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.

LIVEWORKSHEETS