

Part II - The Discussion

In this part of the test, you should take notes in the rough-work space provided while you listen to the discussion. At the end of the tape, you will have ten minutes to complete Part II. This consists of a table followed by some questions. You will now have two minutes to study Part II.

Now we are going back to the meeting. You will hear a discussion of points in favour of exhibiting in Beijing or in Shanghai. Remember, while you are listening, you should take notes in the rough-work space provided.

You will only hear the recording once.

Part II - Table

Points in Favour of Exhibiting in Beijing or Shanghai

(You need not write in complete sentences.)

(18 marks)

1. Explain the four main reasons why your company would prefer Shanghai.
(a) _____ _____
(b) _____ _____
(c) _____ _____
(d) _____ _____

2. Explain the five main reasons why your company would prefer Beijing.
(a) _____ _____
(b) _____ _____
(c) _____ _____
(d) _____ _____
(e) _____ _____

Part II - Question

Circle the **best** answer. (*Do not circle more than one answer for each question.*) (4 marks)

1. Mrs Palmer wanted your company to exhibit in Beijing because

 - A. she believed Shanghai was a poor site.
 - B. your company would make more money in Beijing.
 - C. the chairman of your company favoured Beijing.
 - D. her company was organising the Beijing Exhibition.

2. Sarah Lee was

 - A. in favour of Beijing.
 - B. in favour of Shanghai.
 - C. neutral.

3. In presenting her position, Mrs Palmer

 - A. argued her case strongly.
 - B. was rude and aggressive.
 - C. was completely factual.
 - D. saw the other side's argument.

4. How would you describe the meeting as a whole?

 - A. unproductive
 - B. decisive
 - C. business-like
 - D. bad-tempered