



**Progress test II**

**Advanced level (C1)** February 2019

There are five parts to the test: A: Reading; B: Language; C: Listening; D: Speaking; E: Writing. **TEACHERS: only print the first five pages for your students.**

Student (full name): ..... Company: .....  
..... Group: ..... Level: ..... Teacher (full name): .....  
..... Date course started: .....

To be completed by the teacher:

(A) Reading (5): ..... (B) Language (5): ..... (C) Listening (10): .....  
(D) Speaking (15): ..... (E) Writing (15): ..... Total score: ..... (50)

Teacher's comment: .....

This exam is designed to test your general language skills. It will help you (and the teacher) see where you might need a bit more help. You can do this test without any revision! Good luck!

**A: Reading** (Total = 5 points)

Read the text. Then, answer the questions.

**Insurance scammers make thousands in false claims!**

Two underwriters working for an insurance company thought they'd come up with the perfect scam.

As part of the con, John Gilbert forged a death certificate showing that a certain Jacqueline Gilbert (who had a life insurance policy with the company) had died. The woman was chosen because she had the same surname as John (Gilbert), although they weren't related.

John Gilbert also forged letters showing that he was the beneficiary of her life insurance money. The claim was then passed onto his accomplice, James Gargett, who was working at the same insurance company. Gargett approved the claim, and the two students received £30,503 after Mrs Gilbert's "supposed" death.

A few weeks later, they tried the trick again. This time they picked another woman, Elizabeth Taplin. Once more, a death certificate and letters were forged, and the claim was passed onto James Gargett who approved it. This time, the pair received £95,332 each.

However, their luck soon ran out. A few days after obtaining the money, Jacqueline Gilbert's husband received notification that his wife's life insurance money had been paid out. Confused, he contacted the insurance company and demanded to know what had happened as his wife was still very much "alive and well".



The company looked into the matter, saw that there were a number of irregularities and eventually called in the police. John Gilbert and James Gargett were arrested and have now admitted faking the deaths of two women in the insurance scam. They're currently awaiting sentence.

1. Why did they decide to forge Jacqueline Gilbert's death?
2. What was James Gargett's role in the scam?
3. How much did they make the second time they pulled the trick?
4. Why did Jacqueline Gilbert's husband phone up the insurance company?
5. What did the company do after they found a number of irregularities?

### **B: Language** (Total = 5 points)

Choose the correct options. These questions are on very general things for this level.

1. The trend in house price growth \_\_\_\_\_.  
a) expecting to slow at  
b) expected to slow for  
c) is expected to slow down  
d) expected to slowing
2. New laws \_\_\_\_\_ replica guns have been proposed by the government.  
a) banning the manufacture of  
b) ban the manufacture with  
c) ban manufacture for  
d) will banning the
3. She \_\_\_\_\_ in an attempt to recover some of her investment money.  
a) brought them to judge    b) sued for them  
c) took them to jury  
d) took them to court
4. I think \_\_\_\_\_ if you'd be willing to revise the annual salary figure.  
a) there are rooms for negotiation  
b) there's room by negotiation  
c) there's room for negotiation  
d) there are space for negotiate
5. What seems to attract most people is that they're \_\_\_\_\_.  
a) getting value with money  
b) value for money getting  
c) getting money at value  
d) getting value for money

6. \_\_\_\_ he was going to be late, he decided to call them.  
a) Having realised that  
b) Realising at  
c) Had realised that  
d) Having realise that
7. \_\_\_\_ the full implications, she accepted the offer anyway.  
a) Without true understand  
b) Without truly understood  
c) Without truly understanding  
d) With truling understanding
8. They won't be interested in buying it \_\_\_\_ the price.  
a) unless we consider lowering  
b) as long as we could lowering  
c) in spite of we lower  
d) despite lower
9. \_\_\_\_ defects, the product managed to sell quite well.  
a) In spite of being    b) In spite of the obvious    c) In spite of the fact obvious  
d) In spite the obvious
10. The police \_\_\_\_ so they could check his driving licence.  
a) pulled him through    b) pushed him in with  
c) dragged him at    d) pulled him over





## C: Listening (Total = 10 points)

Remember, you don't have to understand every word in order to answer the questions.

### Sales anecdotes

Mike Smithers is telling a few anecdotes from his time as a salesman. Listen once and answer this question.

1. Mike mentions three periods of his professional life. What are they?
- a) Selling landscape gardening services; doing telesales; being a sales manager.
  - b) Selling landscape gardening services; being a photocopier salesman; being a sales manager.
  - c) Selling landscape gardening services; selling IT services; being a sales manager.
  - d) Selling pet food; selling stationery; selling IT services.

