REVIEW

PART A PHOTOGRAPHS Track 207

Listen and choose the sentence that best describes the photo. Unread

_____ 1.

_____ 2.

PART B QUESTION AND RESPONSE Track 208

Listen and choose the best response to the sentence you hear. Unread

_____ 3. _____ 4. _____ 5. _____ 6. _____ 7.

PART C SHORT CONVERSATION Track 209

Listen and answer the questions. Unread

LIVEWORKSHEETS

_____ 8. What does the man say about the price he was given?

Ⓐ It is a good price.
Ⓑ It is too much.
Ⓒ It is a mistake.
Ⓓ It is a monthly payment.

_____ 9. How can the man get a discount?

Ⓐ By buying five cases of plastic bags
Ⓑ By paying for his order up front
Ⓒ By adding colored bags to his order
Ⓓ By buying five or more cases of boxes

_____10. How will the man pay for his order?

Ⓐ He'll make monthly payments.
Ⓑ He'll pay for everything today.
Ⓒ He'll pay for his order when it's delivered.
Ⓓ He'll make part of the payment today.

LIVEWORKSHEETS

PART D READING COMPREHENSION

Read the passage and answer the questions.

To: dawn_t@digioffice.com

From: max_stapleton@enrich.com

Subject: DigiOffice

Dear Dawn,

Thank you so much for the free demonstration last Friday. It was nice to finally meet you in person, and the DigiOffice software looks like an excellent tool that I think our company would benefit from.

Unfortunately (and I know you probably hate hearing this), the price quoted is a little outside of our budget at the moment. However, we have come up with a possible solution.

During the meeting, you mentioned that your company may be interested in taking advantage of some of our occupational therapy services. So we would like to offer you a deal of 30% off one of our occupational therapy packages for your employees. **Under these terms**, we would send therapists to your offices twice annually, at the given rate. In exchange, we would hope for you to lower the price of the software you are offering.

Please let me know what you think. If you are interested in discussing this further, we can arrange a follow-up for some time in the next few weeks.

Thank you for your time.

Kind regards,

Max Stapleton
ENRICH Occupational Therapists

LIVEWORKSHEETS

_____11. What is the main purpose of this e-mail?

Ⓐ To introduce a new product to a potential client
Ⓑ To request a demonstration of a business product
Ⓒ To offer something in exchange for a cheaper price
Ⓓ To inquire about an occupational therapy service

_____12. What does the phrase "Under these terms" in paragraph three mean?

Ⓐ If a discounted package is accepted
Ⓑ If a free presentation is given
Ⓒ If a budget is increased
Ⓓ If a follow-up meeting is arranged

_____13. What is not indicated in the e-mail?

Ⓐ The basic terms of a discount offer
Ⓑ An interest in purchasing software
Ⓒ A general timeframe for a future meeting
Ⓓ A specific price request for a purchase

LIVEWORKSHEETS