

- 13 Study the advertisement and the other information below, and then answer all the questions (a – d) which follow.

**CONCOOL SALES REPRESENTATIVE  
REQUIRED**

Getting nowhere fast? Now is your unique opportunity to join Concool – an expanding and highly competitive firm that has had ten years' success in selling air-conditioning units to homes and businesses within a radius of 200 kilometres from our factory in Detsad. No previous experience in sales necessary. Training provided on the spot. Car owner essential. Starting salary subject to negotiation. Generous bonuses on successful sales. Good promotion prospects. Full pension rights. This could be your chance of a lifetime. Why miss out? Apply now.

**Call Eugenie on 031121935.**

- 1 You have the use of a second-hand car with 120,000 kilometres on the clock.
- 2 Detsad is on the tenth largest lake in the world.
- 3 Farsh, the only city in the region, is 118 kilometres to the north-east of Detsad.
- 4 In your town, there is just one building with air-conditioning and that is the largest hotel.
- 5 At the moment, you have no family commitments and live in rented accommodation in Gudok.
- 6 In the hot season, which usually lasts for four months, temperatures regularly reach 40 degrees Celsius.
- 7 In your region, outside the towns, most people live at subsistence level.
- 8 You have a good university degree in Applied Physics.
- 9 People can contract the sometimes fatal Legionnaire's Disease from faulty air-conditioning.
- 10 You live 125 kilometres to the west of Detsad.
- 11 An uncle of yours has recently retired as a senior engineer at Concool.
- 12 During your university vacations, you have had temporary employment in light industry.
- 13 Few roads to the west of Detsad are open all year round.
- 14 You tend to be rather shy with people you do not know well.
- 15 In your region, many rural communities are still without electricity.
- 16 You have just qualified as a car driver.
- 17 Cats are not allergic to air-conditioning.

- 18 Since leaving university, six months ago, you have applied unsuccessfully for twenty permanent jobs as far afield as Detsad.
- 19 Your elder sister nowadays lives quite near Farsh.
- 20 There are three firms in your country which market air-conditioning units.

Note: When a question asks for an answer IN YOUR OWN WORDS and you select the appropriate material from the passage for your answer, you must still use your own words to express it. Little credit can be given to answers which only copy words or phrases from the passage.

- (a) Using the material provided, explain why you might be tempted to apply for the job in the advertisement. **Answer in about 100 of your own words.** [10]
- (b) Using the material provided, explain why you are not tempted to apply for the job in the advertisement. **Answer in about 100 of your own words.** [10]
- (c) Having read the advertisement, what further information about various financial aspects of the job would you need to know and why? **Answer in about 80 of your own words.** [8]
- (d) In your opinion, what sort of person would be most suitable for the job? **Answer in about 70 of your own words.** [7]