KINGDOM OF BAHRAIN
Ministry of Education
Hamad Town Secondary Girls School

مملكة البحرين
وزارة التربية والتعليم
مدرسة مدينة حمد الثانوية للبنات

Name :	St. no.	Class:

Eng 215

Listening 1 (5 Marks)

Listen to five speakers talking about the questions they are often asked about their jobs match each speaker with the correct statement. Put numbers from 1-5

Statement	Speaker number
a- Is often asked about the number of breaks she gets.	
b- Is often asked about the film stars she works with.	
c- Is often asked about being bored of eating the same food.	
d- Is often asked about the discount she gets.	
e- Is often asked about ups and downs of stock market.	

Listening 2 (5 Marks)

Listen to part of a radio programme entitled "Managing Ferrari Brand" and decide whether the sentences are true (✓) or false (✖).

✓ ✖ 1- The location of Ferrari idea is Switzerland.

✓ ✖ 2- All companies are allowed to use the Ferrari brand.

✓ ✖ 3- When applying to Ferrari for a contract, companies have to discuss what they want exactly.

✓ ✖ 4- Ferrari does not require the companies they sign agreement with to use certain colors of products.

✓ ✖ 5--There are two types of Ferrari customers; those who can afford to buy cars and gold watcher and the others who can only afford the accessories.

LIVEWORKSHEETS

READING (10 MARKS):

Read the following article and answer the questions that follow accordingly

1- Southwest Constructions is profitable construction business in Western Sydney. Tony, a **qualified** builder who specialises in bricklaying, floor and wall tilling, owns the business. Besides Tony, the owner, the business employs two full time people and also has two sub-contractors.

2- Tony's business has grown steadily in recent years, allowing him to take on larger-scale projects. However, Tony has experienced some cash-flow problems. One problem is that there is a delay between the cash going out and the cash coming in from jobs. He has to pay wages, which are paid every two weeks, and to pay the **suppliers** who are generally paid on delivery of the goods or within seven days; the invoices which he sends out are usually for 30% deposit to be paid immediately, and then the balance for full payment is billed 30 days after completion of the work.

3- Tony also waits until the end of the month to invoice all the finished jobs so he can do all the paper work at one time. He also does not like hassling people for money and he tends to let outstanding **debts** go on too long before following them up as he does want to upset customers that could give him more work in the future.

4- To manage this problem, tony uses credit cards to supplement his cash when needed, and then pays the credit card off once payment come in. this system is expensive in interest costs and also difficult to manage because sometimes the amount of money accessed on credit cards added up to a high figure and even exceeds his available credit limit.

5- Tony finds it difficult to manage cash flow. The larger-scale projects mean that his cash **requirements** and problems are made worse because there are larger amounts of cash going out and there are larger delays for cash coming in.

6- The problem is that Tony is paying his creditors late all the time and there is a risk of some suppliers refusing to sell to him. The larger projects also require him to purchase expensive pieces of equipment and this places an additional strain on his finances. Clearly Tony is now in 'cash **crisis**' and the current state cannot continue or Tony will be at severe risk of losing his business.

LIVEWORKSHEETS

a- Choose (T) if the sentence is true and (F) if the sentence is false according to the article.

1- Tony's business has not been successful up till now.	T	F
2- The company is having difficulties paying its bills.	T	F
3- Tony sends out invoices for work as soon as it is completed.	T	F
4- Tony asks people to pay their bills without delay.	T	F
5- The payments Tony makes with his credit card are sometimes more than the limit he is allowed to spend.	T	F

b- Match the following words with their meanings according to the article.

Qualified	supplier	debt	requirement	crisis

Meaning	Word
a- What is wanted or needed by someone or something	
b- Having particular skill , or having finished a training course	
c- A situation that is extremely difficult or dangerous, when there are many problems	
d- A company, person, etc. that provides things which people want or need.	
e- The amount of money that is owed by a company, and that they have to pay interest on.	

LIVEWORKSHEETS