

### **EFB Speaking Test Level 3**

The Speaking Test is a test of English with a commercial and/or business focus. The topics are the same for all Levels of English for Business. The depth at which the Topics will be treated depends on the language level of the candidates. The language expectations and target population of each Level for the Speaking Test are specified in the syllabus and aligned to the appropriate CEF level. There are 8 Topics from which 5 specific questions will be prepared by LCCI as the context for the Test:

1. **Earning a Living**
  - wages, living standards
  - job types and roles
  - candidate's (intended) job
  - employee/employer relationships
  - organizational type/structure
  
2. **Production, Sale of Goods and Services**
  - distribution: origin and destination of products
  - retail and wholesale/small shops/supermarkets
  - new markets and products
  - consumer protection
  - customer service/quality
  
3. **Trade**
  - imports/exports
  - international markets
  - trade blocs e.g. EU
  
4. **Money**
  - methods of paying, purchasing
  - price changes
  - banking services
  - savings
  - pensions
  
5. **Transport**
  - problems, disadvantages
  - individual, commercial, industrial
  - local, national, international
  - improvements?
  - congestion
  - pollution
  
6. **Communications**
  - effects on business
  - effects on individuals
  - media: TV, radio, newspapers, Internet
  - IT, computers, PCs
  - telephone, email, fax, surface mail
  - advertising
  
7. **Education**
  - personal
  - education system
  - training
  - skills
  
8. **Travel and Tourism**
  - travel and the individual
  - tourism and local area
  - tourism in the nation's economy

**Instruction to the candidate**

You have 5 minutes to prepare for your examination. The subject matter is given in the topic below. You have to discuss this topic with the examiner and you will be expected to do most of the talking.

To help you in putting your ideas together, the topic is followed by some questions and suggestions for the basis of your conversation. However, you may introduce other ideas providing they are on the topic. You may keep this paper to help you during the examination. Give it back to the examiner at the end of the examination. Do not make any written notes during this preparation time.

**The Topic: TRANSPORT OF GOODS (Syllabus Topic 5)**

Consider the importance of transport systems in your (or any other) country for the movement of goods.

Identify particular commodities and comment on the type of transport used eg road haulage, rail, river or sea. Are “container” facilities used? If so, what are the advantages of this form of goods transport?

What are the problems of moving heavy goods by road?

Consider the effects of heavy goods traffic on local communities – congestion of, and damage to, roads.

What are the alternatives?

Rail – Is this possible? Is the rail network adequate? If not, why not?

Are river and sea alternatives possible?

Comment on this relative to the geography of the country under discussion.

What is the purpose of import and export tariffs?

How do you see the role of customs and excise?

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**The Topic: EDUCATION FOR A CAREER IN BUSINESS OR COMMERCE (Syllabus Topic 7)**

Base your conversation on the following:

What are your career ambitions?

Describe the type of educational training you require and the stage you have reached.

Say why this particular training is important for you in your career.

Comment on any difficulties you have had in obtaining and following your education.

Why is the English language important in your education and career?

Should education be concerned only with training for a career or specific job, or should the development of the whole individual be considered?

Describe your local education system.

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**The Topic: THE VALUE OF NEWSPAPERS (Syllabus Topic 6)**

Base your conversation on the following:

What is the principal purpose of newspapers?

In your experience, which type of newspaper is read most and why? Give details.

Is it:           local?  
                  national?  
                  international?

Consider those people who may not have access to a newspaper.

Comment on what makes a newspaper popular.

Consider:       news – local, national or international  
                  stories, features – which kind?  
                  photographs – are they necessary?  
                  serious items – eg politics, finance

Which newspaper do you read most? What do/don't you like about it

To what extent do you think that newspapers should play an international role in informing the peoples of the world about each other's problems?

**Level 3**  
**Topic A - Transport of Goods**  
**Roleplay**

**Candidate**

You work for a company selling bananas. Discuss with the manager of a road transport company your requirements for transporting bananas from a seaport and delivering them to wholesalers around your region.

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**Level 3**  
**Topic A - Transport of Goods**  
**Roleplay**

**Examiner**

As the manager of a road haulage company, discuss with the candidate relevant issues regarding the collection of bananas from a seaport and subsequent distribution to wholesalers around their region.

**Level 3**

**Topic B - Education for a Career in Business or Commerce**

**Roleplay**

**Candidate**

You are the recruitment manager for an international bank. Discuss with the principal of a local Business School, the bank's requirements for an ideal new entrant.

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**Level 3**

**Topic B - Education for a Career in Business or Commerce**

**Roleplay**

**Examiner**

You are the principal of a Business School. You have been contacted by the recruitment manager of an international bank. Discuss the bank's requirements and explain what your school can do to ensure a steady supply of suitable new entrants.