

You will now hear two conversations. You will hear them twice. You have two minutes to look at the questions for both conversations.

Now listen to **Conversation 1**. Record your answers to the questions on the mark sheet.

1. **Why is Mark excited?**
 - a. He is going to get some dogs.
 - b. He is moving into a new apartment.
 - c. He has a new friend.
2. **What kind of breed would Mark like to get?**
 - a. Yorkshire Terrier.
 - b. Labrador.
 - c. Both of the above.
3. **What are two problems of having these pets?**
 - a. They are very big and noisy.
 - b. They are very expensive and smelly.
 - c. They require a lot of attention and food.
4. **The phrase "down the line" means:**
 - a. From the bank.
 - b. In the future.
 - c. If you are unlucky.
5. **What are two benefits of having these pets?**
 - a. They never get bored of games and are always there for you.
 - b. They love football and watching TV.
 - c. They listen to your problems and help you save money.

Listen to the conversation again and check your answers.

Now listen to **Conversation 2**. Record your answers on the mark sheet.

1. **According to Alice Stevens, having a business plan is:**
 - a. Very important.
 - b. Somewhat important.
 - c. Not important.
2. **When should you study the market?**
 - a. Day 1.
 - b. Day 2.
 - c. Day 3.
3. **What do you do on day four?**
 - a. Study the market.
 - b. Work the media, build websites and social media links.
 - c. Find a solicitor or lawyer.
4. **What is meant by the phrase 'fake it to make it'?**
 - a. Over charge people.
 - b. Have the confidence to succeed.
 - c. Set up your premises.
5. **What should you do on day 10?**
 - a. Relax and thank the people who helped you.
 - b. Spend all your profits on a party.
 - c. Call all your family to tell them about your business.

Listen to the conversation again and check your answers.