

You are going to hear someone talking about a department restructure and the other changes in the company. Listen and complete the questions 1–3 in the table. Write NO MORE THAN THREE WORDS AND/OR A NUMBER for each answer.

Sales Team	Human Resources Team	Product Development Team	IT Support Team
Gary Wilson	Linda French	Zoe Green	lan Smith
Increase business with existing clients Find new clients	Recruit 20 new sales staff Appoint an internal 1 to the manager of each team	Research competitor products Create 2 new product this year	Ensure all clients receive follow up calls Improve package for 3

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Listen and complete the summary.

## Fire evacuation summary

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You are going to hear a marketing manager talking to his staff. Use the question-making technique you learned in Exercise 7 and prepare to listen to the recording.

Now listen and answer questions 1-4.

Which advertising methods will the company be using for its different products?

a	Newspapers	1. Child	ren's toys	
<b>b</b> Television	Tolouisian	2 Baby	clothes	
	retevision	3 Mater	rnity clothes	
c	Internet	4 Baby	food	



