

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.