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https://www.100test.com/kao_ti2020/497/2021_2022__E5_89_91_E6_A1_A5_E5_95_86_E5_c85_497463.htm PART ONE Questions

1-7 Look at the sentences below and the job advertisements on the opposite page. Which job does each sentence 1-7 refer to? For each sentence, mark one letter (A, B, C or D) on your Answer Sheet. You will need to use some of these letters more than once.

1 You will be responsible for the operation of a computer system.

2 You must be able to forecast what people will want to wear.

3 You will be able to work with people from many different countries and backgrounds.

4 You will have a qualification which covers two subject areas.

5 It is necessary to have worked in this sector before.

6 You will need to keep in contact with the headquarters of the organization.

7 The advertisement emphasises the need to have a suitable approach to important people.

A BUSINESS MANAGER You will be responsible for our global business within specific countries and will have a good understanding of international distribution, possibly based on previous experience, plus the ability to work in markets that are highly varied in their culture. You will be fluent in a second language, be willing to travel extensively, and preferably have a degree.

B DEPARTMENT STORE BUYER Based at our head office in London, you will select and order stock from our suppliers in Italy. You will need to predict fashion trends and build a strong relationship with our Italian office. You will have gained your buying experience in women's fashion and will hold a degree in design

with a business studies component. C LEGAL SERVICES ADMINISTRATOR As head of the legal office, your work will include managing the office IT network, typing reports, diary maintenance and supervision of another staff member. You will need good organizational skills in order to keep ahead of a varied workload. You will be dealing with senior executives and government officials, so a mature and efficient manner is essential D

REGIONAL 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

Questions 8-12 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. For each gap 8-12, mark one letter (A-I) on your Answer Sheet. Do 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 consumption 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 a 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 distribution systems. (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 drop 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. 100Test
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