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InterviewStage OneInterlocutor Good morning. My name is John Smith, and this is my colleague, Mary Clinton. And your names are Li Hua and Wang Wei?Li: YeahWang: YeahInterlocutor: Thank you. Now, first of all, wed like to know something about each of you. Mr. Li, can you tell me about yourself?Li: My pleasure. As you know, my name is Li Hua. Im from Jiangsu province. Im now studying in Suzhou University. And Im majoring in international trade there. Interlocutor: Thank you. Mr Li. Now Mr. Wang, can you tell me about your ambitions?Wang: Yes. I am now a student with Suzhou University majoring in business administration. I hope I can get my MBA and join a world-famous multinational company. And after I have had enough experience, I am going to start a company of my own.Interlocutor: Thank you, Mr. Wang. And Mr. Li, could you tell me about your ambitions?Li: A big question for me indeed. Ive never thought about it, but I bet Ill work towards a CEO of a big multinational corporation. Thats my goal in life. And thats why I am spending so much time on English, business English in particular.Interlocutor: Mr. Li, you said youre spending a lot of time on business English. Do you think business English is difficult to learn?Li: Not exactly, though it may be difficult at the initial stage. The thing is that you need to have some business knowledge before you start to learn business English.Interlocutor: How about you, Mr.

Wang? Is it difficult for you? Wang: Not really. You know, I like English very much, and my major is business administration. So I have always found business English very interesting.

Stage II

The importance of having a good CV Well, in my opinion, you can never underestimate the importance of having a good CV. In the majority of cases, your CV is the employers first impression of you, your first chance to impress your potential employer, lets say. It is the essential ill nment officials, so a mature and efficient manner is essential.

DREGIONAL LEISURE SITES MANAGER You will be responsible for budgetary planning, contract negotiations, local marketing and effective administration. You will communicate frequently with our main office using the latest technology. Your experience could be from any business sector but you should enjoy outdoor life and will ideally possess an estate management qualification.

PART TWO read the extract below from an article about the coffee industry. choose the best sentence from the list on the opposite page to fill each of the gaps. or each gap 8-12, mark one letter (A-I) on your Answer Sheet. not use any letter more than once.

Coffee is worth approximately \$50-60bn per annum in terms of world sales. It is a truly international commodity, and today more than 50 countries in the world grow coffee beans. (example)

_____ I _____. ICO organization helps coffee producers and promotes coffee conumption worldwide. ICO estimates that world production next year will reach 97.5 million bags. 11.3 million bags higher than the current year. (8) _____. As the largest producing country, Brazil is particularly important in the coffee

world. In 1994 Brazil was responsible for 25% of world production, Colombia was next with 13.4%, Indonesia had 7.5%, Mexico 4.7%, Guatemala 3.8% and Ethiopia and Vietnam were equal with 3.4%. Coffee is a tough crop, and can be grown in areas where it is difficult or impossible to grow other crops. (9) However, disease is always problem for coffee production, as we can see in some parts of South America at the moment. ICO is active in educating farmers about avoiding disease and dealing with problems when they occur. The distribution chain varies from country to country, explains Pablo Dubois. In most countries the smaller farmers sell their crop to a local trader, who then sells it on to exporters. There are, however, other distributionsystems. (10) _____. Some countries, like Vietnam, have special government marketing organizations for coffee. Coffee prices often vary greatly from one year to the next. In 1997, for example, there was a large rise in the world price, which was immediately felt by the consumer. Rising prices always result in a 0drop in sales, which will have a bad effect on those developing countries, which are highly dependent on foreign exchange from coffee exports. (11) _____. In the opinion of Pablo Dubois, the biggest problem for his organisation is to create greater consumer awareness of the different varieties of coffee and different ways of preparing it. (12) _____. ICO is therefore concentrating its promotional activities on Russia and China. It is also encouraging environmentally friendly coffee production, and last year s seminar on coffee and the environment created a lot of interest. The future looks bright for the coffee industry. It is estimated

that consumption over the next few years will continue to rise steadily. New markets like Eastern Europe and China are expected to develop fast. A. As a result, the membership now represents 94% of all exporters and 60% of all importers. B. In some of these countries, this can amount to as much as 50% of all export earning. C. In North America, most consumers already have above average knowledge of the range available. D. For example, frost and wind are particularly damaging to coffee crops. E. Larger coffee growers, for example, frequently export directly. F. The main reason for this is higher Brazilian output as production recovers from weather damage to crops. G. It is cultivated in mountain regions which can only be reached by animal transport, and in other difficult areas where modern agricultural equipment cannot be used. H. This is because there is a demand for coffee in Germany, and it is also sold in the UK and in the US. I. This make the coffee industry fairly univ

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