

Name: _____

LANGUAGE

Lesson 6.1 Vocabulary

B2 Business Vantage / C1 Business Higher

1 Choose the correct option.

Peter and Jun are the directors and ¹ _____ of a successful music production company. Last year a larger organisation called Muso contacted them about a ² _____. Muso wanted Peter and Jun's technical experience to help set up a new music website. Peter and Jun agreed because Muso has a strong ³ _____ in the market and greater ⁴ _____ to customers globally. Also, Muso wasn't interested in a ⁵ _____.

Peter and Jun knew that the process would be difficult at first but they realised that the benefits would outweigh the ⁶ _____. They were also thinking about their ⁷ _____ future. They thought Muso would be a good ⁸ _____ alliance and both companies could ⁹ _____ their knowledge and resources. Overall, it seemed to be a ¹⁰ _____ situation.

- | | | | |
|-------------------|---------------|--------------|-------------|
| 1 a knowledge | b equity | | |
| c shareholders | d resources | | |
| 2 a joint venture | b synergy | | |
| c foundation | d presence | | |
| 3 a foundation | b presence | | |
| c access | d alliance | | |
| 4 a access | b takeover | | |
| c advantage | d knowledge | | |
| 5 a turnaround | b stakeholder | | |
| c presence | d takeover | | |
| 6 a resources | b synergy | | |
| c costs | d advantages | | |
| 7 a acquisition | b long-term | | |
| c alliance | d foundation | | |
| 8 a greater | b win-win | c regulatory | d strategic |
| 9 a share | b gain | c lead | d outweigh |
| 10 a takeover | b benefit | c resources | d win-win |

/10

Lesson 6.2 Grammar

2 Complete the dialogues with past modals **should, might, must or could** and the correct form of the verb in the brackets.

Dialogue 1

- A: You know, I think we ¹ _____ (research) more about Energen before accepting the contract.
- B: Yes, but that ² _____ (take) too much time. The contract is worth a lot of money.
- A: Maybe you're right. I just didn't think that the work would be so difficult.
- B: Well, we ³ _____ (not know) that before.
- A: But Energen ⁴ _____ (give) us more details about the work beforehand.
- B: Yes, but they ⁵ _____ (not predict) the time needed accurately. It's always hard to estimate how long a project will take before it begins.
- A: That's true.

Dialogue 2

- A: I'm really disappointed that I didn't get the job. I ⁶ _____ (prepare) more for the interview.
- B: Well, I think you prepared well. In my view there's only one explanation. They ⁷ _____ (want) someone with a different set of skills and experience.
- A: In that case, they ⁸ _____ (write) the job advertisement better. Then I ⁹ _____ (not apply) for it and wasted my time.
- B: I see what you mean. Did they say why you didn't get it?
- A: No, nothing.
- B: In my opinion they ¹⁰ _____ (give) you some feedback.

/10

Name: _____

Lesson 6.3 Functional language

3 Rearrange the word groups into a sentence.

- 1 budget / to raise / the issue / . / of the / I'd like / in the next meeting
- 2 get straight / Can you just / point, please / to the / ?
- 3 regarding / a compromise / glad / reached / we've / . / I'm / this project
- 4 about / our costs / ? / How / if / we reduced
- 5 ways / figure / . / Let's / to drum up / business / out other / some new

/5

Lesson 6.4 Functional language

4 [BP_B2+_Test_06_01.mp3] Complete the text with the words you hear.

- 1 hiring enough temporary staff during the summer.
- 2 work overtime.
- 3 With started hiring a month earlier.
- 4 from this experience is the amount of time required for recruiting extra staff during busy periods.
- 5 how to plan for this situation more thoroughly.

/5

Lesson 6.5 Functional language

B2 Business Vantage

5 Choose the correct option.

Our company does not ¹ to be benefitting enough from our current travel agency partner, World Ways. It is ² that the system for booking travel is time-consuming and technical for staff. As a result of these ³, the company has decided to change the supplier. We have been in ⁴ with another agency in the ⁵ of introducing a new system next month.

- | | | | |
|----------------|------------|------------|--------------|
| 1 a reach | b appear | c work | d proceed |
| 2 a identified | b clear | c expected | d considered |
| 3 a failures | b lacks | c rewards | d issues |
| 4 a discussion | b interest | c alliance | d agreement |
| 5 a reason | b plan | c hope | d advantage |

/5

Name: _____

SKILLS

Short listening

B2 Business Vantage / C1 Business Higher

6 [BP_B2+_Test_06_02.mp3] You will hear a telephone conversation and an announcement. For each question, write one or two words or a number. You will hear each recording twice.

Listening 1

Look at the notes below. You will hear two colleagues discussing a report.

Report feedback from Aneka

Positive points:
length and ¹

To improve:
Section 2 – add in some ²
Section 4 – rather than a list, put benefits in a ³
Ask Amon to check it for ⁴

Listening 2

Look at the notes below. You will hear somebody making an announcement in a meeting.

Company announcement

New ⁵ with Datacom agreed last week. They are leaders in data science – access to their ⁶ will be good for us.
Datacom get to use our surveys to create software. Benefit for them is to improve the ⁷ of their analysis.

17

Long listening

B2 Business Vantage / C1 Business Higher

7 [BP_B2+_Test_06_03.mp3]

Section 1

You will hear four people talking about the benefits of strategic alliances. For each recording, decide what each speaker's opinion is. Write A–G. Do not use any letter more than once.

- 1
- 2
- 3
- 4

- A Alliances help companies to review their processes.
- B There are more opportunities for promotion.
- C Companies are likely to increase their profits.
- D Being in an alliance improves access to financial services.
- E Alliances are a good way to expand quickly.
- F Companies become more visible as part of an alliance.
- G Alliances are the best way to become competitive.

Section 2

You will hear four people talking about changes in their jobs. For each recording, choose what happened to each speaker. Write A–G. Do not use any letter more than once.

- 5
- 6
- 7
- 8

- A The merger was more negative than positive.
- B The job became much more interesting.
- C The manager changed the main duties.
- D The employee's department grew considerably.
- E The employee was promoted.
- F The office became too crowded.
- G The job was no longer required.

18

4