

BEC V LISTENING

ANSWER KEY

PART ONE

- 1 Successful Selling**
- 2 Central Hotel**
- 3 Profit Margins**
- 4 40 pounds**
- 5 laser printer**
- 6 despatch company**
- 7 a cable**
- 8 discount**
- 9 plant manager**
- 10 business administration**
- 11 flexible**
- 12 negotiable**

PART TWO

- 13 missing a presentation**
- 14 taking the wrong documents**
- 15 forgetting to make a phone call**
- 16 arriving late for a meeting**
- 17 misunderstanding a message**
- 18 making a recommendation**
- 19 giving instructions**
- 20 requesting information**
- 21 requesting advice**
- 22 confirming information**

PART THREE

- 23 innovative retail business**
- 24 tested samples**
- 25 slowed slightly in rate of growth**
- 26 try out shop floor jobs**
- 27 attracted by what company offered**
- 28 insufficient incentives**
- 29 increase public demand**
- 30 frozen food market**