

as the last bit was over, I just rushed for the door and got out of there.

*Now you will hear Part 4 again.*

*repeat Part 4*

*That is the end of Part 4.*

*That is the end of the test.*

## TEST 3

### Part One

*You will hear three different extracts. For questions 1–6, choose the answer (A, B or C) which fits best according to what you hear. There are two questions for each extract.*

#### Extract One

*You hear two people talking about reading books aloud for children.*

**Man:** I'm a terrible ham when it comes to reading to my kids. I like to do all the voices so I look for books with lots of dialogue and different characters. My kids are totally unimpressed and probably prefer having their mother read to them. She reads in a very soothing voice, and she's not trying to act or show off. It reminds me of listening to my own mother read when I was a kid.

**Woman:** Yes, I always claim that I read aloud to our three children for their benefit. That it's good for their educational development to sit and listen last thing at night. That somehow, through hearing a story, their creative juices will be stirred. But it is, of course, for me. Nothing can beat the delight of disappearing into a new thrilling chapter. And I bet I'm not the only parent who, having turned out the light and said goodnight to their grateful offspring, sits down on the stairs and reads on to find out what happens next.

*repeat extract 1*

#### Extract Two

*You hear a part of a radio programme.*

**Presenter:** Lots of people set up their own businesses and in many cases they do so in partnership with a friend, rather than going it alone. The reasons for this often aren't purely practical, for example because of complementary skills and experience. It often comes down to fear. Starting and running a business on your own can be a daunting prospect. No wonder people often prefer to share the burden with a friend. It doesn't always go according to plan, though, as Dean Ransom discovered when he started a business with a friend. What went wrong, Dean?

**Man:** Well, I'd known my partner for years and I felt we had a lot in common. What I hadn't realized about him

was how indecisive he was, but I'd had no reason to notice that aspect of his personality before. He just wasn't prepared to take responsibility for any decisions at all. He just sat back and expected me to do it all. I didn't want to carry that burden alone. I wanted some sense of shared responsibility, but instead I felt as if I was making all the big decisions on my own.

*repeat extract 2*

#### Extract Three

*You hear two people on a radio programme talking about running.*

**Man:** Some people think there's only one way to become a better runner – and that's to run. But I'd argue that by confining your sessions purely to running, you are missing out on lots of fitness attributes that could contribute to improving your technique, your running economy – that's your ability to run faster without using up more energy – and your injury resistance.

**Woman:** Absolutely. Running is a perfectly natural activity but the body was designed to move in all directions, using a variety of muscle groups, not just in a forward direction using only the lower body, often on unforgiving, hard surfaces. If running is all you do, some muscle groups get flabby and lazy through under-use, while others become tight and short through overuse. If you can strengthen the neglected muscles, stretch the tight ones and make the most heavily used ones more resilient, you'll be on the way to a more balanced body and this will translate into better running. And by better, I don't just mean faster – I mean more comfortable, less strained and altogether more enjoyable.

*repeat extract 3*

*That is the end of Part 1.*

*Now turn to Part 2.*

*You will hear someone who works as a life coach talking about her work. For questions 7–14, complete the sentences with a word or short phrase.*

*You now have 45 seconds to look at Part 2.*

**Woman:** I am standing in the middle of a group of people at an event and someone asks the inevitable question 'What do you do?' When I say that I am a Life Coach I often encounter a puzzled stare followed by the comment 'What's that?' I tell them that I am really in the 'construction business' and that I partner with people to discover what they truly want in their personal lives and how to build profitable businesses.

Most people know what they do not want and often make the mistake of focusing on the 'don't wants' to the detriment of their real desires. Make no mistake, we get what we focus on, so it is up to you to focus on your true goals. With the help of a coach, you are held accountable for your actions in a non-judgemental way.



The first step is to identify a specific goal. Think of the goal as a destination and our plan to reach it as a road map. Together we devise an action-oriented strategy to achieve results much faster than you can do alone. Goals can include personal changes such as getting fit or losing weight, increasing self-confidence or improving time management skills. Business goals can be identifying your target market, attracting new clients and innovative marketing ideas.

