

SECTION 1 Questions 1–10

Questions 1–5

Circle the correct letter A–C.

EXAMPLE

Andrea is feeling happy because...

- A she's seen Harry.
- B she's finished her exams.
- C she can sleep in.

[1] What is Harry's problem?

- A He doesn't want to sell his things.
- B He needs to decide what to do with his possessions.
- C He wants to take everything to England.

[2] Which of the items below does Harry want to sell?



A



B



C

[3] Where is Harry going to advertise his books for sale?

- A In the university bookshop.
- B In the student newspaper.
- C In the economics department.

[4] Andrea thinks it is unlikely students will buy the furniture because...

- A they're all doing the same thing.
- B they live at home.
- C it's the summer vacation.

[5] Andrea thinks that a second hand shop...

- A may not pay well.
- B may not take your goods.
- C may only take free goods.

Questions 6–10

Complete Harry's notes using **NO MORE THAN TWO WORDS**.

THINGS TO DO:

- [6] furniture etc in Trading Post.
- [7] or sell kitchen things.
- Get [8] first from second hand shop.
- Give clothes to [9] shop.
- [10] fridge and microwave to Andrea.

SECTION 2 Questions 11–20

Complete the Fitness Centre brochure using **NO MORE THAN TWO WORDS**.

Sevenoaks

HEALTH & FITNESS CENTRE

Located conveniently at the [11] of Marion Street and Giles Street.

WE ARE OPEN FOR YOU

Monday – Friday [12] am to 9.30 pm

Saturday 9.00 am to 4.00 pm

Sunday 9.00 am to [13] pm

WET AREA

Aqua aerobic [14]for all ages and levels.

[15]lessons on weekday afternoons and weekend mornings.

SUPER CIRCUIT CLASSES

A cardio workout class that is easy to [16]

AEROBIC & STEP CLASSES

Aerobics room holds over 55 participants.

LARGE WELL-EQUIPPED GYM

Have a personal fitness assessment & individual [17] to suit you.

CARDIO-VASCULAR ROOM

Use the treadmills, bikes and steppers to burn fat, increase fitness, warm up.

Watch your favourite [18] while you exercise.

TWO FOR ONE SPECIAL MEMBERSHIP PLUS [19] TRIAL OFFER

ONLY \$110 each for a whole [20] months! Get ready for summer.

HURRY, OFFER ENDS SOON!

SECTION 3 Questions 21–30

Questions 21–25

Complete the notes below using **ONE WORD ONLY**.

THE CANADIAN FOOD MARKET

- Understanding subtle [21] between the Canadian and United States food sectors is important for successful food marketing
- Canada has many different ethnic groups: eg Toronto has large [22] and Asian populations
- Growth of ethnic specialities of Mediterranean, Caribbean, South East Asian and [23] foods
- Therefore supermarkets now offering new [24] to prepare these foods, e.g. condiments and sauces
- 80% of Canadian market controlled by 8 major national chains
- Seminar to compare Canadian food trends with [25] and UK

Questions 26–30

Complete the table below. Write **ONE WORD OR A NUMBER** for each answer.

THE CANADIAN RETAIL FOOD SECTOR	
TREND	COMMENTS
INTEREST IN HEALTHY FOOD	<ul style="list-style-type: none">• Salads are the third most commonly eaten food in Canadian [26]• Most shoppers check [27] and nutritional information
NEW WAY OF LABELLING MEAT	<ul style="list-style-type: none">• Labelled according to [28] technique eg simmering steak
'MOBILE MEALS'	<ul style="list-style-type: none">• More meals eaten away from home• [29] increase in sales of snacks projected over next 3 years• Growth in [30] snacks such as muesli bars

SECTION 4 Questions 31–40

Complete the lecture notes using **NO MORE THAN THREE WORDS** for each answer.

PUBLIC SPEAKING

Public speaking means speaking to [31] people

Lack of confidence usually due to [32]

A. PLANNING

First part of public speaking is [33]

This includes: [34] and length of talk

Make speech notes on small cards to talk from

[35] with the audience (very important)

B. VOICE

Speak slowly – this gives time for pronunciation and is easier for audience

– bigger audience requires [36] speech

Project your voice – rehearse and [37]

Check intonation: varied tone and rhythm gives [38]

C. BODY LANGUAGE

Lastly, think about your [39] and gestures

Show confidence by: head up, chin out, shoulders back

Avoid scratching and fiddling because this [40]
and irritates your audience