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:

<table>
<thead>
<tr>
<th>English Word</th>
<th>French Equivalent</th>
</tr>
</thead>
<tbody>
<tr>
<td>trustful:</td>
<td>faire partie d'une équipe:</td>
</tr>
<tr>
<td>to convince:</td>
<td>être à l'écoute :</td>
</tr>
<tr>
<td>to get on well with:</td>
<td>to reach:</td>
</tr>
<tr>
<td>tiring:</td>
<td>un bon communicant :</td>
</tr>
<tr>
<td>to be confident:</td>
<td>des compétences :</td>
</tr>
<tr>
<td>a hard-working person:</td>
<td>en déplacement:</td>
</tr>
</tbody>
</table>

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:..............................................

...............................................................................................................................................................

6 points