

Part 3

You will hear a programme in which Rachel and Ian White talk about their office supplies company.

For questions 16–20, choose the answer (A, B, C or D) which fits best according to what you hear.

- 16 How did the members of the Brisbane Business Network help Rachel and Ian?
- A by suggesting possible sources of funding
 - B by giving them an idea of what was possible
 - C by advising them against expanding too fast
 - D by supporting them when they felt like giving up
- 17 What do Rachel and Ian say about choosing a website design company?
- A Look at other websites they have made.
 - B Find out what qualifications and awards they have.
 - C Check that you can contact them later if you need to.
 - D Make sure they are already familiar with your type of business.
- 18 With regard to marketing, they recommend
- A choosing techniques that require little time.
 - B checking that the database is regularly updated.
 - C making frequent visits to inform clients of developments.
 - D trying to build up a personal relationship with the client base.
- 19 When they asked for help with budgeting, they were relieved to find that
- A their business was improving.
 - B they were doing better than their competitors.
 - C their accounts were becoming more accurate.
 - D their targets were appropriate.
- 20 Rachel and Ian found it useful to teach others about business plans because
- A it reminded them of things they had forgotten.
 - B they got new ideas and insight from the students.
 - C it helped clarify things they had not understood before.
 - D they realised how much they had learned over the years.

Part 4

You will hear five short extracts in which university students are talking about a work placement that they did.

TASK ONE

For questions **21–25**, choose from the list (**A–H**) how each speaker found their work placement.

- A** through a family member
- B** on an academic website
- C** through a chance meeting
- D** on the Internet
- E** at a university job fair
- F** from a classmate's recommendation
- G** through a contact in the sector
- H** in a trade journal

Speaker 1 21

Speaker 2 22

Speaker 3 23

Speaker 4 24

Speaker 5 25

TASK TWO

For questions **26–30**, choose from the list (**A–H**) what each speaker found most useful during the work placement.

- A** getting to know colleagues
- B** receiving feedback
- C** doing work-based research
- D** having to meet targets
- E** getting used to a fixed routine
- F** sharing opinions of proposals
- G** putting theories into practice
- H** being involved in basic procedures

Speaker 1 26

Speaker 2 27

Speaker 3 28

Speaker 4 29

Speaker 5 30

While you listen, you must complete both tasks.