

	BGF NYTK	B2	Listening Comprehension	
	English for Business		30 minutes	20 marks
	Sample			

FIRST WORK ON THIS SHEET.
COPY ALL YOUR ANSWERS ON THE ANSWER SHEET.

(A beszédértés részvizsgán mindkét szöveget kétszer hallgathatja meg. Mindkét szöveg első meghallgatása előtt 3–3 perc áll rendelkezésére az adott szöveghez tartozó feladatok áttekintésére. A szövegek mindkét meghallgatása közben folyamatosan, majd azok után 2–2 percig dolgozhat a feladatok megoldásán. A vizsgarész végén még 3 perc áll rendelkezésre, hogy a feladatlapokhoz csatolt megoldólapra átírja megoldásait.)

Text 1

You will hear a lecture on the history of outsourcing in the USA.

- I.** ^{1–10} **While listening, fill in each gap in the notes in no more than 3 words.**

Notes on the history of outsourcing in the USA

- 1.** Manufacturing industry: outsourcing for

Aircraft manufacturing

- 2.**: Proportion of Boeing 787 made in the USA

Car manufacturing

- 3.** 1970s: Finding out ways of (Give 1 example!)
4. 1980s: General Motors → 10 factories closed and

Nike shoe company

- 5.** 1980: Production in Japan and China → known as "....." outsourcing
6–7. Focus on its strengths →(6), marketing and (7)
8. Unexpected consequence: after reports on Indonesian factories
9. Nike's response → Monitoring
10. Companies in the manufacturing and use the Nike model

Text 2

You will hear a text about an industrial dispute at a railway company.

II. ¹¹⁻¹⁵ **Decide if the following statements are true (T) or false (F).**


11. The industrial dispute began a year ago.
12. The dispute is over working conditions.
13. Today all trains have to be replaced by buses.
14. Train service usually finishes in the early evening.
15. Tony Miles works for Arriva Trains Northern.

III. ¹⁶⁻²⁰ **As you listen, complete the following chart.**

Arriva's estimated costs during the strike		
	pounds/year	pounds/day
⇒ 16-17. leasing 1 two-car train:(16)(17)
⇒ 18. track access charge:(18)	274,000

Arriva's estimated savings during the strike	
	pounds/day
⇒ 19. Diesel fuel:(19)
⇒ 20. wages of guards on strike:(20)

KEY	FIGYELEM! ➔	<p>Kérjük, ide ragasszon egy BESZÉDÉRTÉS azonosító kódot!</p> <p>Hiánya esetén dolgozata érvénytelen.</p>
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First Marker:	Second Marker:	Score: <input style="width: 80px; height: 30px;" type="text"/>			

Text 1	
1.	several decades
2.	10%
3.	Cutting costs / Increasing profits
4.	moved to Mexico
5.	offshore
6.	brand (building/management/name)/ branding
7.	design
8.	bad publicity
9.	its subcontractors
10.	distribution (sectors)
Text 2	
11.	T
12.	F
13.	F
14.	T
15.	F
16.	¼ million / 250,000
17.	750
18.	100 million
19.	80
20.	(30)-40,000

1. szöveg Outsourcing

In today's programme, we'll be taking a look at the history of outsourcing in the USA. The manufacturing sector, in particular, has been outsourcing processes successfully for several decades.

The new Boeing 787 is an interesting example of how aircraft manufacturers are outsourcing production around the world. Only about 10% of the production of the 787 is done in the US. The rest is carried out by Boeing's 40 partners in the project as far apart as Japan and Italy, France and Australia.

However, the aircraft company is a newcomer to outsourcing on a large scale. American carmakers have been outsourcing production for much longer. In the late 1970s, US car companies were facing a desperate financial situation and consequently needed to find ways of cutting costs and increasing profits. In the mid 1980s, in response to the crisis, General Motors took the unusual decision of closing 10 factories in the US and moved them to Mexico.

To turn now to other industries, Nike was also one of the first US companies to send production to other countries. In the 1980s, the company initially sent the manufacturing of its sports shoes to its subcontractors in Japan and China. This process has become known as 'offshore' outsourcing. It's argued that this approach allows Nike to focus more on what it does best: brand building, marketing and design, and it leaves the manufacturing to offshore third parties. One consequence of outsourcing Nike did not anticipate was the bad publicity it received in the 1990s, following reports of poor working conditions in its outsourced Indonesian factories. The company's response has been to monitor its subcontractors closely in different countries to avoid any future scandals.

Today most US manufacturers outsource some or all of their products. In fact, companies that are in the manufacturing and distribution sectors all over the world are moving towards the Nike model. Outsourcing may have its critics and its disadvantages but there is no doubt that it is here to stay.

*Source: LEP, Internet
2'30''*

Text 2 Rail strike

Interviewer This week marks the first anniversary of one of the longest-running disputes in the history of the rail industry. Conductors, or used to be known as guards, at Arriva Trains Northern have been in dispute with the company over pay for the past year. So far it has resulted in 25 days of strike action.

For an almost negligible service on the strike days at the beginning the company now claims to be serving 75% of its routes. However, not all of these are trains. Some are replacement buses. And on the lines which are operating the trains usually finish in the early evening. We asked Tony Miles from Modern Railways Magazine to take close look at what the train operator had lost and gained on strike days.

Miles For every day that there is a strike, Arriva Trains Northern is paying out for leasing for every train that it's got in its fleet even the ones that don't operate. Back in 1998 we know that it cost around a quarter of million pounds a year to lease a two-car train that's used on Trans-Pennine express route. That's about 750 pounds a day.

Interviewer And it's not only the trains that have to be paid for.

Miles Arriva Trains Northern pay a flat rate to Network Rail for permission to run on the tracks, the track access charge. The latest figures we have for 2001 that they pay around a 100 million pounds a year for that. So that works out as 274,000 pounds a day, and if they run just half of the services they'd still be paying 135,000 pounds a day for trains that are running on the network.

Interviewer But it's not all bleak. There's some savings to be had. For instance, about 80 pounds a day on Diesel for each train set on the sidings. And then there's some staff cost to be saved.

Miles They're saving on not having to pay the guards who are on strike, obviously. So that they might save 30-40,000 pounds a day on pay, but they're still having to pay for the drivers who turn up for work, the station staff, the cleaners, the maintenance engineers, everybody else who turns up for work, their pay has to be there.

1'58''