

C1.1 Listening Exam

Name:

Date:

Listen to five different craft workers giving advice to people who want to start a home-based business. For questions 19-23 choose from the list (A-F) what advice each speaker gives. There is one extra letter which you do not need to use.

- A. expand your business by advertising locally
- B. continue to learn in order to perfect your product
- C. employ family and friends to market your product
- D. spend time organizing your workspace properly
- E. increase business by selling online
- F. produce a clear marketing plan for your business

- 19. Speaker 1
- 20. Speaker 2
- 21. Speaker 3
- 22. Speaker 4
- 23. Speaker 5

Part 2

Complete the following statements with maximum three words.

- 24. Most craft people enjoy candles or even cooking.
- 25. Some people think a and a few ads are all they need, but there's much more.
- 26. Speaker 1 makes and because of his research his style has changed over time
- 27. Because people are looking for personal touch, there is a big demand for
- 28. She had the idea of covering some with cloth then with plaster and finally with paint.
- 29. She sells online, but most of her sales are from recommendations.
- 30. When you start selling things, it is important to have a rough in place.
- 31. Two years ago, he started that were filled with fruits, nuts and flowers.

32. He is thinking of employing a couple of people because he has

33. It is important to invest in colorful when trying to get prospective customers.

34. Her business takes up in her house.

35. His lampshade business went from

36. He thanks his brother for his success since he designed an for his business.