

## Unit 3

### 1. Listen to the conversation. Complete the sentences with one word. (10 marks)

- 1 The girl wants to \_\_\_\_\_ the trousers to the shop.
- 2 She bought them on the shop's \_\_\_\_\_.
- 3 She thinks the colour is too \_\_\_\_\_.
- 4 She ordered the right \_\_\_\_\_, but the trousers are too tight.
- 5 She won't be able to wear them to work, because they're not \_\_\_\_\_.
- 6 The shop assistant isn't \_\_\_\_\_ that the trousers are too small.
- 7 The girl thinks her receipt is in the \_\_\_\_\_.
- 8 The assistant offers to \_\_\_\_\_ the trousers.
- 9 There are some special \_\_\_\_\_ in the shop at the moment.
- 10 There are plenty of trousers near the \_\_\_\_\_ rooms.

### 2. Choose the correction option. (10 marks)

- 1 She owns three \_\_\_\_\_.  
**a** consumers **b** marketing **c** companies  
**d** advertisements
- 2 That white T-shirt is £30! I'm not going to buy it. It's much too expensive. It's a \_\_\_\_\_.  
**a** bargain **b** rip-off **c** product **d** brand
- 3 Most customers want good \_\_\_\_\_ for the money they pay for an item or a service.  
**a** value **b** worth **c** business  
**d** advertisement
- 4 His \_\_\_\_\_ provides good customer service.  
**a** changing room **b** bar codes **c** business  
**d** advertisements
- 5 There are many \_\_\_\_\_ at this time of year.  
**a** checkouts **b** bar codes  
**c** changing rooms **d** special offers
- 6 Are they \_\_\_\_\_ for a holiday?

**a** costing **b** promoting **c** saving **d** spending

- 7 We don't have enough money to buy a house, so we're \_\_\_\_\_.  
**a** marketing **b** renting **c** returning  
**d** exchanging
- 8 Many companies use fashion bloggers to \_\_\_\_\_ their brands.  
**a** fit **b** cost **c** afford **d** promote
- 9 This is an expensive shop. All the \_\_\_\_\_ in here cost a lot of money.  
**a** marketing **b** consumers **c** products  
**d** producers
- 10 Can I \_\_\_\_\_ these shoes, please?  
**a** exchange **b** fit **c** cost **d** afford

### 3. Read the definitions. Write one or two words. (5 marks)

- 1 a woman or a man who serves customers in a shop \_\_\_\_\_
- 2 the amount of money a shop asks you to pay for an item \_\_\_\_\_
- 3 to use money to buy things  
\_\_\_\_\_
- 4 to take letters, parcels, etc. to people's houses or work \_\_\_\_\_
- 5 a thing that people want because they want people to admire them \_\_\_\_\_

### 4. Complete the text using *the* or *a* – if no word is missing. (10 marks)

My parents and I went to <sup>1</sup>\_\_\_\_\_ London on holiday for a weekend in <sup>2</sup>\_\_\_\_\_ 2016. We visited <sup>3</sup>\_\_\_\_\_ Buckingham Palace and <sup>4</sup>\_\_\_\_\_ Houses of Parliament. We went on a boat on <sup>5</sup>\_\_\_\_\_ River Thames. <sup>6</sup>\_\_\_\_\_ boat was quite small and <sup>7</sup>\_\_\_\_\_ river was busy so I felt quite afraid. I felt better when we went shopping in Oxford Street! My dad bought me a watch. <sup>8</sup>\_\_\_\_\_ watch was quite expensive, but it was a present for my birthday. I had such a great time that I am considering going to <sup>9</sup>\_\_\_\_\_ university in <sup>10</sup>\_\_\_\_\_ UK in two years' time.

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### 5. Choose the correct words. (10 marks)

- I'll **drive** / **driving** / **going to drive** you home now. Are you ready to go?
- I predict that we **going to** / **will** / **are** buy less in the future.
- I'm **going to try** / **trying** / **will try** it on later. I haven't got time now.
- This time next week, he will **be flying** / **flies** / **flying** to Egypt.
- Do** / **Will** / **Are** you going to visit the USA next summer?
- We're **visit** / **visiting** / **will visit** Grandma next Saturday. Look, it's in the diary.
- Do you think he will **arrives** / **arriving** / **arrive** on time tomorrow?
- Are you going** / **Will you** / **Do you** to study marketing next year?
- We aren't **to watch** / **watch** / **watching** a film tonight. We have other plans.
- She is **talking** / **going to talk** / **talks** to him sometime, but she doesn't know when.

### 6. Complete the sentences with the verbs in the box and the correct form of *will* or the future continuous. (10 marks)

do rent send help make

- This time next year I \_\_\_\_\_ my own home.
- Are you hungry? I \_\_\_\_\_ you a sandwich if you like.
- At three o'clock tomorrow we \_\_\_\_\_ at the charity shop.
- What \_\_\_\_\_ they \_\_\_\_\_ this time tomorrow?
- Why isn't Helen here? I think I \_\_\_\_\_ her a text to remind her.

### 7. Complete the sentences with the verbs in the box and the correct form of *will* or *be going to*. There are two verbs that you do not need. (10 marks)

play be like wear help light spend

- Give the matches to me. I \_\_\_\_\_ the fire.
- She \_\_\_\_\_ her first tennis match in an hour.

- I'm sure you \_\_\_\_\_ the food at the restaurant. It's great!
- \_\_\_\_\_ you \_\_\_\_\_ those shoes today?
- In the future, how \_\_\_\_\_ we \_\_\_\_\_ our money differently?

### 8. Read Mark's blog post. Complete the sentences. Write one word in each gap. (10 marks)

#### A simpler life – by Mark Watson

Last year, I remember feeling unhappy on Black Friday. That's the day in November when retailers try to make us spend as much money as possible. Months before Black Friday, I began receiving loads of emails and brochures with advertisements for products and services. When I didn't buy them, they started sending me special offers. Worried that I would miss such great bargains, I bought the products even if I didn't want or need them. As my bank balance got lower and my email box fuller, I realized I was miserable and in danger of having no money left.

That was when I decided to make a change and to only buy things that I actually needed. I quickly realized that I only needed to spend money on food and transport – the basics! I began to see that I didn't really use a lot of what I already had. Not only was my wardrobe full of clothes and shoes from famous brands, still with the labels on, but my shelves were full of must-have gadgets I had never used. I returned all the items that I had receipts for and gave away what I didn't really need.

I couldn't believe how much larger my bedroom looked! So much so, I'm going to move to my brother's smaller room. He needs the space because he has more stuff. With all the money I have saved, I can afford to go on holiday. That's much more fun! I can even start to save for driving lessons. The best thing is that the retailers and their marketing companies no longer have power over me. I decide what I need to buy now!

- A long time \_\_\_\_\_ Black Friday, Mark began \_\_\_\_\_ lots of emails and brochures.
- Later, \_\_\_\_\_ sent him lots of special \_\_\_\_\_.
- Mark realized that he often didn't want or \_\_\_\_\_ the things he had \_\_\_\_\_.
- Eventually he felt \_\_\_\_\_ because he had \_\_\_\_\_ most of his money.
- In the end, Mark decided to \_\_\_\_\_ buying so many things. He thought it was better to \_\_\_\_\_ his money instead.

**Total 75 points.**