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1. Section 1

Questions 1 – 10

Complete the notes below.

Write **ONE WORD AND/ OR A NUMBER** for each answer.

Coxhead Motorhomes

Representative: Dave Sparrow

Model of motorhome recommended: 'Two berth end kitchen'

- Cost: £545 – £755 per week
- Damage deposit: **1**..... (for drivers of 21 – 25)
- No charge for an **2**..... driver
- An **3**..... driving licence is acceptable
- All vehicles are under 30 months old
- All motorhomes have **4**..... gearboxes
- Customers' **5**..... are allowed

Facilities

- All cooking facilities including a **6**..... and a microwave
- A **7**..... (new this year)
- Satellite navigation system
- A **8**..... rack
- Electricity: mains hook-up or can hire a **9**.....

Collection

- Nearest station: **10**..... (customers can be picked up from there)

2. Section 2

Questions 11 – 16

What information does the woman give about the following events at the Citadel theatre?

Choose **SIX** answers from the box and write the correct letter, **A–H**, next to questions 11–16.

Information

- A. adapted from a film
- B. audience are invited on stage
- C. enjoyed by young children
- D. features a local actor
- E. fully booked
- F. not suitable for everyone
- G. recently performed abroad
- H. very few tickets available

Theatre Events

- 11. Comedy Shop
- 12. Seekers
- 13. The Hidden Box
- 14. Night Shift
- 15. John Dory
- 16. Vital Signs

Questions 17 – 20

Choose the correct letter, A, B or C.

Youth Arts Festival

- 17.** When will the programme for the Youth Arts Festival be finalised?
- A.** the middle of March
 - B.** the end of April
 - C.** the beginning of August
- 18.** An application to put on a performance at the festival must include
- A.** a DVD of the performance.
 - B.** a short summary of the performance.
 - C.** details of costumes and music used in the performance.
- 19.** The winner of the play-writing competition will be offered the chance to
- A.** take part in their own play
 - B.** have their play show on TV
 - C.** direct their play at the festival.
- 20.** What is unusual about the production of 'Calcamon'?
- A.** Actors use invented language.
 - B.** There is no script.
 - C.** The actors change roles in the performance

3. Section 3

Questions 21 - 25

Choose the correct letter, A, B or C.

Assignment on multinational companies

- 21.** The tutor points out to Lara that in different markets, a brand of chocolate
- A.** has different proportions of the ingredients.
 - B.** uses different methods of advertising.
 - C.** is sold at different prices.
- 22.** Which aim of global marketing has Lara explained very clearly?
- A.** making profit
 - B.** maximising sales
 - C.** expanding production
- 23.** The tutor gives the example of the supermarket chain to show how companies
- A.** can use new advertising methods to bring new business.
 - B.** may fail to take local values into consideration.
 - C.** need time to build up their reputation.

24. Lara believes that some multinational companies can be criticised for

A. offering poor working conditions locally.

B. failing to improve machinery.

C. replacing local managers.

25. Which aspect of distribution does Lara want to read about?

A. delivery times

B. stock control

C. centralisation

Questions 26 - 30

Which topic can be found in each of the following case studies?

Choose **FIVE** answers from the box and write the correct letter, **A–F**, next to questions 26–30

Topics

A. bargaining power

B. changing suppliers

C. location of head office

D. mergers

E. size of workforce

F. timing of going global

Case studies

26. Drummonds

27. Multiplan

28. Elbeys

29. Babbis

30. Emerson

4. Section 4

Questions 31 - 40

Complete the notes below.

Write **ONE WORD ONLY** for each answer.

Reasons for and against urban migration

Cities today

- Account for 3% of our planet's land area
- Produce less **31**..... than non-urban areas

The advantages of more people moving to the city

- Some **32**..... would recover more energy efficient for services like electricity and water
- **33**..... in the city is more environmentally friendly
- Recycling: energy could be generated from the methane gas from **34**.....
- Population: urban women
 - Start a family much later
 - Are more likely to gain **35**..... at work

The downsides of living in the city

- Possible loss of **36**..... amongst some migrants
- The higher **37**..... rate among the population
- The poor quality of the **38**.....
- Economic factors: increased **39**..... in a population leads to more energy consumption
- Citizens may find the quantity of daily **40**..... stressful