

SECTION 3      *Questions 21–30**Questions 21–24**Complete the notes below.**Write NO MORE THAN THREE WORDS for each answer.***Box Telecom**

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|----------------------------|--|
| Problems: been affected by | <ul style="list-style-type: none"> <li>• drop in 21 .....</li> <li>• growing 22 .....</li> <li>• delays due to a strike</li> </ul> |
| Causes of problems:        | <ul style="list-style-type: none"> <li>• high 23 .....</li> <li>• lack of good 24 .....</li> </ul>                                 |

*Questions 25–27**Choose the correct letter, A, B or C.*

- 25 What does Karin think the company will do?
- A look for private investors  
 B accept a takeover offer  
 C issue some new shares
- 26 How does the tutor suggest the company can recover?
- A by appointing a new managing director  
 B by changing the way it is organised  
 C by closing some of its retail outlets
- 27 The tutor wants Jason and Karin to produce a report which
- A offers solutions to Box Telecom's problems.  
 B analyses the UK market.  
 C compares different companies.

*Test 4*

**Questions 28–30**

*Which opinion does each person express about Box Telecom?*

*Choose your answers from the box and write the letters A–F next to questions 28–30.*

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| <p><b>A</b> its workers are motivated</p> <p><b>B</b> it has too little investment</p> <p><b>C</b> it will overcome its problems</p> <p><b>D</b> its marketing campaign needs improvement</p> <p><b>E</b> it is old-fashioned</p> <p><b>F</b> it has strong managers</p> |
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**28** Karin .....

**29** Jason .....

**30** the tutor .....