The two most important skills that a Life Coach has are intensive listening and incisive questions. On your own when dealing with problems you 'may not see the wood for the trees'. Sometimes the coach's questions may elicit only surface answers, but with further questions the coach can get to the true issue. Sessions are conducted on the telephone which allows for full concentration on what the client is saying without any physical distractions.

As a Life Coach, I do not deal with your past – that is a therapist's job. My primary concern is where you are at the moment and where you want to go in the future. What do you want to change about the here and now? Coaches do not act as problem solvers, but serve as the catalyst for the client to find their own solutions. I will point out your strengths and not just your problem areas. Sometimes the client has the answers; sometimes the coach does. It really doesn't matter where the answers come from as long as they are found.

*Now you will hear Part 2 again.*

*repeat Part 2*

*That is the end of Part 2.*

*Now turn to Part Three.*

*You will hear a radio discussion about children who invent imaginary friends. For questions 15–20, choose the answer (A, B, C or D) which fits best according to what you hear.*

*You now have 70 seconds to look at Part 3.*

**Presenter:** Today we're talking about children and their tendency to have imaginary friends. Liz McManus has a daughter called Caitlin, who's eight now. When she was three, she had an imaginary friend called Tytner. Liz, tell us about Caitlin and Tytner.

**Mother:** Well, I'll give you an example. One day I was driving Caitlin and Greg, her baby brother, home, when she solemnly informed me that Tytner was hitting the baby. So I said: 'You tell Tytner that if he does that again, he'll be walking home.' Fifteen seconds later came the inevitable news: 'He's just done it again, Mummy.' So I found myself in the embarrassing position of having to pull over, open the back door and say to this imaginary little boy. 'Tytner, out, now!' And of course, as we drove off, Caitlin started crying because her friend

was standing on the pavement all alone. I had to turn back and go through the rigmarole of pulling over and opening the door to pick him up again.

**Presenter:** Wow, that's some story! But in fact Caitlin is no different from many children and her invented, make-believe friend is far from unusual. As many as 65% of children have had an imaginary friend at some point in their lives. The latest research suggests that invisible friends, far from being a cause for concern, should be welcomed by parents because they can help children to be more creative, confident and articulate, and have more advanced communication skills. It is thought that these findings will help reverse misconceptions about children with imaginary friends and that they will come to be seen as having an advantage, rather than a problem that needs to be worried about. Did it worry you, Liz?

**Mother:** I know it does lots of parents but I never fretted about it, I think I was just amused. I'd be reading to her and I'd say, 'Is Tytner around?' and she'd say, 'Yes, he's just sitting at the end of the bed.' He became the centre of her life. She'd have tea parties with him, and he'd go to bed with her. She was shy and this was her answer. I knew she would grow out of it.

**Presenter:** Now Liz is one of 15 people taking part in a study of imaginary friends at the Institute of Education in London, run by Karen Majors, an education psychologist and lecturer at the institute. Karen, should parents worry about it?

**Expert:** Well, parents sometimes think, 'Is this healthy and how long should it go on for?' But it is a normal phenomenon for normal children. And it's very healthy.

**Presenter:** Why do children invent imaginary friends?

**Expert:** I think that children create pretend friends for many reasons: as safe, trustworthy best friends at a time when they are just starting to make real friends; as someone to confide in; and as someone to play with. Sometimes it is about wish fulfilment; children who cannot have a pet, for example, will invent one. I interviewed one little girl, aged six, who had a pony called Minty for several years. It went to school with her and the teachers knew all about it. It was a really strong relationship.

**Presenter:** Presumably, when they get older, children no longer have these imaginary friends. Karen?

**Expert:** Well, my most surprising finding is that children don't always stop having these made-up playmates when they start school. The imaginary friends often stay with them through their teenage years, providing comfort and escape – although in secret. One teenager I talked to had invented a superhero to help him through tricky patches. When things hadn't gone well



at school, he would come home and play with the superhero, for whom everything always went well.

