

P2 FINAL TEST**GRAMMAR / VOCABULARY****1. Complete with the correct form of passive voice in the present simple or past simple:**

1. Most of the things we buy _____ in China these days. (make)
2. I study Art – it _____ in my school. (teach)
3. Cheques _____ much these days - most people pay by credit card. (not use)
4. _____ stamps _____ in supermarkets? (stamps/sell)
5. English _____ here. (speak)
6. _____ this wine _____ in England? (produce)
7. Mistakes _____ all the time. Nobody's perfect. (make)
8. Breakfast _____ from 7.30 to 10.00. (serve)
9. A lot of patience _____ in this job. (need)
10. These programmes _____ by people all over the world. (watch)

_____/10

2. Fill in the present perfect simple or the past simple.

1. I _____ a great film yesterday. (see)
2. _____ a cheap laptop? (you ever buy)
3. Sue _____ the flu last winter. (have)
4. A few days ago, we _____ to his uncle. (drive)
5. They _____ bingo on Wednesday afternoon. (play)
6. He _____ the bus to get there. (already take)
7. Last week my rabbit _____ away. (run)
8. We _____ a lot last Sunday. (do)
9. _____ to India? (she ever be)
10. I _____ him last Monday. (meet)

11. She _____ yet. (not wake up)
12. I _____ her since last Thursday. (not meet)
13. Bob _____ well last night. (sleep)
14. I _____ a letter from her two days ago. (get)
15. They _____ in Germany. (already arrive)

_____/10

3. Complete the dialogue with the most suitable future forms: present continuous, be going to, will, or shall.

- B: What . _____ (you/do) this evening? _____ (we/go out)?
- A: Not this evening. I _____ (work) on a project until late.
- B: And when do you think you . _____ (be) free for a drink?
- A: I don't know. I have my diary here with me; let me see. What about tomorrow?
_____ (you/do) anything?
- B: I _____ (see) my dentist tomorrow. Is Thursday OK?
- A: Yes, Thursday is perfect.
- B: OK. What time . _____ (we/meet)?
- A: I _____ (meet) a friend at 6. Is 7 OK?
- B: Yes, great. But I don't have my car.
- A: Don't worry, I _____ (take) mine. _____ (I/pick you up) at 7 then?
- B: OK, thanks.

_____/10

4. Choose the correct answer:

1. I asked the company to give me **a delivery date / a demand**.
2. The supplier said they needed more time to **process / enquire** the order.
3. Can you **quote / guarantee** that the product will be in stock.
4. You can look on our website to track **the shipment / the stock**.
5. We can **guarantee / deliver** the product to you in the next 24 hours.

6. We need to **transport** / **enquire** about the availability of goods for the busy Christmas period.

7. We had an IT problem, but now all the **orders** / **processes** are ready for delivery.

8. We do not have enough stock to **meet** / **supply** the demand.

____/8

5. Transform the sentences into the passive voice.

1. Security checks every passenger.

2. They make this olive oil in Spain.

3. They built this house in 1942.

4. She turned on the lights.

5. The gardener waters the plants every evening.

6. The police caught the criminal.

7. Her mom makes the beds every morning.

8. The detective found the evidence.

9. The students lost those books.

10. She bought that dress in the sales.

____/10

6. Choose the correct answer:

1. We use a lot of social media to promote / attract our products.
2. We get / offer discounts to customers who spend more than 200 dollars.
3. The department didn't conduct / reach a very good campaign and the sales were very disappointing.
4. They've added a page with employment options on their website to increase / advertise awareness of their recruitment policies.
5. If you want to reach / boost sales, try reducing prices.
6. We need to rethink our advertising if we want to promote / reach a younger audience.
7. I hate seeing click ads / search engines on commercial websites.
8. It's very distracting to see advertising boards / targeted emails when I'm driving.
9. Whenever we launch a new product, we hold sales / promotional events.
10. I hate receiving click ads / targeted emails because they aren't useful at all.

