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https://www.100test.com/kao_ti2020/568/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_568795.htm For question 18-22,

match the extracts with the problem areas in the new workplace, listed A H. For each extract, choose the action mentioned. Write one letter A H next to the number of the extract. 18_____

19_____ 20_____ 21_____ 22_____

(Examda.com) A employment on a temporary contract B contracting work to another company C doing a lot of overtime D changing holiday plans E increasing the work done at another site F postponing work G giving staff extra training H headhunting a successor Part Three来源：www.100test.com Question

23-30(Examda.com) You will hear part of a radio interview with Paul Jefferson, who set up his own import business. For each question 23-30, mark one letter (A, B or C) for the correct answer. After you have listened once, replay the recording. 23

Paul's immediate financial aim is to be able to A get out of debt <http://ks.100test.com> B satisfy his expensive tastes C cover his regular outgoings 24 Sarah Hall's role in Paul's business is to A provide him with a regular income B pay for the goods that he imports C cover his marketing costs 25 Paul finds it difficult to sell at a profit because A his customers drive down his prices B his suppliers overcharge C his competitors can undercut him 26 The supermarket told Paul that they A would stock a 0selection of his products B thought his products wouldn't sell C might buy his products in the

future. 27 What was the reason for Pauls problem with the restaurant chain ? A they cancelled their order B They went out of business C they refused to pay the agreed price 28 Paul was told that the department store wanted to A increase the number of suppliers B replace one of their suppliers C start stocking products like his. 29 Pauls strategy now is to focus on A selling a limited range of products B finding new lines to import C targeting a few large customers 30 Pauls immediate priority is to A employ a sales person B increase his sales C start selling abroad Speaking 16 minutes 100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com