HỌC VIỆN TÀI CHÍNH **KIỂM TRA ĐÁNH GIÁ QUÁ TRÌNH**

(Đề thi gồm 03 trang) *Học phần: Tiếng Anh Nghe NóI 4 - Thời gian: 40 phút*

Họ và tên: .....

Lớp: ..... *SBD:* .....

SECTION A. LISTENING

Part 1: Questions 1-7

Listen to seven short recordings. For each question choose the correct answer (A, B or C). You will listen TWICE.

1. Which product had the biggest sales last year?
   A. shoes
   B. handbags
   C. belts

2. What is Julia going to do tomorrow?
   A. sign a contract
   B. present about new products
   C. go to the airport

3. Which date is the sales conference?
   A. 20 April
   B. 10 May
   C. 20 May

4. What do the speakers decide to do?
   A. expand the product range
   B. bring the products up-to-date
   C. design a new logo

5. Where has the market grown dramatically?
   A. Europe
   B. China
   C. North America

6. Who are the company's target customers?
   A. wealthy millennials
   B. professional women
   C. retired people

7. What is the company planning to invest in next year?
   A. staff
   B. new headquarters
   C. a factory

LIVEWORKSHEETS

Part 2: Questions 8 – 15

Listen to a part of a radio interview with Flavio Petrozzi about his export consultancy business. For each question, choose the correct answer (A, B or C). You will listen TWICE.

8. The export consultancy can
- A. help to set up new companies.
- B. improve management skills.
- C. help new and existing exporters.

9. Mr Petrozzi's consultants
- A. have a great deal of export experience.
- B. know a lot about being successful.
- C. like working in other countries.

10. Mr Petrozzi says that exporting for the first time can be
- A. exciting.
- B. scary.
- C. costly.

11. What is the first thing a consultant will look at?
- A. product research
- B. target markets
- C. costs and finances

12. Mr Petrozzi says planning
- A. is generally very expensive.
- B. succeeds if it is comprehensive.
- C. helps a company avoid errors.

13. What does Mr Petrozzi say about customers today?
- A. They want the sales offices and warehouses in their country.
- B. They need customer services in their own country.
- C. They expect to receive their orders quickly.

14. What does he say about export paperwork?
- A. The consultants will organize all that.
- B. Constant updating of systems is important.
- C. It costs a lot to get all the necessary documents.

15. What does he say to companies worried about the high price of their service?
- A. All companies must use consultancy services.
- B. Companies don't need help if they want to save money.
- C. First-time exporters can save both time and money.

LIVEWORKSHEETS

Part 3: Questions 16 – 20

Listen to five people talking about the problems they had when working abroad. For each person decide which problem they mention. Write A–H. Do not use any letter more than once. You will listen TWICE.

16. Speaker 1 - ……

17. Speaker 2 - ……

18. Speaker 3 - ……

19. Speaker 4 - ……

20. Speaker 5 - ……

A. The hot weather

B. The language barrier

C. The accommodation

D. The traditional food

E. The working environment

F. The working hours

G. The lack of free time

SECTION B. SPEAKING

Present about the following topic. Record your answer in about 3 minutes.

How do IT and telecommunications change the way people communicate?

THE END.

LIVEWORKSHEETS