

PROGRESS TEST 1

Task 1: Listen to a presentation about Tara Fashions and complete the table.

TARA FASHIONS	
Founded year	(1) _____
Type of company	(2) _____
Head office	(3) _____
Products	(4) _____
Customers	(5) _____
Annual turnover	(6) _____
Annual net profits	(7) _____
Number of employees	(8) _____
Number of stores	(9) _____ (10) _____ (11) _____
In Spain	
In France	
In other European cities	
Strengths	- Keep up with fashion trend - Bring out new design - Deliver very quickly - (12) _____
Future plans	(13) _____

Task 2: Listen and fill in the blanks with NO MORE THAN THREE WORDS

Great ideas are generated in (1) _____ ways. Sometimes an idea may simply be when a company takes advantage of an (2) _____ to extended ranges, to offer more choice to existing customers. Or a great idea could allow a company to (3) _____ which was closed to it before.

Companies which are prepared to spend a lot on R&D may (4) _____ by having an original idea for a product which others later copy, e.g. Sony and the Walkman.

On the other hand, some products are developed in response to customer research. They come from customer ideas. These products are made to (5) _____, to satisfy consumer demand.

Or the product does something similar to another product, but faster, so it saves time. Some people will buy new products because the product (6) _____ - gives them a new, more upmarket image.

Other people will buy any “green” product which (7) _____ or protects the (8) _____, even if it is more expensive.

If an idea is really good and the product (9) _____ in the market, it may even (10) _____ for innovation.

Task 3: Listen and fill in the blanks with NO MORE THAN THREE WORDS.

1. The man is going to have _____
2. He is asking for directions to the _____
3. He needs to follow the _____ and takes a right.
4. On the way, he has to go past the _____ without parking.
5. He will have to find a _____ to reach his destination

Task 4 - Complete these sentences with words from the list.

pharmaceuticals	automobile	accountancy	clothes	travel
financial services	insurance	furniture	ticket	estate
electronics	computer	law	car	

6. HSBC, Credit Suisse, Wells Fargo _____
7. AstraZeneca, Pfizer, Bayer _____
8. Philips, Sony, Panasonic _____
9. Tata Motors, Toyota, Fiat _____
10. We are the biggest _____ manufacturer in the region; we make more chairs and tables than anyone else.
11. We think it's best to use a big _____ firm to help with the company finances.
12. Could you call the _____ agent and book two seats for this evening's concert?
13. We have always used the same _____ firm for legal advice; they are quite expensive, but very good.
14. I'm thinking of buying a new PC. Can you remember a good _____ dealer?
15. In this country, most people use an _____ agent to buy or sell a house.
16. That _____ manufacturer has a good contract with one of the big fashion stores.

17. After the fire in our office last year, the _____ company paid for our new equipment very quickly.
18. We usually compare prices from two or three _____ agents before we book flights and hotels.
19. Nowadays, _____ manufacturers produce vehicles which are not so bad for the environment.

Task 5 – Complete the text with the correct option

This is my department. We (1) _____ customer orders. Ahmed (2) _____ the team and he (3) _____ our work. Our department helps to (4) _____ our products. We tell customers about new products when we receive orders. I (5) _____ the financial side: invoices and payment. I _____ the invoices are correct and (7) _____ customers about problems with payment. The Logistics Department (8) _____ our work. They deliver the orders to the customers.

- | | |
|--------------------------|-----------------------|
| 1. a. develop | 5. a. deal with |
| b. deal with | b. contact |
| c. promote | c. develop |
| 2. a. is responsible for | 6. a. support |
| b. contacts | b. am responsible for |
| c. checks | c. check |
| 3. a. develops | 7. a. contact |
| b. promotes | b. promote |
| c. organizes | c. am responsible for |
| 4. a. develop | 8. a. checks |
| b. promote | b. supports |
| c. organize | c. develops |