

Working with words

Choose the correct words in *italics* in 1–7.

- 1 Scientists at Glasgow University have announced a major *concept* / *breakthrough* in the treatment of cancer.
- 2 Don't bother me with theory! I need some *key* / *practical* solutions to this problem.
- 3 We use *cutting-edge* / *key* technology in all our phones. No one else uses anything quite as modern.
- 4 One potential *benefit* / *concept* is that it could help refugees around the world.
- 5 Success will depend on students' ability to take an innovative *advantage* / *approach* to finding solutions.
- 6 One of the *potential* / *key* concepts is that participants should work in teams, not individually.
- 7 I'm not convinced this is a commercially-viable *proposition* / *potential* and so I can't invest in it.

Complete sentences 8–15 with the words from the list.

off round out down up (x 2) with about

- 8 How did you come up _____ such a good idea?
- 9 Can we get _____ the problem of high start-up costs?
- 10 The company was set _____ in 1996.
- 11 My staff have taken _____ the challenge and are working on ways to reduce delays.
- 12 I think my idea will bring _____ real improvements for people in underdeveloped countries.
- 13 We're carrying _____ research on the new systems.
- 14 Our hard work has paid _____. The results are good!
- 15 We're over budget. Can we bring _____ travel costs?

Business communication

Choose the correct option a–c to complete sentences 16–24.

- 16 First, I'll _____ you a brief overview of the product.
a do b give c tell
- 17 After that I'd like to _____ you some results.
a show b say c look
- 18 There are two main benefits _____ using this system.
a by b about c of
- 19 This _____ that you won't need an identity card.
a results b means c causes
- 20 Additionally, the biggest _____ benefit of using the new software is increased staff engagement.
a simple b potential c advantage
- 21 Now I'd like to _____ on to the next point.
a look b turn c move
- 22 Finally, I'll answer questions. Does that _____ OK?
a hear b listen c sound
- 23 We believe that, in comparison _____ your current system, you'll find this more efficient.
a to b by c from
- 24 Good. OK? Then now let's _____ at exactly how this will work with your system.
a find b see c look

Language at work

Complete sentences 25–30 with the verbs/phrases from the list.

will be able to can't won't be able to were able to couldn't haven't been able to

- 25 I _____ let you know until next week.
- 26 We _____ find a solution for a long time, but then someone in R&D came up with a great idea.
- 27 Do you know what the problem is? I _____ access anything on this computer today!
- 28 They _____ reduce their prices for over a year but they promise to on this order.
- 29 We were lucky because we _____ see a gap in the market before anyone else.
- 30 The new changes next year mean that our customers _____ check their details online.

Result _____ / 30 marks

Unit 4 Speaking test

Role card

This *Speaking test* has only one role card because each student has to give an individual presentation. Copy this page and cut out the role card for each student. Then use the *Speaking test results* form to evaluate each student's performance. You can then cut out the results and give them to the students.

----- cut along this line -----

You work for a company called EyeScan. You are about to launch a product which scans someone's eye to identify them. However, you need further investment to start manufacturing on a large scale and for marketing.

You have three minutes to convince a potential investor. Here are some key points to mention (you can also include your own ideas).

Key users are:

- airports
- government organizations
- large companies

Benefits compared to other forms of security are:

- no password or other form of identity needed
- every eye is different and cannot be copied
- it's fast and can handle large amounts of people in a short time

Remember to:

- introduce your talk
- introduce the idea, product or service
- explain the benefits
- compare products and systems
- check and move on

----- cut along this line -----

Unit 4 Speaking test results

Use this form to evaluate each student.

----- cut along this line -----

Can the student ...?	Didn't do this (0 points)	Yes, but with some mistakes (1 point)	Yes, did this very well (2 points)
introduce the talk			
introduce the idea, product or service			
explain the benefits			
compare products and systems			
check and move on			

Result _____ / 10 marks

----- cut along this line -----