

10-4-1

Questions 1–6

Complete the notes below.

Write **ONE WORD ONLY** for each answer.

THORNDYKE'S BUILDERS	
Example	
Customer heard about Thorndyke's from a friend	
Name:	Edith 1 <u>Paragetter</u>
Address:	Flat 4, 2 <u>East</u> Park Flats (Behind the 3 <u>library</u>)
Phone number:	<u>875934</u> afternoon
Best time to contact customer:	during the 4 <u>morning</u>
Where to park:	opposite entrance <u>other side</u> by <u>next to</u> the 5 <u>postbox</u> <u>beside/near/close to...</u>
Needs	<u>full quote</u> showing all the jobs and the 6 <u>prices</u>

Questions 7–10

Complete the table below.

Write **ONE WORD ONLY** for each answer.

Area	Work to be done	Notes
Kitchen	Replace the 7 <u>glass</u> n.(s) <u>in the door</u>	Fix tomorrow
	Paint wall <u>above</u> up/over/on the 8 <u>cooker</u> n.(s)	Strip paint and plaster approximately one 9 <u>week</u> <u>in advance</u> n.时间 before
Garden	One 10 <u>fence</u> n. replacing <u>(end of garden)</u>	

SECTION 1 Questions 1–10

Complete the notes below.

Write **ONE WORD AND/OR A NUMBER** for each answer.

FAMILY EXCURSIONS

Cruise on a lake

Example

- Travel on an old steamship

- Can take photos of the 1 mountains that surround the lake
n.s.

Farm visit

- Children can help feed the sheep
- Visit can include a 40-minute ride on a 2 horse
n.
- Visitors can walk in the farm's 3 garden by the lake
- 4 lunch is available at extra cost
开头空 问句 n. it/them

Cycling trips

- Cyclists explore the Back Road
- A 5 map is provided experiment
- Only suitable for cyclists who have some 6 experience
Ratchesons
- Bikes can be hired from 7 (near the Cruise Ship Terminal)

- Cyclists need:

- a repair kit
- food and drink
- a 8 helmet (can be hired)

- There are no 9 shops or accommodation in the area
won't see any...

Cost

- Total cost for whole family of cruise and farm visit: 10 \$ 267

SECTION 1 Questions 1–10

Complete the notes below.

Write **ONE WORD AND/OR A NUMBER** for each answer.

HIRING A PUBLIC ROOM

Example

- the Main Hall – seats 200

Room and cost

- the 1 **Charlton** Room – seats 100 **ty**
- Cost of Main Hall for Saturday evening: 2 £ **115**
+ £250 deposit (3 **cash** payment is required) payment by **cash**
- Cost includes use of tables and chairs and also 4 **parking** **credit card**
- Additional charge for use of the kitchen: £25 **garage** **cheque/ check**
online

Before the event

- Will need a 5 **music** licence
- Need to contact caretaker (Mr Evans) in advance to arrange
6 **entry** **entrance**

During the event

- The building is no smoking **front** **rather than....**
- The **band** should use the 7 **stage** door **at the back**
adj./n.
- Don't touch the system that controls the volume
- For microphones, contact the caretaker

After the event

- Need to know the 8 **code** **code you need** for the **cleaning cupboard**
- The 9 **floors** must be washed and rubbish placed in black bags
- All 10 **decorations** **they** must be taken down
- Chairs and tables must be piled up **them**

问句

SECTION 4 Questions 31–40

Complete the notes below.

Write **ONE WORD ONLY** for each answer.

The use of soil to reduce carbon dioxide (CO₂) in the atmosphere

Rattan Lal:

- Claims that 13% of CO₂ in the atmosphere could be absorbed by agricultural soils
- Erosion is more likely in soil that is 31 dry
a.
- Lal found soil in Africa that was very 32 hard
a.
- It was suggested that carbon from soil was entering the atmosphere

Soil and carbon:

- plants turn CO₂ from the air into carbon-based substances such as 33 sugars and other carbon-based substances like
- some CO₂ moves from the 34 roots of plants to microbes in the soil
- carbon was lost from the soil when agriculture was invented

Regenerative agriculture:

- uses established practices to make sure soil remains fertile and 35 moist
adj.
- e.g. through year-round planting and increasing the 36 variety of plants that are grown

California study:

- taking place on a big 37 cattle farm n.+ farm/club
- uses compost made from waste from agriculture and 38 gardens including... such as...

Australia study:

- aims to increase soil carbon by using 39 grasses that are always green
n.s.

Future developments may include:

- reducing the amount of fertilizer used in farming
- giving farmers 40 payment for carbon storage, as well as their produce

SECTION 4 Questions 31–40

Complete the notes below.

Write **ONE WORD ONLY** for each answer.

ETHNOGRAPHY IN BUSINESS

Ethnography: research which explores human cultures

n1 介词 n2

It can be used in business:

information about attitudes

- to investigate customer needs and 31
- to help companies develop new designs

Examples of ethnographic research in business

Kitchen equipment

n1 n2

- Researchers found that ~~cooks~~ could not easily see the 32
in ~~measuring cups~~.
sugar and flour n.(s)

contents

Cell phones

numbers

- In Uganda, customers paid to use the cell phones of entrepreneurs.
- These customers wanted to check the 33 time used.

~~Computer companies~~

- There was a need to develop 34 software to improve ~~communication~~ between ~~system administrators and colleagues~~.

~~Hospitals~~

- ~~Nurses~~ needed to access information about 35 patients in different
~~parts of the hospital~~.
听信息内容

~~Airlines~~

- Respondents recorded information about their 36 while
travelling.

tracking emotions

Principles of ethnographic research in business

- The researcher does not start off with a hypothesis.
- Participants may be selected by criteria such as age, 37income..... or product used.
- The participants must feel 38 comfortable..... about taking part in the research.
- There is usually direct 39observation..... of the participants.
- The interview is guided by the participant.
- A lot of time is needed for the 40analysis..... of the data.
not
- Researchers look for a meaningful pattern in the data.

PART 4 Questions 31–40

Complete the notes below.

Write **ONE WORD ONLY** for each answer.

so/therefore/thus...
since/as/due to...

adj.

Stoicism

Stoicism is still relevant today because of its 31 practical appeal.

Ancient Stoics

- Stoicism was founded over 2,000 years ago in Greece.
- The Stoics' ideas are surprisingly well known, despite not being intended for 32 publication

Stoic principles

- Happiness could be achieved by leading a virtuous life.
- Controlling emotions was essential.
- Epictetus said that external events cannot be controlled but the 33 choices people make in response can be controlled.
- A Stoic is someone who has a different view on experiences which others would consider as 34 negative

The influence of Stoicism

- George Washington organised a 35 about Cato to motivate his men.
- The French artist Delacroix was a Stoic.
- Adam Smith's ideas on 36 were influenced by Stoicism.
- Some of today's political leaders are inspired by the Stoics.
- Cognitive Behaviour Therapy (CBT)
 - the treatment for 37 is based on ideas from Stoicism
 - people learn to base their thinking on 38
- In business, people benefit from Stoicism by identifying obstacles as 39

Relevance of Stoicism

- It requires a lot of 40 but Stoicism can help people to lead a good life. many/ plenty of/ considerable
- It teaches people that having a strong character is more important than anything else.