

ANGLAIS

LANGUE ÉTRANGÈRE

SÉRIE

2

COMPRÉHENSION AUDITIVE

Durée de l'épreuve : 20 minutes

Moyens auxiliaires autorisés : Aucun

Numéro de candidat-e

Profil

B

E

Nom

Prénom

Date de l'examen

Points obtenus / points maximum

Total

/ 20

SIGNATURES DES EXPERTS

Délai de libération : Cette série d'examen ne doit pas être utilisée comme exercice avant le
1^{er} janvier 2016.

Part 1

- Listen to two messages left on an answering machine.
- Fill in the missing information below.
- You will hear the recordings twice.

Message 1

Photocopier model number: Sony

Phone number

Closing time pm

Message 2

Company name:

Price for model PXL2005: £

Discount on orders over 12:

Deadline for decision: Friday, 2015

Total part 1 :

17

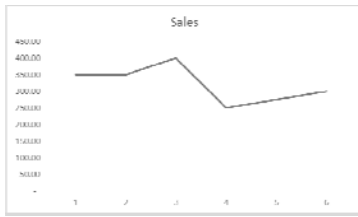
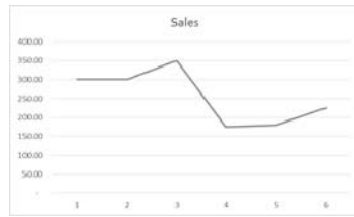
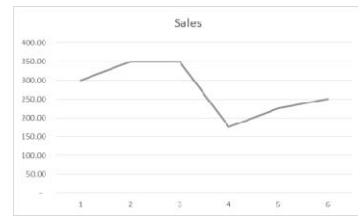
Part 2

- Listen to five short recordings.
- For each question, mark one letter (A, B or C) for the correct answer.
- There is only one correct answer per question.
- You will hear the recordings twice.

1. Who is going to the conference?

- A. William
B. Tom
C. Fred

2. Which graph shows what the sales reps are talking about?

A. B. C. 

3. At what time will the colleagues meet?

- A. 3.00 pm
 B. 4.15 pm
 C. 1.30 pm

4. How much will the couple offer for the house?

- A. 450,000
 B. More than 450,000
 C. Less than 450,000

5. Who is Terry going to write to?

- A. the staff
 B. the supplier
 C. the clients

Total part 2 :

/ 5

Part 3

- Listen to two people negotiating a sales deal.
- For each question, choose one answer A, B or C.
- There is only one correct answer.
- You will hear the recording twice.

1. Mrs Barton wants to...

- A. negotiate a discount;
 B. order small quantities;
 C. lower the price per unit.

2. It is against Mr Jones's company's policy to...

- A. reject rush orders;
 B. deliver different sized orders;
 C. offer discounts.

3. Mr Jones could agree to a discount of ...

- A. 1.5%;
- B. 5%;
- C. 0.5%.

4. For Mrs Barton, the most important aspect is...

- A. the discount;
- B. payment terms;
- C. getting the products quickly.

5. Mr Jones's company can guarantee delivery...

- A. within two weeks;
- B. within ten days;
- C. within a week.

6. Mr Jones...

- A. can make an agreement now;
- B. cannot make an agreement now;
- C. cannot make an agreement in the future.

7. Why does Mr Jones reject the demand for plastic film?

- A. It takes too much time;
- B. It's not useful;
- C. They don't have the necessary equipment.

8. In the end, Mrs Barton and Mr Jones...

- A. agree about the packing;
- B. are still talking about the packing;
- C. totally disagree about the packing.

Total part 3 :

	/ 8
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Total partie "Compréhension auditive" :

	/ 20
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