

CAE LISTENING

PART 3

You will hear an interview in which two entrepreneurs, called Charles and Betty, are talking about their experience of setting up a business when they were young. For questions **15 – 20**, choose the answer (**A, B, C or D**) which fits best according to what you hear.

- 15** What does Charles say about the failure of his first company?
- A He learnt some valuable lessons from the experience.
 - B He was glad this happened when he was young.
 - C It could have been avoided if he had acted earlier.
 - D It resulted from taking poor advice.
- 16** Betty and Charles both say that the key to being a successful young entrepreneur is
- A to be a creative thinker.
 - B to have clear long-term aims.
 - C to have a positive attitude to risk.
 - D to be willing to dedicate enough time to business.
- 17** In the first year of her business, what did Betty find most difficult?
- A raising money
 - B hiring employees
 - C getting enough sales
 - D dealing with the paperwork
- 18** It surprised Charles that his competitors were willing to
- A recommend professional specialists.
 - B discuss their company structure.
 - C share industry-related data.
 - D refer customers to him.
- 19** How did Betty feel after she won a Young Businessperson of the Year award?
- A curious to find out why her business had been selected
 - B determined to live up to the standard of the other contenders
 - C uncertain about the attention her winning attracted
 - D inspired to expand her business
- 20** According to Charles, technology has made it easier to become an entrepreneur because
- A websites can reach potential customers.
 - B networking can be done on the internet.
 - C video conferencing makes meetings effective.
 - D online training is outstanding.