

FIRST NAME :

DATE :

SURNAME :

FORM :

A. Find the correct words:

- a. He is still a student working in a company for a definite period of time.
- b. He supervises the student who is working in the company temporarily.....
- c. The place where you can gain professional experience.....
- d. He/She is always on the road, away on business selling, prospecting for his/her company. What's his/her occupation? He/She works as

4 points

B. Find the correct French or English equivalents:

trustful:	faire partie d'une équipe:
to convince:	être à l'écoute :
to get on well with:	to reach:
tiring:	un bon communicant :
to be confident:	des compétences :
a hard-working person:	en déplacement:

6 points

C. Listen carefully and fill in the gaps with the appropriate words you can hear:

What are the qualities r..... to become a good sales representative? You will have to prospect for your c..... and reach the c..... over the phone and through l.....-w.....efforts. You will have to be r..... in any case. You will have to be t..... and never forget you are part of a t..... You won't get a high s..... but as a compensation you will be able to get sales commissions or large bonus.

4 points

D. What could you say under these circumstances?

- a. You enjoyed your work experience, you say:.....
- b. You are reassured about your skills, you say:.....
- c. You like the way the staff treated you, you say:.....
- d. You enjoyed the change of atmosphere, you say:.....
- e. You just didn't know what to do, you say:.....
- f. You are not afraid of dealing with customers anymore you say:.....

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6 points