



## Listening

- 6**  Listen to a conversation between a manager and an accountant. Choose the correct answers.

- 1 What is the dialogue mostly about?
  - A the effects of competition on setting prices
  - B reasons why the company must decrease prices
  - C the results of the holiday season price increases
  - D the causes of changes in sales revenue throughout the year
- 2 What caused an additional increase in sales revenue?
  - A a decrease in prices
  - B an increase in advertising
  - C an unusually busy holiday season
  - D a competitor going out of business

- 7**  Listen again and complete the conversation.

**Accountant:** Here's the sales report, Mr. Porter.

**Manager:** Ah, yes, thank you. Wow. Sales revenue really 1 \_\_\_\_\_ in April.

**Accountant:** Yes, it did. I'm 2 \_\_\_\_\_ why.

**Manager:** Well, it was 3 \_\_\_\_\_ a result of our price increases.

**Accountant:** That 4 \_\_\_\_\_. But why did sales increase so much from October to December?

**Manager:** Well, that's the holiday season.

**Accountant:** Yes, but I've never seen sales go 5 \_\_\_\_\_. What else caused it?

**Manager:** It's probably 6 \_\_\_\_\_ Mike's Toy Shop going out of business. They were major competition.