



ENGLISH TEST FOR BUSINESS
Intermediate level

Speaking test

Sample, 2007

Part 1: Be prepared to speak about your professional background and future aspirations.

Part 2: Give a summary in Hungarian of the given document. Make sure you include all necessary information.

Cellphones target credit cards

Over the past few years, cellphones have metamorphosed from a useful communication tool to the equivalent of a Swiss Army knife. Soon, the only thing you will have to have in your pocket when you leave home will be your cellphone.

Today, a cellphone can be used to pick up e-mails, take photographs and videos, listen to music and pay accounts.

Both Visa and Mastercard have introduced contactless payment systems that do not require you to insert a card in a reader. This speeds up transaction time, especially for services that are timesensitive. In the United States, low value transactions such as McDonalds and movie theatres can be paid for by simply waving your wallet in front of a scanner. For higher-level transactions, one is required to enter a personal identification number (PIN), but the contactless card is already replacing everyday cash transactions.

The idea of not needing cash when paying for parking or buying a burger may sound good, but what about the security risks? What if you are merrily walking past McDonald's and the scanner picks up your card and deducts money or someone with a reader strolls around shopping centres trying to scan off your card?

Nick Essame, head of new technology for Visa, says it is unlikely that accidental scanning of cards will take place as the protocols are set up so that chips cannot be read from more than 10cm from readers. "You actually have to wave the chip very close to the reader for it to be read."

Standard Bank is piloting Mastercard's Paypass contactless application so it may not be long before you will be requesting a chip-embedded cellphone to replace your wallet.

The Guardian

Part 3: Choose one of the questions (A or B). You have 2–3 minutes to talk about the topic. You will not be interrupted for 3 minutes. Make sure you include all important information within the given time frame.

A) Compare two forms of business.

B) What is the role of market research in business?

Part 4: Act out your role in the given situation. Your partner is the examiner.

Candidate

You are Sara/Simon Hayman, Purchasing Manager and you need to purchase six new computers for your office. Call Microhard Computer World and discuss the following points.

- Need to know current special offers on computers
- Ask about possible computer hardware (Hard Drive, Monitor)
- You want a 5 year Guarantee
- Possibility of discount for an order of six computers
- Delivery by next Monday
- You don't want to pay for 3 months as you have cash flow problems at the moment

You start.

Examiner

(csak a vizsgáztató példányán szerepel)

You are Sam Hill, Sales Manager and you work at Microhard Computer World. You will receive a call from Sara/Simon Hayman, Purchasing Manager. Answer his/her questions using the following information:

- Two special offers: Multimedia Package – 80 GB Hard Drive and Monitor included – \$2,500 AND Office Master Package – 10 GB Hard Drive, Monitor not included – \$1,200
- 1 Year guarantee on all computers, this is not negotiable
- Discount of 5% for orders of more than five computers
- Delivery is usually 2 weeks, but for an extra fee in a week
- Mention payment is required 30 days after delivery date and in cash

Your partner starts.