





CAE LISTENING PART 3

You will hear an interview in which two young entrepreneurs – Chloe Price, who sells skincare products online, and Martin Moore, who is a distributor of snack foods – are talking about their work.

For questions 15 – 20, choose the answer which fits best according to what you hear.



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- 15 Chloe attributes her success as an entrepreneur to her
- A exposure to unconventional business concepts.
 - B willingness to take risks.
 - C ability to benefit from experience.
 - D natural flair for money management.
- 16 Chloe thinks the greatest benefit new technology has brought her is in
- A being able to promote her products through friends.
 - B encouraging interaction with consumers.
 - C reducing her ongoing business expenditure.
 - D enabling her to manage her time more effectively.
- 17 What does Martin say about finding work in the food industry?
- A It was a long-held ambition.
 - B It was something he soon regretted.
 - C It happened by chance.
 - D It followed naturally from his studies.
- 18 Martin's choice of product to distribute was based on his belief that
- A it was a quality item.
 - B it was effectively marketed.
 - C it was part of a well-established brand.
 - D it was endorsed by famous people.
- 19 Martin's advice to prospective entrepreneurs is to
- A spend time attending motivational talks.
 - B research opportunities thoroughly online.
 - C conduct regular email surveys.
 - D establish contacts with those in the same field.
- 20 Both Chloe and Martin have been surprised by the importance in their work of
- A collaborative decision-making.
 - B paying attention to detail.
 - C securing sound financial backing.
 - D a total commitment to the enterprise.
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