



# ENGLISCH

SERIE

3

HÖRVERSTEHEN

LÖSUNGEN

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) (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	<i>Myrta</i>	
Price for one week	1. € <i>675</i>	1
Free access to	2. <i>gym</i> and <i>spa</i>	1
Latest check-out time	3. <i>15:00 / 3 pm</i>	1
Website of resort	4. <i>www: thecascades.com</i>	1

**2. A radio programme**

Name of presenter	<i>Greg Brown</i>	
Name of programme	5. <i>Business Worldwide</i>	1
Amount of last month's export	6. <i>CHF 17.9 bn / billion</i>	1
Drop in exports to United Arab Emirates	7. <i>(-) 39 %</i>	1
Product which two African countries stopped exporting to Switzerland	8. <i>oil</i>	1

**1 A message on an answerphone**

Hi Kevin, this is Myrta from Sunshine Travel. I can offer you a special deal for the Cascades Resort in Soma Bay, Egypt. A one-week all inclusive is 675 Euros per person. The transfer to and from Hurghada Airport takes about 20 minutes and is organized by the hotel, too. Apart from food and drink, you get free access to the gym and spa. The only thing not included in the price is the use of the 18-hole golf course. But the fees are quite reasonable. You can also check out late until 3 pm, which comes in handy as your flight home leaves at 22.10. For more information you can visit their website: www.thecascades.com. That's www.THECASCADES dot com. Please call me as soon as possible if you would like to profit from this package.

**2 A radio programme**

Good morning, this is Greg Brown of Business Worldwide. I'm going to talk about the latest development in Swiss foreign trade, which is still struggling with the strong Swiss franc. Last month, exports dropped by 7.4% to 17.9 billion Swiss francs. This development varied widely from continent to continent: while exports to Africa rose by 25%, those to Asia fell by 15%. The biggest loss was caused by the United Arab Emirates, a minus of 39%, followed by South Korea, minus 26%. On the other hand, demand for imported goods went down, too. Here, Africa tops the list with a minus of 50%, which is mainly due to the stop of oil imports from Algeria and Nigeria rather than metals, which are currently good business. As for the sectors (fading out).

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

You will now listen to Irene Costello interviewing Leo Lewis about a free trade zone in Shanghai, China.

**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. **“Welcome to the Future” is**  
 A  the name of the free trade zone.  
 B  a revolution.  
 C  an expression used for promotion.
  
2. **At the opening ceremony the Premier**  
 A  promised economic reforms.  
 B  sent a deputy.  
 C  wasn't present.
  
3. **The free trade zone now covers**  
 A  28 km<sup>2</sup>.  
 B  120 km<sup>2</sup>.  
 C  1,210 km<sup>2</sup>.
  
4. **Foreign banks in the free trade zone**  
 A  profit from being there early.  
 B  profit less than expected.  
 C  don't keep their promises.
  
5. **Facebook and Twitter**  
 A  are translated into Chinese.  
 B  can't be used in China.  
 C  can be used in the free trade zone.

