

UNIT TEST 8

SECTION A: GRAMMAR

1 Match the sentence halves.

- 1 The meeting had already begun _____
 - 2 By the time the meeting was over, _____
 - 3 Production at the factory stopped _____
 - 4 By the time the fire engine arrived, _____
 - 5 While I was working in Brazil, _____
 - 6 The company had already lost most of its workforce _____
- a a lot of equipment had already been damaged.
 - b the boss emailed me about my promotion.
 - c by the time it went bankrupt.
 - d when I arrived.
 - e while the engineers were installing new equipment.
 - f we had all agreed on the new strategy.

___/6

2 Complete the article with the correct form of the verbs in brackets.

The birth of photographic film

George Eastman (1854–1932) was the founder of Eastman Kodak. He did not do well at school and by the time he was 14, he ¹ _____ (already / get) a job due to the death of his father. His father ² _____ (establish) a commercial college in the early 1840s, but he fell ill and ³ _____ (die) in 1862, while George ⁴ _____ (still / study) at school. Unfortunately, the college then ⁵ _____ (fail), leaving George's family without any money. George went to work for an insurance company. He ⁶ _____ (buy) his first camera when he was 24 and he ⁷ _____ (become) fascinated by the large piece of equipment he ⁸ _____ (acquire). By 1880 he ⁹ _____ (invent) a dry plate formula and developed a machine for preparing large numbers of plates. This was the birth of photographic film.

___/9

SECTION B: VOCABULARY

3 Write the words for the definitions. The first letter of each word is given.

- 1 one of the owners of a business: p _____
- 2 someone who starts their own business: e _____
- 3 a company that sells directly to the public: r _____
- 4 a business that provides goods or services for other businesses: s _____
- 5 a firm that buys large amounts of goods from producers and sells to other firms: w _____

___/5

4 Complete the conversation with the words in the box. You don't need all the words.

community reduce staff wages profits running doing recruit launching competitors prices setting range

- A: We need to look at ways of ¹ _____ the company more effectively. As you know, we value our ² _____ very highly.
- B: Well, that may be true, but they don't always feel valued, especially as their ³ _____ are considerably lower than those of our ⁴ _____.
- A: Really? I thought we were paying them well.
- B: We were, but now we're too focused on making bigger ⁵ _____.
- A: But we agreed we couldn't charge higher ⁶ _____ for our products.
- B: Exactly. So, it's the employees who have suffered. I think we need to ⁷ _____ production costs. I've been ⁸ _____ quite a bit of research and I believe we could negotiate a better deal for our raw materials, which would cut costs significantly.
- A: What about ⁹ _____ up an overseas factory?
- B: I don't believe that's the answer at this stage. We need to invest in our local ¹⁰ _____ and provide jobs for people around here.

___/10

SECTION C: INTEGRATED SKILLS

5 Choose the correct words to complete the conversation.

- A: Hi, Bruno. I'd like to ¹ *place / do / have* an order for the chairs we saw last week.
 B: How many would you like?
 A: As this is the first order, we're ² *considering / looking / sorting* buying about 200, providing you can deliver them within the week.
 B: Oh, I'm ³ *afraid / scared / apologise* that might be a bit of a problem. We've only got 150 in stock.
 A: What if we pay earlier? Could you do it then?
 B: Do you mean payment when you receive the goods?
 A: No, I meant after 30 days instead of 60. How do you ⁴ *seem / sound / feel* about that?
 B: I don't think we could wait that long. Would 14 days be acceptable?
 A: That ⁵ *feels / hears / sounds* fine. Thanks, Bruno.

/5

6 Read the sentences and replace the phrases in italics with formal (F), neutral (N) or informal (I) phrases.

- 1 Thank you *for your letter* enquiring about job vacancies.
 (F) With _____,
 I would like to thank you for enquiring about job vacancies.
 2 *Sorry, but* your application for the job as project manager has been unsuccessful.
 (F) _____
 that your application for the job as project manager has been unsuccessful.
 3 *I would like to apologise for missing* the meeting.
 (I) _____
 missed the meeting.
 4 *I look forward to* meeting you next week.
 (N) _____
 meeting you next week.
 5 Call me if you have any questions.
 (F) If _____
 to contact me.

/5

Total: /40