

Unit Test 3

Answer all thirty questions. There is one mark per question.

LANGUAGE REVIEW: MODALS 2: *MUST, NEED TO, HAVE TO, SHOULD*

A Complete the conversations with the words in the boxes.

Conversation 1

don't have to	mustn't	should
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A We (1)_____ leave now. We (2)_____ be late for this meeting.

B We (3)_____ leave yet, do we? It's only ten o'clock.

A No, it's nearly 10:30!

B What? Oh, no. My watch has stopped!

Conversation 2

don't need to	should	shouldn't
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A You (4)_____ talk on the phone during presentations. It's really rude!

B Sorry. It was an emergency.

A Next time, you (5)_____ step out into the hall when your phone rings.

B You (6)_____ raise your voice. I can hear you!

B Put the words in the correct order to make sentences.

7 need a taxi We to get .

8 loudly You speak must more .

9 leave have now we to Do ?

10 I my bring laptop Should ?

VOCABULARY: MAKING SALES

A Choose the correct words to complete the text about a small toy-making company.

When we are ready to begin making and selling a new product, we find a (11)(manufacturer / wholesaler) – a company that will actually produce the toy in their factory. Often we want them to use certain special materials for production. This means we tell them which (12)(refunds / suppliers) to use for materials. After the toys are made, they are shipped to our (13)(purchaser / distributor) – the company that handles the wholesale part of the business. They have a large (14)(warehouse / storage) where they keep the merchandise. They sell the toys to (15)(retailers / deliverers), who finally sell them to consumers.

B Match the sentence beginnings (16–20) with the endings (a–e).

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|--|--------------------------|
| 16 Every one of our products comes with a | a) interest-free credit. |
| 17 We don't keep customers' | b) method of payment. |
| 18 This month, we're offering | c) money-back guarantee. |
| 19 If you shop here a lot, you should join the | d) credit-card details. |
| 20 Cash is my favourite | e) loyalty-card scheme. |

SKILLS: NEGOTIATING: REACHING AGREEMENT

A Number the sentences in order (1–5) to make a conversation.

- 21 ____ A Unfortunately, we can't do that. We don't have the money today. But we can pay you tomorrow.
- 22 ____ A That's very reasonable. We've got a deal.
- 23 ____ A We'd like to start the service on Friday.
- 24 ____ B That might be OK, if you can pay before noon.
- 25 ____ B We can do that, as long as you make a down payment today.

B Complete the conversation with the sentences (a–e).

- a) I'm sorry, we can't agree to that.
- b) That sounds OK to me.
- c) We could possibly deliver by the end of June.
- d) Right, we've got a deal.
- e) That could be all right, as long as you deliver the second half by 15 July.

A We must have delivery as soon as possible.

B (26)_____

A That's not good enough. We need delivery no later than 15 June.

B (27)_____ We could possibly deliver half of the order by June 15.

A (28)_____

B We can do that, providing you make a 50 per cent down payment.

A (29)_____

B (30)_____