

Lösungen

Bewertungen

Name: _____

Vorname: _____

Kandidatennummer: _____

Datum der Prüfung: _____

Punkte (von max. 20): _____

Erlaubte Hilfsmittel

Keine

Spielzeit

Die Spielzeit der Tonspur beträgt etwa 20 Minuten.

Hinweise für die Kandidaten und Kandidatinnen

Sie haben drei verschiedene Aufgaben zu lösen. Lesen Sie vor dem Hören, was Sie genau tun müssen.

Maximale Punktzahlen

Aufgabe A: 8 Punkte / Aufgabe B: 5 Punkte / Aufgabe C: 7 Punkte

Hinweise für die Prüfungsleitung

Die Prüfung Hörverstehen wird auf einer CD geliefert. Für einwandfreies Abspielen ist die Prüfungsleitung verantwortlich. Alle vorgesehenen Pausen und Wiederholungen sind bereits auf der CD. Die CD weder anhalten noch neu starten. Das Ende der Prüfung wird auf der CD angekündigt. Vor Beginn des Abspielens müssen die Aufgabenbogen verteilt sein.

Die Experten:

Wichtig: In diesem Hörverstehen hören Sie die Aufgaben A bis C je **zweimal**.

Task A (8 points) (one point for each correct answer)

1

Listen to the announcements at an airport.
Fill in the missing information in the notes.

Destination		<i>New York</i>
Flight number to New York	1)	<i>BA 976</i>
What is happening at gate 6?	2)	<i>boarding</i>
Passengers to Rome have to	3)	<i>go to gate 14 immediately</i>
Where is the airport information desk?	4)	<i>on the first floor</i>

2

Listen to the recorded order on a company's answerphone.
Fill in the missing information in the notes.

Caller's name	(5)	<i>Jim O'Sullivan</i>
Title of books ordered	6)	<i>Modern IT</i>
Books are needed by	7)	<i>30 August</i>
Address of Hastings Technical College	8)	<i>124 Pevensey</i> Road <i>Hastings TN34 6RL</i>

Task B (5 points) (one point for each correct mark)

You are going to listen to Ms Miller making a reservation for a conference room. For each question mark the best answer (A, B or C). **Tick one answer only.** You now have 30 seconds to look at the task.

1. The conference lasts
A 2 days.
B 2½ days.
C 9 days.
2. The yellow room
A would seat all the participants.
B wouldn't offer enough seats.
C has a view of the lake.
3. For two days two projectors cost
A £25.
B £30.
C £50.
4. The hotel
A doesn't provide any printers.
B rents its printers from a computer store.
C has printers.
5. Participants of the conference can have
A coffee any time they like.
B orange juice during the breaks.
C fruit in the afternoon break only.

Task C (7 points) (one point for each correct answer)

Anne and Patrick are discussing what the price should be for a new product. Listen to the conversation and answer the questions. **Please use keywords.** You now have 30 seconds to look at the task.

1 What new products are they discussing?	<i>desks and chairs / furniture for children</i>
2 What does Pat want to base the price on?	<i>the cost of production</i>
3 What is Pat worried about?	<i>that they won't sell / that the price is too high</i>
4 What is Anne mainly worried about?	<i>(charging) a fair price (for the quality of the product)</i>
5 What does the new mechanism do?	<i>changes the height (of the desk and chair)</i>
6 How does this mechanism save parents money?	<i>don't need to buy new furniture as the children grow</i>
7 How much more than other companies do they intend to charge?	<i>8 to 10% (more than other companies)</i>

Task A

1. British Airways passengers for flight BA 976 to New York please proceed to gate no. 6. Flight BA 976 now boarding from gate no. 6. This is the last call for passengers on Alitalia flight AI 204 to Rome. Passengers for flight AI 204 please proceed immediately to gate 14 as this gate is closing now. Would Mrs Eva Summer recently arrived from Vancouver please go to the information desk. Mrs Eva Summer please contact information on the 1st floor.
2. Good afternoon. This is Jim O'Sullivan, that's capital O-apostrophe-capital S-U-double-L-I-V-A-N, of Hastings Technical College. I'd like to place an order for 25 copies of the book Modern IT by John McDonald. Make sure we get them by the beginning of next term, that is 30th August. Please send them to Hastings Technical College, 124 Pevensy Road, that's capital P-e-v-e-n-s-e-y Road, Hastings TN34 6RL.