____/10

7. Complete with the correct form of *have to*, *need to*, *can*, and *be allowed to*.

1. There's a 'no parking' sign over there, so you _____ park here.
2. We _____ wear a uniform at school, we could wear what we liked.
3. You _____ to smoke in public spaces.
4. Employees _____ be on time for staff meetings.
5. You _____ to buy that book, you can borrow it from the library.
6. Staff members _____ to use the corporate credit card for business trip expenses.
7. We _____ use the company parking lot during working hours.
8. Students _____ to use their phones in class.

____/8

READING

Passion into Profit

Harry Cragoe first tried a fruit Smoothie in California in the early 1990s. He had no idea then that he was on the road to a corporate success. Now he heads a multi-million-pound company – and it's all because of his passion for healthy eating.

"When I arrived in Los Angeles I rented an apartment near the beach," he remembers. "I was very English, very white and overweight. Everyone was focused on looking good and being healthy. There were juice bars that sold drink called smoothies and I loved them."

When he returned to Britain, he found they weren't available. "All you could find were cartons of apple and orange juice, I could see there was a real opportunity."

Cragoe sold his car, flat and investments and flew back to California. He returned with a cool box packed with frozen drinks and persuaded his friend, Patrick Folkes, to help him import and sell them.

They found PJ Smoothies in 1994. Initially, the firm imported frozen smoothies from America, but the business grew quickly, and they didn't have a stock to meet demand. "Up to then we just imported the finished product," Cragoe says. "If a store ordered 200 bottles we began defrosting."

In 1996 Cragoe decided to set up production in Britain. He found a factory site in Nottingham, equipped it and began production. Since then, PJ Smoothies has gone from strength to strength. The company now is Britain's market leader in the fresh drinks sector, controlling just under 50% of the market. Cragoe sells more than 250,000 drinks a week in summer to big supermarkets.

There have been problems along the way. Cragoe lost \$30,000 when his distributor went bankrupt, leaving him with hundreds of boxes of juice to distribute. But he has never lost confidence in his concept.

"Most of all, you've got to have fun," he says. "You must feel really passionate about what you're doing."

1. Read the text and find the words in the article with the opposite meaning to these words and phrases:

failure (para 1) - _____

slim (para 2) - _____

became smaller (para 5) - _____

weakness (para 6) - _____

earned (para 7) - _____

_____/5

2. Match the highlighted words from the text with the definitions below. There is one extra word you do not need:

- a. to make someone believe something by giving them a good reason _____
 - b. one of the areas into which the economic activity of a country is divided _____
 - c. a thick cold drink made from fruit, ice and often yogurt or ice cream _____
 - d. a person or organization that supplies goods to shops and companies _____
 - e. to buy or bring in products from another country _____
 - f. to pay money for the use of a room _____
 - g. a very powerful feeling _____
 - h. having no money _____
 - i. to provide a place with objects that are necessary for a particular purpose _____
 - j. a container made from cardboard, in which milk or fruit juice is sold _____
- _____/10

3. Answer the following questions:

Why did Cragoe think that smoothies were good?

Why did he decide to sell smoothies in the UK?

How did he finance the new business?

Why did he start production in the UK?

What's PJ Smoothies' market share?

Who or what are PJ Smoothies' main customers?

How did Cragoe lose \$30.000?

Does Harry Cragoe think it's possible to run business when you don't enjoy it?

_____/8

LISTENING:

1. (Conversation A) The woman was in the interview for 15 minutes. _____
2. (Conversation A) The woman thinks she is going to get the job. _____
3. (Conversation B) The woman was trying to look at art. _____
4. (Conversation B) The woman is thinking about not taking photos on holiday any more.

5. (Conversation C) The man and the woman grew up in the same family. _____
6. (Conversation C) The girl had an older boyfriend at school. _____
7. (Conversation D) The man is not in the group because the others don't like his work. _____
8. (Conversation D) The man needs to find another group. _____

_____/8

2.1 Alan Martin, a young entrepreneur, describes five important steps for setting up a business. Listen and complete the steps:

- Step 1: _____
Step 2: _____
Step 3: _____
Step 4: _____
Step 5: _____

_____/5

2.2 Listen again and answer the questions below:

- 1) What percentage of business ideas fail?

- 2) Why do they fail?

- 3) What 2 questions does your market research has to answer?

- 4) What 2 things does a business plan help you to do?

- 5) What does it usually include?

- 6) Which step does Alan think is the most important? Why?

_____/6