

LISTENING (40 minutes approximately)

Part 1

You will hear three different extracts.

For questions 1–6, choose the answer (A, B or C) which fits best according to what you hear. There are two questions for each extract.

Extract One

You hear two careers advisers discussing whether students should take a year off after graduation to go travelling.

- 1 When mentioning recent statistics on graduates taking gap years, the man reveals
 - A his scepticism about the value of rushing to get a job after university.
 - B his doubts about the validity of some research.
 - C his understanding of the anxiety that prevents them from travelling.
- 2 What do the two careers advisers agree about a gap year?
 - A Some employers consider it a lazy option.
 - B The way graduates present it at interview is crucial.
 - C Graduates should spend it doing something relevant to their career.

Extract Two

You hear a sociologist talking about consumer buying behaviour.

- 3 What does the sociologist say about the 'information search stage' of decision making?
 - A It arouses a desire for a better situation.
 - B It is likely to be incomplete.
 - C It is a lengthy process.
- 4 According to the sociologist, how do marketing professionals most successfully influence people's choice of product?
 - A They aim to create new aspirations in people.
 - B They offer updated designs that increase customer satisfaction.
 - C They improve websites to make buying their products easy.

Extract Three

You hear a man who has an internet company talking about selling goods online.

- 5 In the man's opinion, what is most needed when selling goods online?
- A an appreciation of how it differs from shop-based selling
 - B a willingness to adapt quickly to new circumstances
 - C an awareness of how to make a website attractive
- 6 What is the man doing in answer to the interviewer's question about growing an online business?
- A comparing the advantages of two business theories
 - B warning of the dangers of inadequate funding
 - C suggesting the use of external consultants

Part 2

You will hear a student, Hannah Jorden, giving a short talk on the topic of soil.

For questions 7–15, complete the sentences with a word or short phrase.

Hannah has found out that people have used soil as a (7)
for thousands of years.

Hannah says that the increase in (8) is putting pressure
on the way we use soil.

Pollutants from waste in the soil can enter the (9)
and can affect both plants and humans.

Hannah has found evidence showing that waste pollution reduces the number of
(10) in the soil.

The main cause of inorganic pollution is the (11) which takes
place in many countries.

Hannah is interested in the fact that organic pollutants can directly affect the
(12) in humans.

Hannah gives the example of (13) as a natural cause of acid
rain.

Hannah has found that soil erosion caused by (14) has been
of interest to the media.

Soil has become less fertile owing to the method known as
(15)

Part 3

You will hear part of a discussion programme, in which a teacher called Simon and a business journalist called Trina are talking about the issue of change.

For questions **16–20**, choose the answer (**A, B, C** or **D**) which fits best according to what you hear.

16 What does Simon say about change when discussing linguistic expressions?

- A** It is an inevitable part of life.
- B** It is generally perceived as unwelcome.
- C** Its significance has altered over time.
- D** It brings improvements when they're least expected.

17 What do they agree about change in the business community?

- A** It is regarded as synonymous with progress.
- B** It is seen as unfortunate but necessary.
- C** It never seems to be questioned.
- D** It can lead to undesirable results.

18 What does Trina dislike about feedback forms?

- A** the scale of the reaction they can provoke
- B** the disharmony they can create within organisations
- C** the extent of their use in the world of education
- D** the justification they give to managers who want to introduce changes

19 When discussing day-to-day routines, Simon and Trina agree that people

- A** make too much fuss about small-scale changes.
- B** find that changes in the workplace mirror those in daily life.
- C** only like change that clearly benefits them personally.
- D** experience an ongoing cycle of resisting and accepting change.

20 In Simon's view, people will really enjoy an activity if

- A** they do it on a regular basis.
- B** they keep on changing it slightly.
- C** it represents a change for them.
- D** it coincides with their expectations.

Part 4

You will hear five short extracts in which people are talking about their involvement in award-winning projects related to the natural world.

TASK ONE

For questions 21–25, choose from the list (A–H) what special feature of the project each speaker mentions.

TASK TWO

For questions 26–30, choose from the list (A–H) what positive effect of receiving the award each speaker appreciated.

While you listen, you must complete both tasks.

- A a combination of old and new methods
- B the involvement of community leaders
- C the recycling of local resources
- D the adaptation of space technology
- E an idea copied from another part of the world
- F the use of a different material
- G a method based on an accidental discovery
- H the development of a single multi-purpose system

Speaker 1 21

Speaker 2 22

Speaker 3 23

Speaker 4 24

Speaker 5 25

- A Advanced technology was donated.
- B The original idea was improved.
- C Critics of the project were silenced.
- D The attitude of local people changed.
- E Related information could be shared.
- F More staff were taken onto the project.
- G Awareness of endangered species was increased.
- H The economy of the region was developed.

Speaker 1 26

Speaker 2 27

Speaker 3 28

Speaker 4 29

Speaker 5 30