Task B

- R Regent Hotel. Good morning. How can I help you?
- C Good morning. This is Susan Miller of Organic Food Supplies. I'd like to make a reservation for a conference room.
- R Certainly. When would you like to come?
- C The conference starts on 7 October in the morning, and it finishes on 9th October after lunch.
- R How many people will be attending?
- C There will be between 28 and 32 people.
- R Well, then. We have our yellow room, which seats up to 36 people, or if you'd like a bit more space I could recommend our blue room, which is designed for about 50 people.
- C How much do these rooms cost?
- R The smaller one is £120 per day, the bigger one is £40 more but it's really good value for money since it's a very nice room with a view of the lake. And of course with the extra space you have more options.
- C That's true. What about the technical facilities?
- R There is an OHP in each of them as well as two white boards. And if you need more we can provide them at no extra charge.
- C Do the rooms have a projector and internet access?
- R All our rooms have internet access and a number of sockets to plug in personal laptops. We didn't build in beamers so as to remain more flexible with the set up of the rooms, but of course we can provide you with one or more beamers at a small extra charge.
- C That's fine. I think we need two. How much would you ask for them?
- R We charge £15 a day for one and £25 for two.
- C Could we also have a printer, or do we have to bring our own?
- R That depends on your requirements. We can offer you laser printers as long as you're happy with black and white prints. If you need a colour printer, you would have to bring your own. Or you could rent one from the local computer store but I would have to find out how much that would cost.
- C Actually, black and white would do. We'll bring the coloured handouts with us anyway.
- R I suppose you will need refreshments during coffee or tea breaks as well, won't you?
- C Yes, we'll have a coffee break around 10 am and another one at 4 pm.
- R We usually offer coffee, tea, and orange juice for both breaks. With that we have croissants in the morning and some biscuits in the afternoon. Would that suit you or did you have anything else in mind?
- C Well, I think it would be nice to have some fruit during the breaks, too. And some mineral water during the whole event.
- R Yes, that's a good idea. That would be an additional £2.50 per person.
- C That seems fair enough.

Task C

- A Hello, Pat. Come in and sit down. How are you?
- P Hi, Anne. I'm fine, thanks. And you?
- A I'm really glad we have that new line of furniture for children all ready for production.
- P Yes, those new modern chairs sure look nice with those different-shaped desks. They look so funny the kids will love them. I mean, look at those triangular, oval and round desks; they are really the latest in design, not to mention the bright friendly colours.
- A Well, I hope their parents think so too, so they are willing to buy them. What do you think our price range should be?
- P We could base the price on the cost of the production.
- A Mmmm, right.
- P Then we'd have to compare it to what our competitors are charging. We want to keep it lower than theirs, don't we?
- A Maybe not; our chairs have more style; and the materials are of a better quality than any of our competitors'.
- P Yes, but Anne, then they might not sell. It's children's desks and chairs, you know. If we charge less, we'll sell more.
- A That may be so.
- P We'll have more money coming in.
- A You've got a point there. However, we'll probably have less profit.
- P Is the profit your main concern?
- A Actually, I think we could charge about 8 to 10% more than other companies.
- P You do! How do you figure that? We don't want to have to sell this furniture for the next ten years. That sounds quite high-priced to me. Anne, let's not worry so much about the profit or margin.
- A I'm not. My main concern is to charge a fair price for the quality of the product. Don't forget the value of that new mechanical device in the furniture to adjust the height of the chairs and desks as the children grow, so that they sit properly at their desks. We are the first to have developed a mechanism like that, that is safe for children and doesn't break soon after it is bought. That makes our products worth more compared to other furniture on the market for children.
- P Yes, that is a feature that the parents will like, because it's better for their children's health.
- A And it saves them money in the future, too. By being able to change the height of the desk and chair as the child grows, they don't need to buy new furniture every few years.
- P So they pay a little more now, but save money to use for other things as the child goes through school.
- A Exactly, so I think we'll do just that. Pat, I want you to study the catalogues of the other companies and see what their price ranges are. I'll figure out the cost of production. We'll meet again next week, compare the prices and then decide on ours, ok?
- P OK. I'll add the 8 to 10% to the prices of the other companies. Then we can see if it covers our costs.