

Listening

- 6**  Listen to a conversation between a manager and an accountant. Choose the correct answers.

- 1 What is the dialogue mostly about?
 - A the effects of competition on setting prices
 - B reasons why the company must decrease prices
 - C the results of the holiday season price increases
 - D the causes of changes in sales revenue throughout the year
- 2 What caused an additional increase in sales revenue?
 - A a decrease in prices
 - B an increase in advertising
 - C an unusually busy holiday season
 - D a competitor going out of business

- 7**  Listen again and complete the conversation.

Accountant: Here's the sales report, Mr. Porter.

Manager: Ah, yes, thank you. Wow. Sales revenue really 1 _____ in April.

Accountant: Yes, it did. I'm 2 _____ why.

Manager: Well, it was 3 _____ a result of our price increases.

Accountant: That 4 _____. But why did sales increase so much from October to December?

Manager: Well, that's the holiday season.

Accountant: Yes, but I've never seen sales go 5 _____. What else caused it?

Manager: It's probably 6 _____ Mike's Toy Shop going out of business. They were major competition.