**Presenter:** How should parents treat these invisible people, Karen?

**Expert:** Well, sometimes of course parents get irritated by them – for instance, if a child insists on having the playmate at the dinner table with an imaginary setting and glass. Actually I myself had a friend called Tiger when I was young, who would sit beside me at mealtimes. But I don't think parents should tell children off for this kind of thing, or tell them that their friends are not real. Perhaps the best way is Liz's down-to-earth approach.

**Presenter:** How did you handle it, Liz?

**Mother:** Well, I patiently acknowledged Caitlin's playmate but I tried not to get involved. I never used to have to get out of the friend's way or anything. Other than that one incident in the car, Caitlin's imaginary friend didn't impinge on my life.

**Expert:** Yes, I agree that parents should recognize imaginary friends, but they shouldn't try to overly influence the friendship. Parents who interfere too much risk driving their children's playmates away. If they try to direct the friends, they could spoil the fantasy altogether.

**Presenter:** Fascinating subject, thanks for coming in to talk about it, Liz and Karen.

*Now you will hear Part 3 again.*

*repeat Part 3*

*That is the end of Part 3.*

*Now turn to Part 4.*

*Part 4 consists of two tasks. You will hear five short extracts in which people are talking about the music industry. Look at Task 1. For questions 21–25, choose from the list A–H who is speaking. Now look at Task 2. For questions 26–30, choose from the list A–H the opinion each speaker expresses. While you listen you must complete both tasks.*

*You now have 45 seconds to look at Part 4.*

**Speaker 1** Yes, I choose the acts myself. People send me recordings of themselves and I give them a listen and decide whether they'd go down well here or not. We have a good crowd of regulars and I can tell pretty well what they'll like and what they won't. I think the artists who play here get a pretty good deal. Of course, this industry is full of people who are on the make, and everyone knows that artists get ripped off all the time. But I'm not like that, in fact I like to think I'm an exception to that. I try to be fair to everyone. Of course, I have to be able to keep the place going and make something for myself, but you don't have to be dodgy to do that.

**Speaker 2** We get all kinds coming in here, from people who've got some chance of making it to absolute no-hopers. What I've noticed is that you get two kinds of people – the ones who are doing it out of a passion for music and the ones who are doing it because of what they think they can get out of it. Of course, I tend to prefer the former, because they're only really interested in making good music and I think that's how you should be. And it makes my job more interesting, because we can discuss what sound they're trying to create and I can help them to achieve that. I do my best for the others, too, because after all, they're paying as well.

**Speaker 3** Of course, there are all sorts of stories and legends about people who do what I do, and how they left the poor artist with no money and took it all themselves. In actual fact, I've never met anyone who conforms to that stereotype. They're mostly people like me, who are in it because they enjoy it and because they want the best for their artists. I think sometimes people exaggerate our influence – sure, we can make sure our people get good contracts and the right amount of promotion, but in the end I think the ones who make it to the top would do so anyway, regardless of who's looking after them. You've either got that special something or you haven't – and if you have, one way or another, you'll make it.

**Speaker 4** Yeah, we started it up years ago and it's really grown and grown. All sorts of people contribute to it and some of them have been doing it for years. Of course, the public are very fickle and things go in and out fashion very quickly. Today's big thing is soon forgotten, until people hear an old song on the radio and get nostalgic about it. But our fans are very loyal and many of them have grown up with the band. It's almost like a big family, and when the band goes on the road, they often meet people who regularly write in. And they make suggestions about things we can include in it, and I often act on those suggestions.

**Speaker 5** Of course, I get to listen to all sorts of rubbish, although I always try to be fair. It frequently astonishes me that some people who really aren't any good at all make it, and some fantastically talented people remain obscure. That's the way the business works – the right manager and you're in the public eye, whether you can play or sing or not. I try to do my bit for the ones I think should make it – I give them five stars when their new record comes out, and I put in glowing comments about them. I know it has some effect – people come up to me and say that, if they hadn't seen what I said about so-and-so, they'd never have heard of them.

*Now you will hear Part 4 again.*

*repeat Part 4*

*That is the end of Part 4.*

*That is the end of the test.*