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- I Welcome to this week's World of Business and Finance. My name is Irene Costello, and with me in the studio today is Leo Lewis, an expert on China, especially China's business. Leo, what interesting topic are we going to look at?
- L In an effort to attract more foreign businesses, the Chinese government has set up the Shanghai Free-Trade Zone in the Pudong New Area. It was officially launched on 29 September 2013, and it is being used as a testing ground for a number of economic and social reforms. The government promoted this free-trade area with slogans like “Welcome to the Future”.
- I Well, China accepting free trade really does sound revolutionary, doesn't it?
- L Maybe. It actually is the first Hong Kong-like free-trade area in mainland China. And, mind you, not everybody was happy about it.
- I How come?
- L There was disagreement between the reformers and the conservatives, between those who wanted to move forward and those who wanted to keep things as they were. For example, the Premier, who was supposed to make the long-awaited economic changes, didn't even come to the opening ceremony. Nor did he send a deputy. And the central bank didn't send their governor, either.
- I What a shame. I'm sure the people who promoted the project must have been very disappointed. But anyway, now the free-trade zone is there after all. How big is it?
- L It started with a 28 square kilometre section of the Pudong New Area of Shanghai, where 36 enterprises and financial institutions received licences to set up branches. Since April 2015, it has expanded to 120 square kilometres, and it's believed to eventually expand and include the whole Pudong district, which covers 1,210 square kilometres of land. The zone is being used as a testing ground for a number of economic and social reforms and changes.
- I So, can we expect a completely new China?
- L Not so soon. China is moving slowly on this. For example the banks were promised that the Chinese Yuan could be freely exchanged into other currencies, and that interest rates would be market-based. This would make capital flow and banking business across the border easier. Some foreign banks then hurried into the Shanghai free-trade zone as quickly as possible hoping to profit from being there among the first.
- I And have they been rewarded for their hurry?
- L No, they are still waiting for those promises to be fulfilled. Instead, they are looking at high costs and slim profits.
- I Why hasn't the government kept its promises?
- L A free financial market would show the weaknesses of the Chinese banks. They are completely controlled by the state. They might not be strong enough to deal with the consequences of a free financial market.
- I Does the free-trade zone include more freedom in other areas like social media for example?
- L There used to be speculation that websites such as Facebook or Twitter might be available in the zone. So far this hasn't happened either. Just like Yahoo, they are still blocked. However, this isn't a main worry of the Chinese population, as they have their own social media. And, by the way, a survey recently showed that the average Chinese Internet user is online 2.7 hours a day. That is a lot more than in other developing countries. It's similar to what you find in Japan or the USA.
- I So, at least in that respect China has already joined the industrialised countries.
- L Oh, definitely.

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

Listen to Adrian Furnham talking to Tina Abrahams on the effect of good looks on employment.

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.

It is often thought that ..... *good-looking* ..... people have an easier life.

- 1. It may be surprising, but it is not only the qualifications and professional ..... *skills* ..... that are important at work. 1
- 2. It's easier for physically attractive people to get employed or ..... *(get) promoted* ..... and earn more. 1
- 3. Various studies proved that the way you look has ..... *an effect* ..... on how people treat you. 1
- 4. Because a beautiful face is thought to be a sign of ..... *competence* ..... , it can lead to better pay. 1
- 5. There are also some characteristics like obesity or ..... *overweight* ..... which have a negative influence. 1
- 6. But sometimes good looks can also be a ..... *disadvantage* ..... as has been shown by a few studies. 1
- 7. In order to avoid discrimination based on looks companies could use ..... *application* ..... forms without photographs. 1

T Welcome to our latest edition of Psychology at Work. My name is Tina Abrahams and my guest today is Adrian Furnham. Adrian, is the impression correct that somehow life is easier for good-looking people? That they tend to have an advantage even in working life?

A Well, it's not an absolute rule, but various studies actually prove that physically attractive people are treated better at work. This may not seem logical. After all, you would think that a person's qualifications and professional skills are what counts. And of course they are important, but not only. And if you have equally well-qualified people, the better looking ones have various advantages. For example, they are more likely to be selected for a job to start with. And once they have a job, it's easier for them to get promoted and better paid than their less attractive colleagues.

T That's interesting. Somehow people seem to believe that if somebody's good looking they are also good at what they do.

A Exactly. Different studies found that physical characteristics have an effect on how you're treated at work.

T Would you have some examples?

A For one thing, height is related to pay and chances of promotion, especially in men. Also, an attractive face can lead to a higher salary, because it's often seen as a sign of competence.

T Really, how come?

A The reasons I don't know. Somehow the human mind just seems to function that way.

T Are there also any features which have a negative effect?

A Yes. Obesity for example or overweight influences many factors such as selection for jobs, promotion and salary.

T That seems unfair. Don't you think?

A I agree. However, in some cases good looks can also be a disadvantage. Some studies found that for very attractive people the chances of being hired are smaller if the person in charge of the hiring is of the same sex and not as good-looking.

T Oh, I know what you mean. And ... is there anything a company can do to prevent discrimination based on looks?

A Yes, there are various possibilities. For example when hiring new staff, they could introduce application forms without photographs. For the job interviews they could have a man and woman team. And finally, if an interview tests for professional skills in the first place, then factors like looks are obviously less important.

T Adrian, thank you for coming here today.

Source: Business Spotlight