

SECTION 3 *Questions 21–30*

Questions 21–24

Complete the notes below.

*Write **NO MORE THAN THREE WORDS** for each answer.*

Box Telecom

Problems: been affected by

- drop in 21
- growing 22
- delays due to a strike

Causes of problems:

- high 23
- lack of good 24

Questions 25–27

*Choose the correct letter, **A**, **B** or **C**.*

25 What does Karin think the company will do?

- A** look for private investors
- B** accept a takeover offer
- C** issue some new shares

26 How does the tutor suggest the company can recover?

- A** by appointing a new managing director
- B** by changing the way it is organised
- C** by closing some of its retail outlets

27 The tutor wants Jason and Karin to produce a report which

- A** offers solutions to Box Telecom's problems.
- B** analyses the UK market.
- C** compares different companies.

Questions 28–30

Which opinion does each person express about Box Telecom?

Choose your answers from the box and write the letters A–F next to questions 28–30.

- A** its workers are motivated
- B** it has too little investment
- C** it will overcome its problems
- D** its marketing campaign needs improvement
- E** it is old-fashioned
- F** it has strong managers

28 Karin

29 Jason

30 the tutor