

6 The words 1–8 are all people who have some connection with business. Match the words with the definitions a–h.

1 stakeholder ____	a a person who is responsible for running part of or the whole of a business organisation
2 entrepreneur ____	b the person who got an institution, organisation, or building started or caused it to be built, often by providing the necessary money
3 founder ____	c a person who helps another person in their work
4 auditor ____	d the person or organisation that you work for
5 employer ____	e a person who has an interest in a company's or organisation's affairs
6 employee ____	f an accountant who officially examines the accounts of organisations
7 manager ____	g a person who sets up businesses and business deals
8 assistant ____	h a person who is paid to work for an organisation or for another person

 4
18
CD2

You are going to hear someone talking about a department restructure and the other changes in the company. Listen and complete the questions 1–3 in the table. Write NO MORE THAN THREE WORDS AND/OR A NUMBER for each answer.

Sales Team	Human Resources Team	Product Development Team	IT Support Team
Gary Wilson	Linda French	Zoe Green	Ian Smith
• Increase business with existing clients • Find new clients	• Recruit 20 new sales staff • Appoint an internal 1 _____ to the manager of each team	• Research competitor products • Create 2 new product 2 _____ this year	• Ensure all clients receive follow up calls • Improve package for 3 _____

 8
20
CD2

You are going to hear a marketing manager talking to his staff. Use the question-making technique you learned in Exercise 7 and prepare to listen to the recording.

Now listen and answer questions 1–4.

Which advertising methods will the company be using for its different products?

a Newspapers	1 Children's toys	_____
b Television	2 Baby clothes	_____
c Internet	3 Maternity clothes	_____
	4 Baby food	_____

SECTION 2

QUESTIONS 1–3

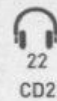


Complete the table below. **WRITE NO MORE THAN THREE WORDS AND/OR A NUMBER** for each answer.

Overview of Benchmark Consulting

2000	Founded by James Cox	First office in Melbourne	Established new 1 _____
2006	Fred Montgomery	Opened the Perth office	Increased revenue to 2 _____
2008	Sold to TFB Group Ltd for \$10 million	Created new 3 _____ in Sydney	Contract with Australian government

QUESTIONS 4–6



In which city **A–C** are the company's functions in 4–6 located?

- | |
|---|
| A Sydney
B Perth
C Melbourne |
|---|

- 4 Marketing _____
- 5 Staff training _____
- 6 Administration _____

QUESTIONS 7–10



Complete the summary below. **WRITE NO MORE THAN THREE WORDS AND/OR A NUMBER** for each answer.

Benchmark Consulting – company vision for the future

Over the next five years, Benchmark Consulting will create two **7** _____ companies in order to increase business with European and Asian organisations. In all departments, more **8** _____ will be recruited over the next year, and to ensure Benchmark Consulting is a good choice for potential employees, salaries for staff will be raised by **9** _____. Staff who will have to move to a different city following the restructure will receive a **10** _____ to assist with expenses.