

ABSCHLUSSPRÜFUNGEN KAUFFRAU UND KAUFMANN
NACH BIVO 2012



ENGLISCH

SERIE

BETA 2

HÖRVERSTEHEN

**KANDIDATIN
KANDIDAT**

Nummer der Kandidatin / des Kandidaten

Name

Vorname

Datum der Prüfung

BEWERTUNG

Fachbereiche

Erreichte Punkte / Maximum

Task A

/ 8

Task B

/ 5

Task C

/ 7

Total

/ 20

EXPERTEN

**WICHTIG:**

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

A (8 POINTS)

Look at the notes below. Listen to the monologues.

Fill in the missing information.

1. An urgent voice mail

Caller's name	Liz
Time of group's arrival	1.
Flight number	2.
Additional people coming	3.
Liz' mobile phone number	4.

2. A message on an answerphone

Name of caller	Jacob
Type of business	5. Agency
Item they need	6.
Date when sent	7.
Document number	8.

B (5 POINTS)

You will now listen to Laurie Santos interviewing Barry Schwarz, a psychology professor and author of the book “Why We Work”.

**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. **People who have high-paying jobs ...**
A are more likely to be unhappy.
B are also the laziest.
C make up for 1.5% of the overall population.

2. **According to Barry Schwarz, people ...**
A would work even without pay.
B are always motivated by a higher salary and more free time.
C need challenges to be motivated.

3. **People who clean in hospitals ...**
A need to have a formal education.
B do not need to have a lot of experience.
C mop floors instead of emptying garbage bins.

4. **Some hospital workers are happy because they ...**
A do not clean after patients.
B have to talk to patients.
C believe their job is skilled.

5. **Anna likes her job because she ...**
A can use her sense of humour to bring comfort to the patients.
B can talk to the patients instead of cleaning.
C doesn't have to clean up the floor when patients have thrown up.

C (7 POINTS)

Listen to Maria Kornikova interviewing Reed Hastings, co-founder and co-CEO of Netflix, about why his company is so successful.

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

0. In 2002 Netflix was losing money and nobody thought it was a good **business** idea.
1. If companies just try to mistakes,
they can kill creativity and innovation.
2. Hastings thinks companies should rather concentrate on
than on making efficiency their priority.
3. When, in 2001, the crisis struck, Netflix had to
one third of its employees.
4. Netflix started growing very fast, even though it had 30
fewer employees.
5. It is particularly important to hire people you
in a company where employees are not told what they can do or what they can't do.
6. Netflix does not have the normal controls large companies usually have – for example employees
can how many hours they work in a day.
7. At Netflix they believe that getting rid of normal controls is key because giving the employees
more will help them make better decisions.