# ABSCHLUSSPRÜFUNGEN 2015 KAUFFRAU UND KAUFMANN

NACH BIVO 2012



**ENGLISCH** HÖRVERSTEHEN **LÖSUNGEN KANDIDATIN** Nummer der Kandidatin / des Kandidaten **KANDIDAT** Name Vorname Datum der Prüfung **BEWERTUNG** Fachbereiche **Erreichte Punkte** / Maximum Task A Task B / 7 Task C / 20 Total **EXPERTEN** 

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#### WICHTIG:

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

# A

# (8 POINTS) (1 point for each correct answer)

Look at the notes below. Listen to the monologues. Fill in the missing information.

#### 1. A message on an answerphone

Caller's name	Carol	
Time coach is leaving	1. 13.40	1
Cost of coach ticket	2. <b>£ 28</b>	1
Flight number	3. LX327	1
Number of caller	4. 079 952 5261	1

#### 2. Another message on an answerphone

Caller's name	Derek
Mr Fernandez' job title	5. Managing Director / MD
Time of meeting	6. 11.30
Web address of restaurant	7. www. cigogne.ch
Afternoon activity	8. (tour of / visit / show) factory

#### 1 A message on an answerphone

Hi George, it's Carol. I'd like to confirm your travel details as follows: departure from Bournemouth coach station to London Heathrow is at 13.40. You can either buy the ticket online or get it at the station. The one-way fare is £28. Your Swiss flight to Zurich leaves from the old terminal 1 at 18.40. The flight number is LX327. You will then arrive in Zurich at 21.20. If you have any questions, please call or text me at 079 952 5261. Have a safe trip.

### ${\bf 2} \quad {\bf Another\ message\ on\ an\ answerphone}$

Hi Susan, Derek here. There are a few things I forgot to tell you about tomorrow's visit of Mr Fernandez, the new managing director of our sales office in Geneva. He has to take a later train and won't arrive until 10.50 instead of 9.50. So we'll only have time for a short meeting with Thomas, the product manager, at 11.30. For lunch I booked a table for four at the Hotel de la Cigogne. Oh, in case you would like to look at the menu, you will find it on their website: www.cigogne.ch, that's C I G O G N E dot CH. In the afternoon, Thomas will show Mr Fernandez round the factory as planned. See you tomorrow.

# B (5 POINTS) (1 point for each correct answer)

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.

You will now listen to an interview with Alina Malcovic, sales representative for the insurance company Sports Cover Direct (SCD).

1.	High-risk sports organisers usually	1
	<b>A</b> □ offer full personal accident insurance.	
	<b>B</b> don't have any insurance.	
	C 🔀 insure only themselves.	
2.	Golfers in Surrey	1
	<b>A</b> □ pay less than a pound per round.	
	<b>B ⋈</b> can buy insurance very cheaply.	
	C must have insurance.	
3.	An ordinary life insurance	1
	<b>A</b> □ is flexible in case of injury.	
	<b>B</b> x may ask certain athletes to pay more.	
	$f C \ igsqcup$ lists sports which are excluded from its policies.	
4.	Sports Cover Direct	1
	<b>A</b> □ is a life insurance company.	
	<b>B</b> ⋈ pays when someone gets injured.	
	C ☐ has one price for all sports categories.	
5.	The interviewer is surprised that	1
	<b>A</b> □ karate is in two different categories.	
	<b>B</b> ⋈ hang-gliding is more dangerous than karate.	
	C weather conditions can change quickly.	
	to our weekly special on "Business not as Usual". My name is lan Epstein and my guest today is Alina Malcovic from Sports Cover Direct. Alina, necessary to take out extra insurance when going logging for example?	

