

PART TWO

Questions 13 – 22

LISTEN:

Section One (Questions 13 – 17)

- You will hear five short recordings.
- For each recording, decide what each speaker's goal is for their career.
- Write one letter (A – H) next to the number of the recording.
- Do not use any letter more than once.
- You will hear the five recordings twice.

13

A to gain promotion to a more responsible position

14

B to specialise in a particular aspect of their work

15

C to live and work abroad

16

D to be recognised as an innovator

17

E to go into business on their own

F to travel on business more often

G to join another company

H to start working in a different field

Section Two (Questions 18 – 22)

- You will hear another five recordings.
- For each recording, decide what reason each speaker gives for the problem they mention.
- Write one letter (A – H) next to the number of the recording.
- Do not use any letter more than once.
- You will hear the five recordings twice.

18

A The company tried to operate in too many markets.

19

B The company's spending priorities were mistaken.

20

C Unsuitable staff were appointed.

21

D The company failed to update its products.

22

E The company's suppliers were unreliable.

F The company used inappropriate retailers.

G A number of new competitors entered the market.

H The company set its prices at the wrong levels.

LISTEN: