

### Listening Part 1

You will hear some short conversations. You will hear each conversation twice. Choose the correct answer to complete each conversation.

- That's obvious, surely.
  - I only wish there were.
  - I'm in no position to argue.
- My mind's made up.
  - I'm just being selfish.
  - I'm really not in the mood.
- In a word, yes.
  - Too many things.
  - No, not at all.
- No, I couldn't care less.
  - But the book stops with him.
  - But he's got to get a better job.
- Over my dead body, you will!
  - Dicing with death, you are!
  - Yes, cut out all the dead wood!
- I'll come right out with it.
  - Not the point of the exercise.
  - All very well for you to say.

### Listening Part 2

You will hear some conversations. You will hear each conversation twice. Choose the correct answers for each conversation.

#### Conversation 1

- Where are the speakers?
  - In a television studio.
  - In a live festival audience.
  - On stage at a book festival.
- What do the speakers agree about, regarding Ali Ball's book *Cold Spies*?
  - It would not make a good film.
  - The characterisation is poor.
  - It is better than his previous one.

#### Conversation 2

- What does the lawyer think?
  - Magistrates' decisions are unpredictable.
  - The prosecution won't have any evidence.
  - Technicalities will assist her case.
- Sam is most concerned that
  - Ann will lose her driving licence.
  - imprisonment is unlikely.
  - Ann may receive two penalties.

#### Conversation 3

- What's the purpose of the conversation?
  - To understand a process.
  - To resolve a problem.
  - To decide who is right.
- What is the manager's attitude?
  - Embarrassed.
  - Businesslike.
  - Indifferent.

### Listening Part 3

You will hear someone talking. You will hear the person twice. Complete the information. Write short answers of one to five words.

**Franchising notes**

- Quality required for entrepreneurship:  
.....
- Australian franchise percentage:  
.....
- Main reason entrepreneurs choose franchising:  
.....
- Benefit of promoting well-known goods:  
.....
- Type of training to franchisees:  
.....
- Amount of ongoing service fee:  
.....
- Acronym of association:  
.....

### Listening Part 4

You will hear a conversation. You will hear the conversation twice. Choose the correct answers.

- Paul tries to reassure Sue that letting the flat
  - makes financial sense.
  - doesn't involve legal fees.
  - is the most secure option.
- Sue thinks that gathering references appears to be an
  - awkward process.
  - expensive business.
  - invasion of privacy.
- Paul says that Winnie would know about any disadvantages of
  - renting out a property.
  - getting suitable tenants.
  - using a management company.
- When discussing getting their deposits back when they were younger, Sue is
  - boastful.
  - reassuring.
  - sarcastic.
- What would be the main reason for ensuring the flat is in good order?
  - To support the guarantee by the landlord.
  - To forestall any tenant complaints.
  - To discourage abuse of the property.
- At the point of discussing tenants being in residence, what does Paul rebuke Sue for?
  - Wanting to call Winnie.
  - Being too intrusive.
  - Not listening to him.
- How would permission be agreed for the landlord to enter the flat?
  - It would be stated in the contract.
  - It would be left up to the tenant.
  - It would be negotiated at the time.