KINGDOM OF BAHRAIN
Ministry of Education
Hamad Town Secondary Girls School

مملكة البحرين
وزارة التربية والتعليم
مدرسة مدينة حمد الثانوية للبنات

Name :	St. no.	Class:

Eng 215

Q1: Reading:

Read the following article carefully and answer the questions that follow accordingly:

Glasses Designer Looks East

1- Luxottica makes sunglasses. It is an Italian company and 85% of its function are in Italy. But less than 5% of Luxottica's sales are in its home country. Most of Luxottica's shops are in the USA. The company produces glasses for Chanel, Prada, Bulgari, and other companies selling luxury goods. It also owns Ray-Ban sunglasses, and about 15% of the group's sale are from Ray-Ban.

2- Luxottica's main competitor is Safilo, another Italian glasses manufacturer. The big difference between Luxottica and Safilo is that the Safilo has 50 shops and Luxottica has nearly 5,500 shops.

3- Luxottica started as a manufacturing company. Today, they make more money from retail than from manufacturing. They specialises in glasses that cost £50 or more. This market is ten times more profitable than the market in cheap glasses.

4- The company has two big challenges in the future. The first challenge is China. At the moment, Luxottica has 250 shops there. But the company wants to double the number of shops to 500. The second challenge is the next chairperson. The company's founder is 70-year-old Mr Del Vecchio. At the moment, he is the chairperson and he owns 70% of the company. It is a family company, but Mr Del Vecchio's four children don't work for Luxottica. A new chairperson could make changes that turn Luxottica from a family company into a multinational.

LIVEWORKSHEETS

A- State whether the following statements are true (✓) or false (x) according to the article. (5 marks)

✓ x 1- Luxottica sells products only in many countries.

✓ x 2- Luxottica manufactures most of its glasses in the USA.

✓ x 3- Luxottica also produces glasses for other companies.

✓ x 4- Luxottica makes more profit from manufacturing.

✓ x 5- Mr Del Vecchio's children work for the company.

B- Match the numbers 1-6 with the information they describe. Number 1 is done for you. (5 marks)

NUMBERS	INFORMATION	THE ANSWER
1- 70	The number of shops the company wants in china	
2- 5%	The minimum price of Luxottica's prices	
3- 15%	Mr Del Vecchio's age	1
4- £ 50	Group sales for Ray-Ban	
5- 500	Luxottica's manufacturing factories in Italy	
6- 85%	Luxottica's sales in Italy	

LIVEWORKSHEETS

Q2: listening:

1- Listen to a manager telephoning the human resources about vacancies in his department and decide whether the sentences are true or false·

1- The company will hire two staff for the job	T	F
2- The salary offered for the job is a maximum of 16,500	T	F
3- Telephone operators' annual leave is longer than the other staff	T	F
4- Thomas Blackman will be the line manager for the job	T	F
5- Applicants should contact the company through e-mail	T	F

2- Listen to a company marketing manager talking about their plans for promotion this summer and choose the best answer

1- The advertising space is booked in :

a- Gulf newspaper b- Daily newspaper c- Weekly newspaper

2- The new display color is :

a- yellow b- Green c- green and yellow

3- The free gifts now include :

a- Caps b- Umbrellas c- Caps and keychains

4- Day radio talk arranged on:

a- Tuesday b- Thursday c- Saturday

5- Venue for the dishwasher launch party is in :

a- Privet hall b- Public hall c- Public library

LIVEWORKSHEETS