



# 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.



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.

