

INGLÉS 1ºAC

¿QUÉ TAREAS VAMOS A HACER?

A modo de repaso vamos a realizar estas actividades tipo “examen”, como lo hemos ido haciendo en clase. Tenéis una parte de lectura, de escucha, de vocabulario...

(Adjunto audio para los ejercicios de “listening”)

FECHAS A RECORDAR:

La nueva fecha límite para la entrega de estas tareas será el **8 DE MAYO**.

JUEVES A LAS 17.00 HORAS: CLASE VIRTUAL A TRAVÉS DE GOOGLE MEET. Os espero para poner en común aspectos importante y aclarar dudas, que os queda muy poquito de clase.... tan solo un mes.

UNITS 15/16. ACTIVITIES:

1. Match A and B to form phrases. Then complete each sentence with the correct phrase.

A	B
1. cold	a. business
2. flow	b. pitch
3. tent	c. calls
4. repeat	d. price
5. list	e. chart
6. sales	f. cards

- Let's put with the special offers on the coffee tables.
- I hate getting when I'm very busy.
- from returning customers is the best for the business.
- Mrs Cooper doesn't like that sales rep. Her is too aggressive.
- This shows how our products are made.
- The for that item should be £2.75.

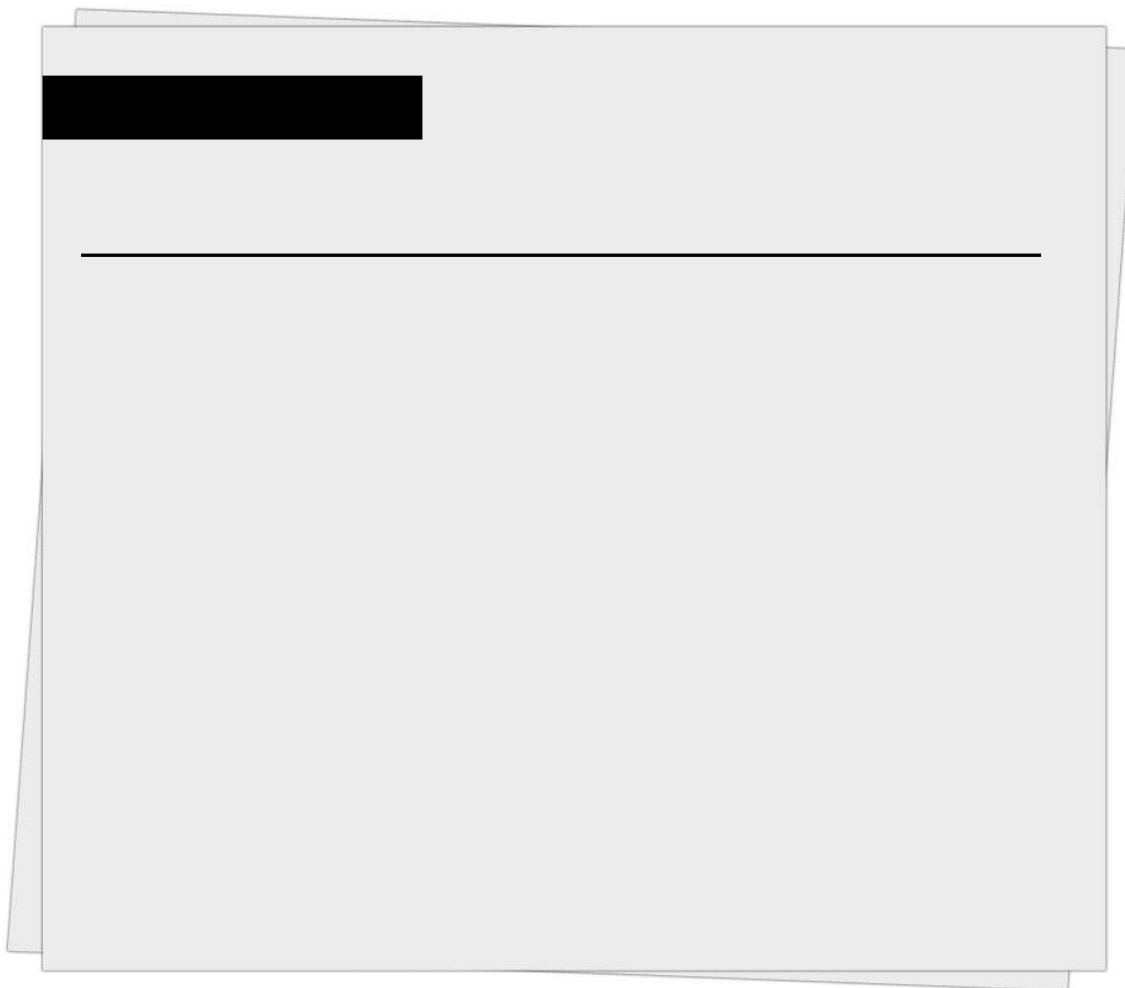
2. Match the sentences in A to the responses in B.

A	B
1. I can't read the text at the bottom of the page.	a. I liked the last interviewee.
2. Who should get the job?	b. What about having a prize draw?
3. Can I buy now, pay later?	c. Yes, the font is very small.
4. We should take advantage of the offer now.	d. Yes, it attracted a huge audience.
5. How can we attract more customers?	e. You can pay over six months.
6. The advertising campaign was successful.	f. It's only valid until next week.

3. Circle the correct answer.

- How many **consumer needs / leads / headings** did you get today?
- Put the items on special offer in the **customer profile / dump bin / pavement sign**.
- You can see all the information represented in the **bullet point / upper case / scatter chart**.
- I heard about the offer by **outbound calls / e-coupon / word of mouth**.

4. Read the memo. Then write T (true) or F (false) next to the sentences below.



- 1. The first day of the sale is 7th December.
- 2. There is a 20% reduction on all winter coats for men and women.
- 3. People who buy a Marvel laptop or tablet don't have to pay everything upfront.
- 4. The prize draw isn't open to everyone.

5. Match the sentences in A to the responses in B.

A

- 1. May I ask you a few questions?
- 2. What about doing another prize draw?
- 3. How did you hear about this product?
- 4. I'll think about your offer and get back to you.
- 5. Do you think I should add a graphic here?
- 6. Let's display the toys in the dump bins.
- 7. When you shop, are you loyal to certain brands?
- 8. I'm sorry, but those terms don't work for me.
- 9. Have you ever used our services before?
- 10. How much would you pay for this product?

B

- a. Fine, but this offer is only valid until the end of the week.
- b. No more than £15.
- c. A friend recommended it.
- d. Yes, I think a line graph would look good.
- e. I'm surprised. I thought we could close the deal today.
- f. No, price is the most important factor for me.
- g. I think they would be better in a countertop display.
- h. OK, but I'm afraid I haven't got much time.
- i. Yes, I'm a repeat customer.
- j. Yes, the last one was very successful.

LISTENING

6. Complete the sentences with one word.

1. Emma is travelling to **G**.....
2. Emma feels a little **n**..... .
3. Unfortunately, Emma's products are more expensive than her **c**.....
4. Emma can offer **f**..... delivery..
5. Emma can give her customers free service for **o**..... year.

7. Listen again and circle the correct answer.

1. Emma is leaving the country **today** / **tomorrow** / **on the 16th**.
2. Josh says that **extended warranty** / **a good sales pitch** / **fast delivery** is very important.
3. Emma is travelling **alone** / **with a Spanish colleague** / **with a German colleague**.
4. Emma is going to offer credit terms of **60** / **90** / **120** days.