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The recordings for the listening sections of these tests are on a separate *Test Master* CD-ROM, which is free with the *Market Leader Third Edition Pre-intermediate Teacher's Resource Book*. They are also on the *Market Leader* website at www.market-leader.net.

Entry test

LISTENING

A

1 Listen to a telephone conversation between Noemi Scrivener and Michio Yamada. Choose the best answer – a, b or c – to the questions. You will hear the conversation twice.

- 0 How does Noemi begin the conversation?
 - a) She asks Michio how he is.
 - b) She asks to speak to Michio.
 - c) She asks Michio who he is.
- 1 What did Noemi do earlier this week?
 - a) She e-mailed Michio some questions about the contract.
 - b) She posted the contract to Michio.
 - c) She spoke with Michio on the phone about the contract.
- 2 What does Michio say about the contract?
 - a) He received it earlier this week.
 - b) He received it this morning.
 - c) He received it yesterday.
- 3 What has Michio done with the contract?
 - a) He's signed it.
 - b) He's posted it back to Noemi.
 - c) He's copied it.
- 4 What's going to happen on 15th March?
 - a) Noemi is going to Japan.
 - b) Michio is going to Hungary.
 - c) Noemi will send a schedule to Michio.
- 5 How long will Michio stay in Hungary?
 - a) Three days
 - b) Three weeks
 - c) Three months

B

2 Listen to a conversation with Noemi, Michio and Maria Slater. Decide whether the statements are true or false. You will hear the conversation twice.

- 0 Michio has just arrived in Hungary. *True*
- 6 Noemi asks Michio about his journey.
- 7 This is the first time he has seen Noemi face-to-face.
- 8 Michio has met Maria before.
- 9 They're going to take a taxi to Michio's hotel.
- 10 Michio is ready for some rest.

Progress test 1 (Units 1–3)


LISTENING

3 Listen to a short speech by Henry Becker, CEO of Hendix Corporation. Choose the best word or phrase – a, b or c – to complete the sentences. You will hear the speech twice.


- 1 Mr Becker is talking to
a) new employees b) new customers c) regional managers
- 2 He begins the speech by
a) apologising
b) explaining the day's schedule
c) saying what he's going to talk about
- 3 He congratulates the audience because they have
a) won an award b) been successful c) got a pay increase
- 4 He says that he expects employees to
a) always arrive on time
b) improve the company
c) work hard
- 5 'Honesty, quality and innovation' is the company's
a) motto
b) latest advertising slogan
c) mission statement
- 6 He says that he expects employees to
a) make a profit b) be highly competitive c) be fair
- 7 He says that the company is known for its
a) good products b) low prices c) quick delivery
- 8 The company innovation.
a) wants to avoid b) encourages c) won't reward
- 9 Becker says that Hendix is a
a) multinational giant
b) strong competitor
c) good employer
- 10 He says that Hendix gives workers the right to produce quality work.
a) equipment and training
b) management structure
c) bonus system
- 11 Hendix helps its employees choose the right direction in their
a) personal life b) working life c) further education
- 12 Becker says that employees' ideas are
a) valuable b) expensive c) unusual

Exit test (General review)

LISTENING

A  **8 Listen to Claudia, Max and Paul talking about training. Complete the information. You will hear the conversation twice.**

- Training budget:¹
- First type of training suggested:²
- Second type of training suggested:³
- First possible schedule mentioned:⁴ intensive course
- Second possible schedule mentioned:⁵ per week, over several weeks

B  **9 Listen to the conversation again. Decide if the sentences are true or false. You will hear the conversation twice.**

- 6 Max argues in favour of management training.
- 7 Paul complains that the training budget is too small.
- 8 There isn't enough money for both types of training this year.
- 9 They decide that they will offer one type of training this year.
- 10 No one likes the idea of the Mondays-only schedule.

VOCABULARY

A **Choose the best words to complete the text.**

Tania has just graduated from university and she's about to start climbing the career (path / ladder)¹¹. Her degree is in accountancy. Last week, she had an interview for an entry-level accounting job in the (head office / warehouse)¹² of a multinational pharmaceuticals company. The company is a manufacturer and (retailer / wholesaler)¹³, which means it sells its products to distributors who then sell them on to shops. The company has expanded quickly since its researchers (made / met)¹⁴ a breakthrough and created an effective new treatment for cancer.

She's also had an interview with an advertising (campaign / agency)¹⁵. That company is much smaller than the pharmaceutical giant and the job would have more responsibility for preparing (budgets / deadlines)¹⁶ and managing company finances.

Tania always wanted to work in some kind of business environment, but work-life (quality / balance)¹⁷ is important to her. That's why she chose to study accountancy. Also, the (unemployment rate / balance of trade)¹⁸ is high in her country, which means jobs are hard to find. An advisor at her university said that even in hard times, businesses need accountants.