CAE LISTENING
PART 3

You will hear an interview in which two entrepreneurs, called Charles and Betty, are talking about their experience of setting up a business when they were young. For questions **15 – 20**, choose the answer (**A**, **B**, **C** or **D**) which fits best according to what you hear.

15 What does Charles say about the failure of his first company?

- **A** He learnt some valuable lessons from the experience.
- **B** He was glad this happened when he was young.
- **C** It could have been avoided if he had acted earlier.
- **D** It resulted from taking poor advice.

16 Betty and Charles both say that the key to being a successful young entrepreneur is

- **A** to be a creative thinker.
- **B** to have clear long-term aims.
- **C** to have a positive attitude to risk.
- **D** to be willing to dedicate enough time to business.

17 In the first year of her business, what did Betty find most difficult?

- **A** raising money
- **B** hiring employees
- **C** getting enough sales
- **D** dealing with the paperwork

18 It surprised Charles that his competitors were willing to

- **A** recommend professional specialists.
- **B** discuss their company structure.
- **C** share industry-related data.
- **D** refer customers to him.

19 How did Betty feel after she won a Young Businessperson of the Year award?

- **A** curious to find out why her business had been selected
- **B** determined to live up to the standard of the other contenders
- **C** uncertain about the attention her winning attracted
- **D** inspired to expand her business

20 According to Charles, technology has made it easier to become an entrepreneur because

- **A** websites can reach potential customers.
- **B** networking can be done on the internet.
- **C** video conferencing makes meetings effective.
- **D** online training is outstanding.