker 3 ..... (23)
- Speaker 4 ..... (24)
- Speaker 5 ..... (25)
- A** I decided to set up my own business. Speaker 1 ..... (26)
- B** I applied for promotion within my department. Speaker 2 ..... (27)
- C** I learned how to complete some tasks more quickly. Speaker 3 ..... (28)
- D** I applied for a position with another firm. Speaker 4 ..... (29)
- E** I carried out research into a particular field. Speaker 5 ..... (30)
- F** I gained confidence in my professional ability.

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