

CAMBRIDGE ENGLISH SKILLS TEST: BUSINESS

Listening

Sample Test

Access Arrangements Version

SUITABLE FOR VISUALLY IMPAIRED CANDIDATES

READ THE INSTRUCTIONS ON PAGE 2

INSTRUCTIONS TO CANDIDATES

Write your name, centre number, and candidate number on your answer sheet.

Listen to the instructions for each part of the paper carefully.

Answer all the questions in Parts 1 – 4.

Write your answers on the SEPARATE ANSWER SHEET together with the number of each question.

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

INFORMATION FOR CANDIDATES

There are five parts to the test.

There are 15 questions, and each question carries one mark.

The recording will be paused from time to time to give you time to read the questions, and to write and check your answers.

You have approximately 25 minutes plus your extra time allowance.

**PLEASE DO NOT TURN OVER TO PAGE 4 UNTIL YOU
ARE TOLD TO DO SO.**

LISTENING

PART 1

QUESTIONS 1 and 2

You will hear two short recordings.

For questions 1 and 2, choose the best answer (A, B or C).

Write the correct letter ON YOUR SEPARATE ANSWER SHEET together with the number of the question.

1 What would the woman like to do when she leaves college?

- A work in a restaurant**
- B own a shop**
- C teach**

2 Listen to a man talking about mistakes in business. What advice does the man give about mistakes in business?

- A Identify the person responsible.**
- B Take measures to avoid repeating mistakes.**
- C Deal with the issues as quickly as possible.**

PART 2

QUESTIONS 3 – 8

Listen to part of a talk on improving presentation skills.

For questions 3 – 8, choose the best answer, A, B or C.

Write the correct letter ON YOUR SEPARATE ANSWER SHEET, together with the number of the question.

- 3 What does the speaker say is the most common mistake people make when delivering presentations?**
- A forgetting to make a key point**
 - B getting the timing wrong**
 - C reading from notes**
- 4 What did the speaker learn from the course on public speaking?**
- A that he repeats certain words too often**
 - B that his clothes were too casual**
 - C that he uses gestures too much**
- 5 What effect did the feedback have on the speaker's presentation skills?**
- A It made him self-conscious and uncomfortable.**
 - B It made him focus more carefully on preparation.**
 - C It made little difference to his performance.**

- 6 How did the speaker overcome his fear of public speaking?**
- A by forcing himself to speak at large events**
 - B by repeating the same talk several times**
 - C by gradually building up his confidence**
- 7 Why does the speaker believe online self-help tools are more effective for improving presentation skills?**
- A It is easier to identify problem areas.**
 - B Less time is wasted.**
 - C It is a more enjoyable way to learn.**
- 8 What tip does the speaker give for conference presenters who are nervous?**
- A find somewhere quiet to relax**
 - B get to the venue early**
 - C chat to the audience informally**

PART 3

QUESTIONS 9 and 10

Listen to a podcast interview about turning a hobby into a business.

For questions 9 and 10, choose the best answer, A, B or C.

Write the correct letter ON YOUR SEPARATE ANSWER SHEET, together with the number of the question.

- 9 What first gave Lisa the idea of turning her hobby into a business?**
- A People were asking her for advice on an area of expertise.**
 - B She found she was spending as much time on her hobby as on her job.**
 - C It was suggested by an enthusiastic family member.**
- 10 What is Lisa's advice for people who want to turn their hobby into a business?**
- A Use your enjoyment of your hobby as motivation to succeed in business.**
 - B Do something different from what other businesses are doing.**
 - C Provide something that you would like to buy as a consumer.**

PART 4

QUESTIONS 11 – 15

Listen to part of a podcast with a computer games developer called Rachel Karlsson.

For questions 11 – 15, choose the best answer, A, B or C.

11 How does Rachel feel about her computer games company?

- A pleased that it is doing so well**
- B happy to be running it with her friends**
- C surprised how long it took to set up**

12 Why did Rachel decide not to study chemistry at university?

- A It looked like a hard subject at university level.**
- B Her future career choices seemed limited.**
- C She realised she didn't like it enough.**

13 Rachel originally wanted to study computer science at university in order to

- A learn programming languages.**
- B design mobile devices.**
- C become a data analyst.**

14 Rachel chose the university that was

- A the most up-to-date.**
- B in the most attractive area.**
- C the easiest to get to by car.**

15 Some of the students Rachel met at university

A were as interested as her in computer games.

**B convinced her to study computer games
development.**

C had already created a number of computer games.

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