

## LISTENING ANSWER KEY

## Part One

- 1 SUCCESSFUL SELLING
- 2 (THE) CENTRAL HOTEL
- 3 PROFIT MARGIN(S)
- 4 (£)40/FORTY
- 5 (LASER/LAZER) PRINTER
- 6 DISPATCH/DESPATCH COMPANY
- 7 (ANY) CABLES
- 8 (A) DISCOUNT
- 9 (THE) PLANT MANAGER
- 10 BUSINESS ADMINISTRATION
- 11 FLEXIBLE
- 12 NEGOTIABLE

## Part Two

- 13 F
- 14 H
- 15 G
- 16 C
- 17 E
- 18 F
- 19 C
- 20 E
- 21 H
- 22 B

## Part Three

- 23 B
- 24 A
- 25 B
- 26 B
- 27 A
- 28 B
- 29 C
- 30 C