

## Listening

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

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