



**Part B: Complete the following questions with vocabulary from Part A to complete the collocations. You may need to change the form of the word.**

1. How do you organize yourself when it's very important to **meet a** \_\_\_\_\_?
2. Can you think of any companies that you regularly buy from who had to \_\_\_\_\_ **a product**?
3. What action can you take when you're starting a new company to **attract** \_\_\_\_\_?
4. What reasons can you think of why a company may \_\_\_\_\_ **losses**?
5. Do you think you are someone who would be good at **closing a** \_\_\_\_\_? Why/why not?
6. When was the last time you had to **join** \_\_\_\_\_ with someone else? Were you successful?
7. What reasons do you think there are for a company to **go** \_\_\_\_\_?
8. What would you be nervous about if you were asked to \_\_\_\_\_ **a meeting**?

**Now in pairs, discuss the completed questions.**

### 3 Listening - Part 3



**Look at the notes below from an introductory talk about a business school. Some information is missing. You will hear part of a talk by a student advisor. For each question (1 - 7), fill in the missing information in the numbered spaces using one or two words.**

#### Open Day

##### Introduction to the Business School

At the end of their time here, students will have a detailed \_\_\_\_\_<sup>1</sup> of the business world and will have been given the opportunity to \_\_\_\_\_<sup>2</sup> in their own area of interest.

Learning the requirements of \_\_\_\_\_<sup>3</sup> is a key part of the course. Central to this, is the ability to \_\_\_\_\_<sup>4</sup> with those around you which is essential, not just for good organization, but also to navigate your way through a variety of business situations, from attracting investors, to merging with other departments and businesses.

Students will learn about the potential problems with going into business from real life \_\_\_\_\_<sup>5</sup>.

A significant reason why students choose to study here is the school has \_\_\_\_\_<sup>6</sup> in various different industries, meaning we can arrange for students to have \_\_\_\_\_<sup>7</sup> of the business world during their course.