

Listen to recording.  
Complete the following  
mini-dialogue.

*Extract 1*

a: Brunei has a tropical climate.

b: Excuse me, \_\_\_\_\_ by “tropical”?

a: \_\_\_\_\_, it's hot almost all year, with heavy rainfall in the rainy season. \_\_\_\_\_?

b: \_\_\_\_\_, I understand.

*Extract 2*

a: Every new product needs a USP.

b: \_\_\_\_\_ USP?

a: Unique Selling Proposition.

b: Er, can you \_\_\_\_\_ what that is?

a: USP \_\_\_\_\_ the special characteristics of a product which make it different and desirable – so consumers will want it. Er, \_\_\_\_\_ that \_\_\_\_\_ now?

b: Yes \_\_\_\_\_. Thank you.