

17 Follow the exam instructions, using the advice to help you.

You will hear an interview with an IT consultant called Paul about how he started his own business. For questions 15–20, choose the answer (A, B, C or D) which fits best according to what you hear.

- 15 What does Paul say about the first years of his working life?
 - A He got a teaching post in the university where he had studied.
 - B His first job began to feel rather monotonous as time went by.
 - C The kind of tasks he was instructed to do gradually changed.
 - D The work became less enjoyable when some colleagues moved away.
- 16 What does Paul say made him decide to start his own consultancy business?
 - A He was persuaded to do so by some friends.
 - B He read a book which inspired him to take action.
 - C He thought he could take advantage of a growing trend.
 - D He realised he had the skills to make a success of his own company.
- 17 What does Paul suggest is his favourite type of client?
 - A people he knew when he was a student
 - B people recommended by agents
 - C people he has met at conferences
 - D people he has worked with previously
- 18 What does Paul find the most difficult aspect of running his business?
 - A gaining a quick understanding of an unfamiliar situation
 - B setting fees that match the effort involved
 - C making a good impression on a new team of people
 - D getting reliable advice from financial experts
- 19 What does Paul say about the way he uses a business mentor?
 - A He uses his mentor differently from the way others use theirs.
 - B He finds his mentor often comes up with fresh ideas for his business.
 - C He gets information about the latest business theories from his mentor.
 - D He likes to get his mentor's reactions to plans that he is considering.
- 20 Paul explains that in the coming year he is going to
 - A employ some new consultants.
 - B have more variety in his work.
 - C move to a more convenient office.
 - D learn some additional skills.

Advice

15 Can you think of a synonym for 'working life'?

16 What phrasal verb is often used meaning 'start (a business)'?

17 Paul is likely to mention all these types of clients. How might he convey the idea of one of these types being his favourite?

18 How might Paul express the idea of something as the 'most difficult aspect'?

19 How could each of the four options here be expressed differently?

20 What is another way of saying 'in the coming year'?