COLEGIO SAN JOSE
JESUITAS – Arequipa

Name: _____

3C Listening

Successful business partnerships

I can understand and react to a radio programme about successful business partnerships.

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1 Match 1–8 with a–h.

1 Our potential partners pulled out [ ]
2 Their new product took [ ]
3 Somehow, we got off on the [ ]
4 Karen and Nikki share a [ ]
5 Last year, the directors witnessed a [ ]
6 Tony dropped [ ]
7 I'm toying with the [ ]
8 My boss has talked [ ]

a out of university to take over his father's business.
b wrong foot, so I wonder if we can start again.
c me into working late on Friday night.
d of the deal at the last moment.
e off almost as soon as it was launched.
f passion for vintage clothes.
g milestone when their company reached its tenth anniversary.
h idea of setting up my own company.

Listening Strategy
To help you choose the correct answer, remember that the words in the options in the task will be paraphrased in the recording. This means that the speakers will use different words to express the same idea.

2 Read the Listening Strategy. Then look at the question below. Rewrite options a–d, paraphrasing the meaning of the sentence.

How does the speaker feel about her business partner?

a She's devastated at her decision.

b She's troubled by her lack of commitment.

c She's aggrieved at her demands.

d She's baffled by her behaviour.

3 1.14 **Listen to a woman talking about a bad experience with a business partner. Look at exercise 2 again and choose the correct answer. How was the option phrased in the recording?**

4 1.15 **Listen to a radio programme about how to create a successful business partnership. Choose the best answer a–d.**

1 According to Hilary, the only people who should be considered as business partners are those with
a a large fortune to invest.
b an extraordinary talent to offer.
c an essential contribution to make.
d a list of contacts to exploit.

2 Hilary suggests you shouldn't go into business with someone
a you can't speak your mind to.
b you don't share the same qualities with.
c you haven't worked with before.
d you've never learned anything from.

3 What does Hilary think business partners should agree on from the outset?
a How they will go about selling their products.
b Which of their skills will be required.
c Who will be responsible for money matters.
d How they envisage the venture developing.

4 Hilary thinks that business partnerships between husband and wife can succeed if
a they keep out of each other's way.
b they separate their business and private lives.
c they each have their own space.
d they divide responsibilities equally.

5 Hilary believes that a partnership agreement
a should be flexible.
b should concentrate on financial issues only.
c should outline the growth of a company.
d should be made for a fixed amount of time.

6 Hilary explains that the main purpose of exit clauses is to specify
a how much money each of the partners should get if they leave.
b how to proceed if there is a change in the partnership.
c who should take over the partnership if both partners pull out.
d how the profits should be shared at each stage of the partnership.

LIVEWORKSHEETS