

<b>BGE NYVK</b>	<b>B2</b>	<b>Listening Comprehension</b>	
<b>English for Finance</b>		<b>30 minutes</b>	<b>20 marks</b>
<b>Sample</b>			

***A feladatokat elsőként a feladatlapokon oldja meg. Megoldásait végül jelölje, illetve írja be a megoldólapra.***

*(A beszédértés részvizsgán mindkét szöveget kétszer hallgathatja meg. Mindkét szöveg első meghallgatása előtt 2–2 perc áll rendelkezésére az adott szöveghez tartozó feladatok áttekintésére. A szövegek mindkét meghallgatása közben folyamatosan, majd azok után 1–1 percig dolgozhat a feladatok megoldásán a feladatlapokon. A vizsgarész végén további 3 perc áll rendelkezésre, hogy a megoldólapra fellevesse megoldásait.)*

## **Text 1**

**You will hear a text about the Indian food market and British investments into Indian firms.**

### **I. According to what you hear, circle A), B) or C).**

- Nitin Jain is a ..... at India's biggest onion market.
  - leader
  - truck driver
  - farmer
- Mr Jain thinks the reason for the price rise of onions is...
  - that it's the favourite.
  - totally mysterious.
  - easily calculable.
- The head of India's central bank thinks high food prices had ..... effect on inflation.
  - no
  - little
  - huge
- The retail price of vegetables rose by .....%.
  - 278
  - 146
  - 46
- The Indian food supply chain...
  - needs updating.
  - can meet the demand.
  - consists mostly of small groceries.

### **II. According to what you hear about Walmart, Carrefour and Tesco, decide if the following statements are true (T) or false (F).**

- Walmart, Carrefour and Tesco would like to invest in logistics chains in India.
- Walmart, Carrefour and Tesco would draw contracts with farmers rather than wholesalers.
- There have been few changes because of individual Indian States.
- In October Walmart established a joint venture with an Indian business group.
- Further liberalisation of the investments was promised by India's finance minister.

## Text 2

You will hear a radio interview with Terry Leahy about Tesco's present financial situation.

**III.** <sup>11-20</sup> Answer the following questions in not more than 3 words, according to what you hear.

**Tesco's profits and consumer behaviour**

<b>11.</b>	In which direction have Tesco's profits changed?	
<b>12.</b>	How many pounds was Tesco's profit?	
<b>13.</b>	What is Terry Leahy's position at Tesco?	
<b>14.</b>	If customers are worried, what can a retailer do? <i>(Give 1 example!)</i>	
<b>15.</b>	What does Tesco have good reputation for?	
<b>16.</b>	What was 1.2% on Tesco's food and non-food products?	
<b>17.</b>	In which period of the year was inflation a bit higher?	
<b>18.</b>	What do customers expect Tesco to keep?	
<b>19.</b>	The prices of what is given on the website supermarket.co.uk?	
<b>20.</b>	How much is Tesco's highest price increase on food?	

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## KEY

Text 1	
1.	A
2.	B
3.	C
4.	C
5.	A
6.	T
7.	T
8.	T
9.	F
10.	F
Text 2	
11.	(12%) up/ increased, positive /better
12.	2.85 billion
13.	chief executive, CEO
14.	alter (your) offer/ improve (your) promotions/ bring in new ranges
15.	(offering) value
16.	Inflation
17.	(the) second half
18.	(lid on) prices, keep prices low /level of prices /little prices
19.	(Average) shopping basket
20.	(Around) 2, 3, 2-3 %

## Text 1

### The journey of an Indian onion

NITIN JAIN is the big man in Lasalgaon, a dusty town a day's drive from Mumbai that boasts it has Asia's biggest onion market. With a trim moustache and a smartphone stuck to his ear he struts past a thousand-odd tractors and trucks laden with red onions. Farmers hurl armfuls at his feet to prove their quality. Asked why onion prices have risen so much, Mr Jain laughs. He says that the price of India's favourite vegetable is a mystery that no calculation can explain.

High food prices perturb some men and women even bigger than Mr Jain. Raghuram Rajan, the boss of India's central bank, is grappling with high inflation caused in large part by food prices: wholesale onion prices soared by 278% in the year to October and the retail price of all vegetables shot up by 46%. The food supply chain is decades out of date and cannot keep up with booming *demand*. Only 2-3% of *groceries* are bought in formal stores, with most people reliant on local markets.

Walmart, Carrefour and Tesco have been waiting for years to invest in India. They say they would revolutionise shopping. They would also modernise logistics chains, either by investing themselves, or indirectly, by stimulating food producers to spend on factories, warehouses and trucks, and establish direct contracts with farmers, eliminating layers of middlemen.

On the ground little has happened. Individual Indian states can opt out of the policy – which is unhelpful if you want to build a national supermarket chain. In October Walmart terminated its joint venture with Bharti, an Indian group. Tesco has cut expatriate staff.

The reaction from politicians has been indifference. 'We have liberalised to the extent that we can. People have to accept this and decide whether they want to invest,' said Palaniappan Chidambaram, India's finance minister. Despite the apparently obvious benefits of supermarkets and the experience of most other countries, few Indians seem to want change.

2'28"

## Text 2

### Tesco Profits

- Well, gloom and doom in the world of finance and property but at Tesco's profits are up. Greg is here.
- They are indeed, Jim. In the year to February up by nearly 12%, the underlying pre-tax profit was 2.85 billion pounds. Now, although a quarter of Tesco's sales now come from overseas, it still takes 1 pound in every 3 spent on grocery shopping in Britain. And that is therefore a great barometer of consumer behaviour here. Terry Leahy is Tesco's chief executive and is on the line. Good morning! What changes have you noticed in consumer behaviour as money gets tight?
- Well, there are some changes. And the costumers are more worried about the outlook. There is no question of that. It's not all bad news though for a retailer, if you can alter your offer, improve your promotions, bring in new ranges, there is plenty of opportunity. Particularly if customers get a sense that you understand the plight they are in. They are looking for a bargain basically. They are looking to save money. That helps a company like Tesco, we have got a good reputation for offering value.
- So what is happening to your prices? Obviously the rise in food prices is worrying everybody at the moment.
- Yes, there is inflationary pressure, but actually the rise in the shops the customers are paying are more muted than you might think. Our inflation for the year was just 1.2% on food and non-food. That's across the whole range we sell. It's a little higher in the second half, around about 1.5 %. But it's not in the high figures that you sometimes hear on individual commodity prices. And of course customers expect us to try and keep a lid on prices.
- But presumably if you take food prices alone, the inflation figure is much higher. I researched by the website [mysupermarket.co.uk](http://mysupermarket.co.uk) suggest the prices of an average shopping basket is up by 11 % on a year ago.
- Yes, that's not right. Our food, that's all the food that we sell would be in the order of 2 to 3% increase. It might have peaked around 3%. It is going up, customers do notice it. But nothing like the order of magnitude that some of the headlines would suggest.

2'18"