

KITEX Kereskedelmi Szaknyelvi Vizsga

TASK SHEET

LISTENING

Welcome to the Listening Test of the KITEX Language Examination.

- The test consists of three tasks.
- Each task will begin with the instructions. You can hear the instructions on the tape and also read them on your Task Sheet.
- During the test you can take notes on the Task Sheet.
- Write your **final answers** on the **Answer Sheet** in **blue ink**.
- **Only answers on the Answer Sheet will be accepted.**
- **Corrected answers will not be accepted.**
- You must not use a dictionary.

Good luck!

Task 1

- In this task you will have to decide if the statements are true or false.
 - After the instructions you will have 1 minute to read the statements.
 - Then you will hear the text twice. Between the two listenings there will be a one minute long silent period.
 - After the second listening you will have 2 minutes to finalise and mark your answers with an X in the answer box on the separate Answer Sheet.
 - There is one *example (0)* at the beginning.
-

GAP INC. LAUNCHES SWEATSHOP ENQUIRY

You are going to listen to a news item about a clothing retailer chain.

- 0 *Gap employs children in some of its shops.*
- 1 Gap has stopped buying products from an Indian supplier.
- 2 The president of Gap said that their subcontractor was not to blame.
- 3 It is reported that the children in an Indian factory are treated badly.
- 4 Gap says they will not sell the products produced by child labour.
- 5 Gap president Hansen says Gap needs a new approach to such situations.
- 6 Gap employs 90 people worldwide to ensure high product quality.

Use the separate Answer Sheet!

Score: 6 points

Task 2

- In this task you will have to choose the correct answer (A, B, or C).
 - After the instructions you will have 1 minute to read the questions.
 - Then you will hear the text twice. Between the two listenings there will be a one minute long silent period.
 - After the second listening you will have 2 minutes to finalise and mark your answers with an X in the answer box on the separate Answer Sheet.
 - There is one *example (0)* at the beginning.
-

JEFF'S DOCUMENTARY

You are going to listen to a conversation about a film.

- 0 Debbie asks Jeff how he ___ his film.
A makes
B sells
C advertises
- 1 Before making his film, Jeff had ___
A not sold it.
B signed a contract with a distributor.
C sold another documentary.
- 2 Selling the documentary involves ___
A advertising it on TV.
B talking to several potential buyers.
C employing professional salesmen.
- 3 For selling a film it's important to ___
A know the right people.
B travel to foreign countries.
C know everybody in a television studio.
- 4 The documentary was financed by ___
A some sponsors in India.
B him only.
C him and his co-makers.
- 5 The documentary was financed with ___
A credit only.
B savings only.
C two different methods.
- 6 Jeff thinks they ___ be able to get their money back.
A will
B will not
C might not

Use the separate Answer Sheet!

Score: 6 points

Task 3

- In this task you will have to answer the questions in English in a maximum of FOUR words.
 - After the instructions you will have 1 minute to read the questions.
 - Then you will hear the text twice. Between the two listenings there will be a one minute long silent period.
 - After the second listening you will have 2 minutes to finalise and write your answers in the answer box on the separate Answer Sheet.
 - There is one *example (0)* at the beginning.
-

THE WORLD'S COSTLIEST CITIES

You are going to listen to a news item about the results of a survey.

- 0 *What kind of firm is Mercer?*
- 1 Which are the world's two most expensive cities?
- 2 Where did Mercer collect data for its survey?
- 3 Who is Mercer's information useful for?
- 4 What has changed the order of cities lately?
- 5 What place did London have in the ranking of the cities a year ago?
- 6 What are apartments like in Johannesburg?

Use the separate Answer Sheet!

Score: 6 points

Vizsgáló neve: _____

Édesanya leánykori neve: _____

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**ANSWER SHEET
LISTENING**
Answer box 1: Gap Inc. launches sweatshop enquiry

	0	1	2	3	4	5	6
TRUE							
FALSE	X						

Score:

	6
--	---

Answer box 2: Jeff's documentary

	0	1	2	3	4	5	6
A							
B	X						
C							

Score:

	6
--	---

Answer box 3: The world's costliest cities

0	<i>human resources consultancy</i>
1
2
3
4
5
6

Score:

	6
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KEY - LISTENING

TAPESCRIPPTS

Task 1

GAP INC. LAUNCHES SWEATSHOP ENQUIRY

You are going to listen to a news item about a clothing retailer chain.