- We 1:
- No. But today there is a world-wide trend for more dangerous sports. And before you decide to pick up something like ice-hockey or paragliding you should make sure that your policy covers your sport.
- 1: If, let's say, I take a course in river rafting, doesn't the organizer offer insurance?
- Well, most danger-sport organizers do have some insurance, but it usually only covers their own risks. Meaning if you have an accident you can't hold them responsible for it. So if you break an ankle while parachuting you won't be covered by them.
- What about third party damage? Let's say I play golf and accidentally break a window or, even worse, hit another person with a ball?
- That depends on the golf club. For example in Surrey, England, you can pay a small additional amount of less than a pound when you pay your fee for a round when you pay you fee for a round when you pay you have the pay of the paof golf. This then covers you for accidental damage or injury.
- And what happens if somebody dies while doing a sport?
- A: Actually in that case an ordinary life insurance will usually pay out. In case of death insurance companies are surprisingly flexible. They don't exclude any sports, however, in some cases the costs are higher.
- Could you give me some examples?
- A: Mountaineering above heights of 7,000 metres or, in a way the opposite, scuba diving below 40 meters. You'll probably find a list in their terms and conditions. But as you know, life insurances only pay out after a policy holder dies. They are useless if somebody gets injured.
- And that is when your specialist sport insurance comes in, I guess.
- Right. At Sports Cover Direct we have divided sports into four different categories according to risk. In the lowest and cheapest category you'll find activities like golf, squash or snorkelling while hang-gliding or parachuting are considered high-risk activities.
- Where is a sport like Karate?
- That depends. If you do it non-competitively it's category 2, otherwise category 3.
- So hang-gliding is considered to be more dangerous than taking part in a karate competition. That surprises me because near our holiday flat there are always a lot of hang-gliders if the weather conditions are good.
- Yes, but you know weather conditions can sometimes change quickly. And if you walk up to a certain spot and then realise you actually should walk back down again and not fly as planned, that takes a lot of inner strength.
- You're probably right. Alina, thank you very much for this interesting interview.

## (7 POINTS) (1 point for each correct answer)

Please fill in the gaps in the sentences below with the correct form of the key word(s). Use one or two words. You now have one minute to read the sentences below.

Listen to Paul, a young computer specialist, and Miriam, a marketing specialist, chatting in the cafeteria of a private American hospital.

1.	Paul has just finished a computer program for Miriam's department which lists people			
	according to their interest(s)	1		
2.	The hospital offers seminars on family planning and dieting.	1		
3.	Paul works for a temporary job agency.	1		
4.	He is never out of work because many companies don't really know how they should use they have.	1		
5.	Paul would like to start his	1		
6.	One of Paul's hobbies is cartoons, especially jokes about computers.	1		
7.	Miriam would like to get cartoons to publish them in thehospital newsletter that appears once a month.	1		

- P: Hi, Miriam. Can I buy you a cup of coffee? This is my last day at work here.
- M: Thanks a lot, Paul. Your last day?
- P: Yes, I have finished writing the computer program for your department.
- M: Is it the one listing the patients according to their ages and illnesses?
- $\hbox{P:}\quad \hbox{No, that one was completed two weeks ago. This one focuses on people's interests.}$
- M: Great. So in future, whenever we want to invite people to our seminars, say on family planning or dieting, the computer automatically prints the addresses of the people who are interested. What about you? Where are you going to work next?
- P: I don't know yet. I'll call my agency this afternoon to find out what they have for me next week. Working for a temporary job agency is a kind of adventure.

  I like it: new places, new tasks, new people.
- M: All right, but if there is no job for you?
- P: This hasn't happened so far. Mainly because companies often don't have the know-how to use the software they buy. So they have to call in people like me.
- M: How interesting. But couldn't you earn more money if you got a regular job in a large company?
- P: Sure, but I'm only 24 and I don't want to settle down yet. First I want to get as much experience as possible. And then I want to start my own business. I dream of living and working in a small town somewhere on the south coast in about 5 years.
- M: Really, won't you miss city life?
- P: Not at all. I don't need a big city for my hobbies.
- M: Hobbies?
- P: For one thing I'm a big outdoor fan. And then cartoons are another hobby of mine. When I see a good one I forward it to my friends and they do the same. I'm especially interested in jokes about computers.
- M: This sounds like fun. Could I join your group and get cartoons on hospitals? I could use them for the publication of our monthly hospital newsletter.
- P: Of course. You're very welcome. You'll see it's well worthwhile.
- M: Thank you.