

Part 3

You will hear part of a programme in which Amanda and Peter, two founders of a fruit juice company called Topfruit, talk about their business.

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

- 16** What opinion is expressed about the way Topfruit was set up?
- A** It is surprising that it worked out so smoothly.
 - B** Working with friends certainly saved time and energy.
 - C** Having a single founder would have made the launch simpler.
 - D** Since the founders had such similar views it was hard to allocate roles.
- 17** What is the positive culture of the company mainly attributed to?
- A** guaranteed salary increases
 - B** the nature of the product that is being sold
 - C** strict adherence to staff monitoring procedures
 - D** certain criteria in the recruitment process
- 18** How do both founders feel about running their company now?
- A** They are fed up with dealing with daily problems.
 - B** They feel anxious about whether its success will continue.
 - C** They enjoy the challenges they face in their work.
 - D** They feel pleased that they have acquired a good grasp of business.
- 19** When describing past mistakes in staffing, Amanda reveals
- A** her belief that good qualifications are the key factor.
 - B** her acceptance that it is vital to admit failures early on.
 - C** her trust that improvements can be made to the process.
 - D** her fear that senior appointments are impossible to get right.
- 20** What gives Topfruit an advantage over its larger competitors?
- A** The emphasis on ingredients which fit market trends.
 - B** The product research based on scientific models.
 - C** The clarity of the labelling.
 - D** The extremely sophisticated advertising.

Part 4

You will hear five short extracts in which some sportspeople are talking about their sporting successes.

TASK ONE

For questions 21–25, choose from the list (A–H) what each speaker regards as the key to winning in sport.

- A stamina
- B a competitive training environment
- C team spirit
- D a natural ability
- E attention to detail
- F anticipation
- G taking advantage of luck
- H intimidation

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 sees their coach as.

- A a risk taker
- B a role model
- C a resource
- D a pioneer
- E a motivator
- F a traditionalist
- G a disciplinarian
- H a facilitator

Speaker 1 26

Speaker 2 27

Speaker 3 28

Speaker 4 29

Speaker 5 30

While you listen, you must complete both tasks.