Complete sentences 1–9 with appropriate prepositions.

1 We've run _____ big difficulties in our Far East
   market.

2 We should look _____ the same old solutions and
   try and find a really novel way of doing this.

3 We thought the idea would really take off, but in the end
   it just fell _____ the wayside.

4 One way companies try to stay _____ the game is
   by developing more advanced technology than their
   competitors.

5 Let's bounce _____ a few ideas and see what we
   come up with.

6 It's a great product, but without adequate marketing
   support it'll never get _____ the ground.

7 The project manager's been ill, but now he's here I think
   we'll get _____ track pretty quickly.

8 It's not easy to think _____ the box when you're
   surrounded by unimaginative people.

9 They're trying to figure _____ why the press
   conference went so badly.

Match verbs from A to nouns in B to answer questions
10–14.

A *cause   tolerate   undergo   control   outperform*

B *change   mistakes   costs   the competition   a stir*

10 What does a political scandal normally do?

11 What won't a strict manager do?

12 If you are the best company in your field, what do
    you do?

13 What's the key to good financial management?

14 What don't many employees like to do?

Complete the missing words 15–21 in the conversation.

A It's not 15c_____ to me what you mean by 'further
   training'.

B Well, I was thinking along the 16l_____ of a course in
   creative thinking for all managers.

A That's not such a bad idea. But I can't help 17w_____
   if it's really going to be effective.

B So you're suggesting that some of our managers won't
   benefit from it?

A Well, not exactly, but I'm 18c_____ about how some
   of our more senior managers will respond to that kind
   of course.

B Well, 19s_____ we were to offer a half-day seminar in
   the company to start off with? Then we could evaluate
   who is or isn't responding well to the method.

A Yes, I quite like that idea. And there'd be nothing
   20s_____ us from pulling the plug after that first
   session, would there?

B Well, no, I guess not. It's certainly 21w_____ thinking
   about.

Complete 22–26 in the five conversations with the
adverbs from the list.

   obviously   surprisingly   just   totally   actually

A You've never been there, have you?

B 22_____, I have. I went last year.

A So that was the situation at the end of the year.

B Sorry, could you 23_____ run through the figures for
   the last quarter again?

A So what do you think?

B Well, I can't say I'm 24_____ enthusiastic about
   the idea.

A They didn't ask a single question after my presentation.

B No, they didn't, 25_____. I wonder why.

A I thought he handled the negotiation very well.

B Yes, it's 26_____ not the first time he's done
   something like that.

Complete 27–30 in the conversation with the phrases
from the list.

It's difficult for me to explain really

It just needs a bit more

I'm trying to think how

you're on the right track

About your proposal for how to make our company more
innovative – I'd say 27_____
and it's definitely what we're looking for, but
I disagree with some of the ideas you have.
28_____ I could help you
– maybe you could talk to my partner, as he's spent a lot
of time on this. 29_____,
but I feel you've focused too much on creative ideas.
30_____ on technical
training really.

Result _____/ 30 marks

Role cards

Copy this page and cut out the role cards for the students. Students should do both role-plays. Then use the *Speaking test results* forms to evaluate each student's performance. You can then cut out the results and give them to the students.

Role-play 1

-- cut along this line --

Student A

You want to improve morale in your company and you think you could do this by improving employees' health and fitness.

- Put forward your idea to Student B.
- Clarify your idea – you'd like to introduce healthy menus in the canteen and put up posters with tips for healthy living in the offices.
- Evaluate your partner's idea and give a positive or negative reaction.

Student B

Listen to Student A's idea for your company.

- Ask Student A to clarify the idea.
- You like the idea.
- Build on the idea – suggest that employees could finish early on Fridays and sports activities could be organized, e.g. football games or running.

Role-play 2

-- cut along this line --

Student A

Listen to Student B's idea for making the company more innovative.

- Ask Student B to clarify the idea.
- You like the idea.
- Build on the idea – suggest that you offer creativity development seminars, or bonuses to employees who come up with interesting ideas for the company.

Student B

You'd like to make the company more innovative and bring out the creative side of people in the company by offering them time during work to develop this.

- Put forward your idea to Student A.
- Clarify your idea – you'd like to create a space or room that's brightly painted, with games, paper, pens, etc. Employees could go there and share creative ideas.
- Evaluate your partner's idea and give a positive or negative reaction.

Unit 6 Speaking test results

Use these forms to evaluate the students.

-- cut along this line --

Student A Can the student …?	Didn't do this (0 points)	Yes, but with some mistakes (1 point)	Yes, did this very well (2 points)
put forward an idea			
ask for clarification			
clarify an idea			
build on an idea			
evaluate an idea			

Result _____ / 10 marks

Student B Can the student …?	Didn't do this (0 points)	Yes, but with some mistakes (1 point)	Yes, did this very well (2 points)
put forward an idea			
ask for clarification			
clarify an idea			
build on an idea			
evaluate an idea			

Result _____ / 10 marks