Read over the questions below. Then, listen to the conversation again and answer the questions.

2. How did the receptionist react to all the shouting and screaming?
- a) She was shocked.
  - b) She didn't seem to notice it.
  - c) She started shouting too.
  - d) She started crying.
3. Why was Mike surprised when he actually met Miss Nutt? Because she was...
- a) ...so horrible and nasty.
  - b) ...so tall.
  - c) ...so nice.
  - d) ... an old friend.
4. Was the meeting with Miss Nutt successful?
- a) no
  - b) It isn't clear.
  - c) yes
  - d) only for Miss Nutt
5. Why was the sales meeting for IT services so important? *Because...*
- a) ...it was worth a lot of money.
  - b) ...the company he was working for was about to go bankrupt.
  - c) ...Mike hadn't made any sales that month.
  - d) ...Mike really wanted to help them.
6. What did he do before the meeting?
- a) He went for a jog.
  - b) He had something to eat and drink.
  - c) He prepared his sales pitch.
  - d) He went swimming.
7. What was he wearing during the meeting?
- a) a jacket, a tie and a white shirt
  - b) a coffee-coloured T-shirt
  - c) a shirt with a stain on it
  - d) a black shirt
8. Who called Mike a lot when he was working as a sales manager?
- a) Sales people looking for jobs.
  - b) restaurants from the local area
  - c) previous bosses
  - d) Sales people offering a variety of services.

9. Mike arranged to have lunch with one of the sales people. What was the salesman selling?

- a) photocopiers    b) training courses    c) office supplies    d) double glazing

10. What was the problem with the lunch that the salesman invited Mike to?

- a) There was a limit to what Mike could order.    b) There was too much food.  
c) The conversation was so boring.    d) The food was disgusting.

### **D: Speaking** (Total = 15 points)

Use the questions below (or any others you can think of) to have a **discussion with a partner for at least six minutes**. It's up to you to keep the conversation going, and to make sure the talking doesn't stop!

- Have you heard any stories of scams in the news lately? What were they about?
  - What stories about insurance fraud have you heard about?
  - What are some of your favourite cities? Why do you like them so much?
  - What are some of the most interesting films you've seen or books you've read recently? Why were they so interesting?
  - Have you ever had any difficulties explaining something in a foreign language? What happened? Why was it so hard?
  - Have you ever worked in sales? What were you selling? What was it like? What are your top tips for selling?
  - Have you ever had to sell something to someone? What were you trying to sell? How did it go?
  - What are the keys to success in life? What about business?
  - What's your favourite restaurant? Why do you like it so much? What have you eaten there?
  - Have you ever had to do any negotiating? What did it involve? Who were you negotiating with?
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### **E: Writing** (Total = 15 points)

Write an e-mail to the company director where you work informing him-her of some illegal activities taking place in the company: a colleague could be selling secrets to the competition, someone could be defrauding the company, someone could be stealing money or goods... Include information on what is happening, who is involved, how you found out about it, why you think it's happening, what evidence you have, how it's happening, what you think should be done about it, a request for anonymity... **Write more or less an A4 page.**

## TEACHER'S NOTES

### DO NOT PRINT FOR YOUR STUDENTS!

#### Exam notes for teachers

Remember, this is a general test on your students' language skills. There's no need for your students to revise for it. We feel this is a good way of checking students' progress as they work on their own without any assistance from you. Extra weighting in the exam scoring is given to listening, speaking and writing – the important communicative skills.

- Give the exam during class time – don't let students take the exam away with them.
  - Be careful not to photocopy the answers when you make the copies for your students!
  - Please print the exam double-sided.
  - The exam should take about an hour and a half. If needed, this can be divided up into two testing periods, with the exam being given over two classes.
  - Mark the results clearly on each individual student's Progress Report Sheet.
  - Any student who doesn't turn up for the exam will have to do it another day.
- Students doing the exam after the event should do so quietly to one side of the normal class. For more information on this, speak to the DOS or teacher coordinator.
- The recordings for the Listening sections of the exams are on our website.

You can download them from here:

[www.learnhotenglish.com/teachers](http://www.learnhotenglish.com/teachers)

#### Submitting the Information

- Once the exams have been completed, you are required to complete all fields of the Progress Report Sheet and send this by e-mail (or drop it off - whatever's easiest) to your point of contact in the central office. Completed Progress Report Sheets need to be handed in no later than two weeks after you have received the exam. To make our administrative processing easier, please group together students from the same class.

- Students have two weeks to do the test. It is your responsibility to make sure they all do the test. If after two weeks they still haven't done it, then you must write N/A (Not Attended) on the Progress Report Sheet. Thanks for your collaboration!