A major international clothing chain has launched an enquiry into claims that its suppliers are using child labour. Gap Inc., which sells its branded clothes worldwide, is meeting with suppliers to investigate allegations of children being used in sweatshops. The company has already terminated a contract with one Indian factory. Gap president Marka Hansen told reporters: "It's deeply, deeply disturbing to all of us. I feel violated and I feel very upset and angry with the subcontractor who made this very, very, very unwise decision." Gap said it will not sell the garments made in this factory in its stores. There are fears that some of the abused children are as young as ten. Reports are that the children work 16 hours a day, often without pay. Factory bosses supposedly beat them with rubber pipes and put oily cloths in their mouths when they cry.

The chain has 3,000 shops across the globe and is keen to keep its image clean. Senior executive Dan Henkle said: "Our team in India is conducting a full investigation and we have already made sure the products will never be sold. Although violations of our strict prohibition on child labour are extremely rare, we are calling for an urgent meeting with all suppliers in this region to reinforce this policy." Hansen, meanwhile, wanted the world to know she was taking the matter seriously. She told CNN: "Gap has a history of addressing challenges like this head-on, and our approach to this situation will be no exception." She added: "In 2006, Gap ceased business with 23 factories due to Code of Vendor Conduct violations. We have 90 people located around the world whose job it is to ensure compliance with our code."

Task 2

Jeff's documentary

You are going to listen to a conversation about a film.

Debbie: OK, now Jeff, you've been talking about your documentary. Can you talk about how you actually pitch your documentary? How do you get it out there so people can see it on, on television?

Jeff: Because, like I said before, it's independent so we have no one distributing this for us, or we didn't sell this before we shot the documentary which is usually the regular process, so it just requires straight salesmanship, going door-to-door, talking to different channels and stations and seeing if they're interested, really trying to be convincing and, and making them think that this is something that the audience really wants. Just door-to-door.

Debbie: OK, so let's say you go into a television studio and you have your documentary on hand, what do you say? Like, how do you get someone to even look at it?

Jeff: Yeah, that's very difficult. Usually in this world, a good saying is everything is who you know, and without having a foot in the door somehow, you're usually rejected, so the good thing is that I do know a few people in a few different countries so I can usually get a connection somehow who works in a studio or in the television station somewhere and then they're recommended, we're recommended to them by our friend, so usually it's a foot in the door or someone else.

Debbie: OK, and actually, let's talk about money. Like how did you actually pay for this, this documentary? I mean, did you put it on credit cards or what?

Jeff: Well, doing a documentary is very expensive, very very expensive, and luckily there's three of us, three brothers who did this so we split, split the costs and one of the reasons we chose India is because it's one of the cheapest places in the world, which allowed us a little bit of mobility to stay as long as we did, and film as long as we did because everything is so cheap there so. And then yeah, we just put it on credit cards. And all our savings. Spent all our savings on this documentary.

Debbie: So for a filmmaker, or documentary person out there, how do you get your money back?

Jeff: Getting your money back is not easy. Getting a portion of your money back is not easy. If you're lucky, if it's a good documentary and it's a good idea and it's something the, an audience wants, then you, you can sell it. You can manage to sell it, but it's, it's a gamble. It's a gamble. It's like everything else. You might sell it or you might not, so if you do sell it you get your money back, if you don't, it's a loss so you have to be prepared for that.

Debbie: Well, I hope you strike it rich, Jeff. Good luck.

Task 3

The world's costliest cities

You are going to listen to a news item about the results of a survey.

Thinking of moving to another world capital? A new report compiled by the human resources consultancy Mercer suggests you need to think carefully about how costly it is in other parts of the world. Surprisingly, Mercer ranks Moscow as the world's costliest city, with London a close second. This is bad news for students wanting to study in the Russian and English capitals. Mercer gathers information on 143 cities around the globe. Its annual survey measures and compares the costs of more than 200 items, including rent, transportation, food, clothes, household goods and entertainment. This data is invaluable for companies wishing to open offices in far-off lands. A Mercer spokeswoman said: "As companies continue to send employees on expatriate assignments, they must closely monitor changes in the cost of living."

A major theme of the latest survey is how currency movements have changed the rankings of different cities. Mercer stated: "There have been some significant changes in the rankings since last year... These are primarily due to exchange rate fluctuations – in particular the weakening of the U.S. dollar and the strengthening of the euro." Last year, London was ranked fifth, but due to a weak dollar, it has risen three places. Seoul was the third-placed city, followed by Tokyo and Hong Kong, both down a place from last year. Asuncion, the capital of Paraguay was the cheapest city for expats for the fifth year in a row. The world's most expensive apartments are in Tokyo and the most affordable are in Johannesburg. The dearest fast food is in Copenhagen. Zimbabwe's Harare dropped off the list this year due to its rates of hyperinflation.