**A: Reading (5 points)** – students' answers may vary a bit. They don't have to be exactly the same. If in doubt, be generous.

1. Because she had the same name as one of the students.
2. James Gargett approved the claims.
3. The second time they pulled the trick, they earned £95,332.
4. Jacqueline Gilbert's husband phoned up the insurance company because his wife's insurance money had been paid out.
5. The company got in contact with the police.

#### B: Language (5 points)

1c 2a 3d 4c 5d 6a 7c 8a 9b 10d

#### C: Listening (10 points)

1c 2b 3c 4c 5a 6b 7c 8d 9b 10a

**D: Speaking (15 points - three points per objective)**

Students get zero points per objective if they don't complete it or if they do it poorly. Set it up so that students speak in pairs (or with you for one-on-one classes). Make notes while they're speaking on how well they do. Other students could be doing the Writing test while you do this.

- Did the student complete the task? (three points)
- Did the student speak clearly and fluently without too much hesitation? (three points)
- Did the student speak accurately (not making many mistakes)? (three points)
- Did the student pronounce the words correctly? Did the student use the correct intonation, word stress, sentence stress, etc.? (three points)



- Did the student use a wide range of expressions and vocabulary? (three points)

**E: Writing** (15 points - three points per objective)

Students get zero points per objective if they don't complete it or if they do it poorly.

- Did the student complete the task? (three points)
- Did the student write accurately? (three points)
- Did the student write text that makes sense? Were the ideas linked logically? (three points)
- Did the student use a wide range of appropriate words or expressions? (three points)
- Did the student use a wide range of appropriate grammatical structures? (three points)

### Audio script

#### Sales Anecdotes!

*Stories from the world of sales.*

We're joined in the studio today by sales guru Mike Smithers. So, Mike, have there been any funny moments?

Oh, yes. When I started out in sales, I was working for this landscape gardening company. They were keen to increase sales of services to local councils, so they got me on board to help out with that. My job was to go around local councils and offer our landscape gardening services and other gardening-related upkeep and maintenance services. Anyway, one day, I was in this town in the north, just south of Durham. They'd expressed an interest in using our services, so it was my job to clinch the deal. I got to the town hall, went up to the receptionist and told her who I was. I wasn't sure who I was supposed to be talking to. "Miss Nutt will be right with you, sir," the receptionist said. It was at that moment that I heard this screaming and shouting coming

from one of the rooms down the corridor. It was the sound of someone really laying into a junior member of staff. Now, I don't know whether the receptionist was so used to this kind of behaviour, or whether she was just a very good actress, but she kept a very straight face and didn't bat an eyelid. "Erm, is that Miss Nutt?" I asked inquisitively. "Yes. But don't worry. She'll be out in just a minute," the receptionist answered cheerily. Meanwhile, the screaming and shouting went on for about another five minutes. Eventually, Miss Nutt came out. I was expecting a tall imposing woman with an angry scowl on her face, but this tiny woman appeared with a lovely smile on her face. In fact, she was very charming and we managed to sell our services to her. I'm just glad I never got on the wrong side of her though!

Any bad moments?

Well, another time I had a really important sales meeting to go to. I was selling IT services at that time. My boss had set the meeting up, and if we managed to seal the deal, it would have meant millions in business for the company. The meeting was just outside town and was due to take place at 11am. That morning, I got to the office early, but then decided to head out for a late breakfast just next to the company where we were supposed to give the presentation. Anyway, with about five minutes to go, I took one last sip of my coffee and managed to spill it all down my nice, clean white shirt. It was summer time and quite hot and I hadn't brought a jacket with me. And there was no time to get another shirt. So, I had to go into the meeting with this horrible brown stain all over the front of my shirt. I can just remember standing up there beside the flip chart doing my best to focus on the task at hand, wondering what everyone was thinking about me. Surprisingly, we got the contract.

Anything else?

Well, a few years ago, I was working for a company as sales manager, and I spent most of my time behind a desk. Anyway, I soon found myself a target for cold callers, getting calls from sales people selling everything from water coolers to photocopiers to office supplies. Once, I was curious to see how they were doing it, as it'd been a few years since I'd last had to make any sales. So, I arranged to have lunch with this guy who was selling staff training courses. And he was probably the worst salesman I've ever met. For a start, he arrived twenty minutes late, and he turned up in a tatty suit with trainers. On top of that, he kept getting my name wrong. At the restaurant, he said I could order anything I wanted, as long as the total didn't come to more than £30 as that was all he had on him. Nice! To cap it all, he kept trying to get me to sign his contract before he'd even sold me on the idea or the services he was selling. Needless to say, we never did any business with him.