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KEY - LISTENING

Answer box 1: Gap Inc. launches sweatshop enquiry

	0	1	2	3	4	5	6
TRUE		X		X	X		
FALSE	X		X			X	X

Score: 6 points

Answer box 2: Jeff's documentary

	0	1	2	3	4	5	6
A		X		X			
B	X		X				
C					X	X	X

Score: 6 points

Answer box 3: The world's costliest cities

Jó a válasz, ha tartalmilag helyes (a vizsgázó megértette a szöveg vonatkozó részét), és a kérdésre válaszol.

Nyelvtani és helyesírási hibákért nem vonunk le pontot, ha a válasz érthető és egyértelmű.

0 human resources consultancy

- 1 Moscow, London / Russian and English capitals (*csak akkor jó a válasz, ha pont ezt a 2 várost írta*)
- 2 (in) 143 cities / (in) over/more than 100 cities / (in) cities around the world/globe (*'in cities' – kevés*)
- 3 companies (sending employees abroad) / companies to open offices
- 4 currency movements / exchange rates fluctuations / changes in exchange rates / the dollar's weakening / the euro's strengthening (*bármelyik elfogadható*)
- 5 (It was) (the) fifth/(number) five
- 6 affordable / (very) cheap / most affordable / cheapest

Rossz a válasz, ha tartalmilag részben vagy teljesen helytelen és/vagy hiányos és/vagy nem a kérdésre válaszol, vagy a helyes válasz mellett irreleváns dolgot is tartalmaz. Részben jó válasz esetén NEM adható fél pont.

Példák rossz válasza:

- 2 *in the whole world / *all around the world / *in cities -- mert kevés
- 3 *companies and employees
- 4 *cost of living

Score: 6 points

Beszédkésztség

Bevezető beszélgetés (nem értékelt rész)

Good morning/afternoon. Please take a seat. My name's.... My colleague is just going to listen. What's your name?

Can I see your identity card?

Thank you. Could you sign this next to your name, please?

Thank you. Could you please read this to see if everything's correct? If not, please correct it and then sign it on the line in the middle of the page.

Good, thank you.

Did you have to wait long? /Did you have to travel long to get here?/

And how are you?

(A vizsgát innentől kezdve értékeljük!)

1. Irányított párbeszéd (4-5 perc)

Well, let's start the exam now. First, I'm going to ask you a few questions. If you can't understand me, I can repeat the question once.

(A vizsgázó a vizsgáztató kérdéseire válaszol, gondolkodási idő nélkül. A kérdések száma függ a válaszok hosszúságától, de legalább 4 kérdés hangzik el, legalább 3 témakört érintve.)

How are your weekends different from your weekdays?

How did you celebrate your last birthday?

I see. Let's talk about something else.

How important are books in your life?

Could you tell me about something you've read lately?

I see. Let's move on to another topic.

Do you ever use English outside your English lessons? How? /Why not?

OK. Thank you.

Let's move on to the second task.

2. Szituációs párbeszéd (kb. 6-7 perc)

You will have to act out a situation with me. Could you draw two cards, please?

Look at the titles and choose the situation you would like to act out.

What number is it?

OK. Here's your situation. You have a minute to read it and think about what you want to say.

OK. Let's start then.

22 LAUNCHING A SOUVENIR SHOP

Candidate's card

You are the Financial Manager of a shopping mall in a Hungarian town.
The examiner is a foreign investor.

You are meeting a foreign investor who is thinking of opening a branch of a souvenir shop chain in your shopping mall.

- Introduce yourself and your mall.
- Ask about the shop your business partner would like to open.
- Mention the advantages of the location of the shops which are available for rent.
- Give details of fees to be paid.
- Encourage your partner to open his/her shop in your mall. Give reasons.

The examiner will start the conversation.

Now, let's move on to the third task.

3. Leíró szövegalkotás (kb. 5-6 perc)

Please draw two pictures. Choose the picture you would like to talk about on your own and from a professional point of view.

What number is it?

Right, now you have half a minute to think about what you want to say.

OK, you can start now.

(A vizsgázó önállóan beszél a képről, a vizsgáztató figyel és nem szól közbe.)

K/22
The sale of food



(Miután a vizsgázó befejezte az önálló témakifejtést, a vizsgáztató legalább 1, legfeljebb 5 kérdést tesz fel a képpel, illetve a témával kapcsolatban. A kérdések száma attól függ, hogy miről nem beszélt még a vizsgázó, illetve mennyi idő áll még rendelkezésre.)

How are such products usually displayed in a shop?

What hygienic and other regulations have to be kept in such shops?

How can the products in the picture be promoted?

**That's enough, thank you. And that's the end of the test. Thank you very much.
Goodbye.**