

Additional Paper 3 Part A Worksheet (Unit 1)

Tapescript

Track 1

Announcer: Situation.

Graham and Felicity are members of the Business Society of Mong Kok Secondary School. They are talking to their teacher adviser, Ms Morris, about their plan to bid for a stall at the Lunar New Year Fair.

You will have a total of two tasks to do. Follow the instructions in the Question-Answer Book and in the recording to complete the tasks. You will find all the information you need in the Question-Answer Book and the recording. You now have one minute to familiarize yourself with Tasks 1–2.

(60 seconds of Greensleeves)

(Tone)

Track 2

Announcer: Graham and Felicity are talking to Ms Morris about which venue to bid for at the auction of the Lunar New Year Fair. Listen to their conversation and fill in the missing information in the spaces provided.

You now have 30 seconds to study the task. At the end of the task, you will have one minute to tidy up your answers.

(30 seconds of Greensleeves)

(Tone)

Ms Morris: Good afternoon everyone. Let's have a look at the venues we can choose from.

Felicity: We have ... three here. The first one is Victoria Park.

Graham: The Victoria Park in Causeway Bay?

Felicity: Correct. And the second one is Fa Hui Park in Mong Kok.

Ms Morris: And is the last one Shek Pai Tau Playground in Yuen Long?

Felicity: That's correct, Ms Morris.

Ms Morris: Let's first look at the pros and cons of the three venues. I think what's good about having a stall at Victoria Park in Causeway Bay is that it hosts the biggest Lunar New Year Fair in Hong Kong. It is by far the biggest venue. And traditionally, it is always the most visited one among all the New Year Fairs.

Graham: Ms Morris, my cousin tried to bid for a stall at Victoria Park last year, but it wasn't easy. There were so many people competing for the stalls!

Felicity: Did he get a stall in the end?

Graham: No, he didn't. His proposal was really impressive, but I guess the competition was just far too fierce.

Ms Morris: Shall we look at another option? The Fa Hui Park isn't too bad, is it? It's close to the MTR station.

Felicity: But it's always crowded!

Graham: Well, I really don't want to go to Yuen Long! It's too far away!

Felicity: Look on the bright side, Graham! It's easy to bid for a stall there.

Ms Morris: Graham has a point though. Our school is in Mong Kok and most of our students live in the area. Going to Yuen Long is not an easy trip for them.

Felicity: So, it seems Fa Hui Park is the best option we have. Shall we settle for Fa Hui Park?

Graham: Agree. Ms Morris, shall we talk about the open auction? I remember the FEHD has put the auction information on their website. (*typing*) That's it. Let's have a look.

Felicity: The open auction for the stalls in Fa Hui Park will be held on 12 November... Good. It's a Saturday and we don't need to go to school. So we can all go!

Graham: Great! I guess it'll be very exciting to take part in an auction! There are two auction sessions on the same day: the morning session is for wet goods stalls, and the afternoon session is for fast food and dry goods stalls. Ms Morris, I suppose we'll go to the afternoon session as we don't plan to sell flowers, right?

Ms Morris: Yes. Wet goods stalls are for selling flowers so we will go to the afternoon session. Let's see ... the auction starts at 2pm at Queen Elizabeth Stadium.

Felicity: Where's Queen Elizabeth Stadium?

Ms Morris: It's in Wan Chai. I can meet you at the MTR station on that day and we can go together.

Felicity: Excellent. Let me key in the information on my phone ... the auction will be held on 12 November at 2pm at Queen ... Sorry, Ms Morris, how do you spell Elizabeth Stadium?

Ms Morris: E – L – I – Z – A – B – E – T – H S – T – A – D – I – U – M.

Felicity: Thanks. When will the auction end?

Ms Morris: At 4.45pm. We'll bid for a dry goods stall. Where would you like the stall to be?

Graham: Well, I guess it'll be best if it is near the entrance as everyone will pass by it. But I'm afraid that the price may be very high.

Felicity: How about a stall that is near the fast food stalls? These stalls are always crowded with people. I think if our stall is near them, more people will visit us too.

Ms Morris: That's a good suggestion. Let's try to bid a stall near to either option. How large is a dry goods stall?

Graham: It's 3 metres by 1.5 metres; not very large.

Felicity: But I suppose that's large enough as we are not selling big items.

Ms Morris: Right. Let's see what the upset price is.

Graham: Sorry, what's an upset price? Is it the highest price?

Felicity: On the contrary, it's the lowest price at which an item is auctioned or sold at a public sale.

Ms Morris: OK, I found it. The upset price for a dry goods stall is \$10,990. It looks reasonable.

Graham: But I don't think we can pay the upset price for a stall that is either near the entrance or the fast food stalls.

Ms Morris: True. Stalls in good locations will definitely cost more. Don't forget that we also need money to buy the goods ... I guess we can't pay more than ... \$15,000 for a stall. Let's see how the auction goes then.

Felicity: Oh, it's nearly five o'clock. Ms Morris, I need to leave now because I have a piano lesson at six.

Ms Morris: Let's meet again later then.

Graham &

Felicity: Bye, Ms Morris.

Ms Morris: Bye.

Announcer: That is the end of Task 1. You now have one minute to tidy up your answers.

(60 seconds of Greensleeves)

(Tone)

Track 3

Announcer: Graham and Felicity are now discussing what goods to sell. Listen to their conversation and fill in the missing information in the table.

You now have 30 seconds to study the task. At the end of the task, you will have one and a half minutes to tidy up your answers.

(30 seconds of Greensleeves)

(Tone)

Graham: Wow, look at the pictures from the supplier. Don't they look great?

Ms Morris: Great job, Graham. Thanks for contacting the supplier. Now let's look at this cushion. Is that a gorilla on it?

Graham: Yes, it is. It's got a fluffy cover and is stuffed with cotton.

Felicity: I like it too! It's so cute! It's the year of the monkey and just look at all the primates we have here!

Ms Morris: Cuteness aside, Felicity, I suggest we check with the supplier whether the cushion cover can be washed separately.

Felicity: Why do we need to check if the cushion cover can be washed separately?

Ms Morris: There might be mites on the cushion and we may spill food or drink on the cushion. It would be much more convenient if we were able to take the cover off and wash it separately from the cushion.

Graham: I see.

Felicity: Graham, what is this? 'App' Food Box?

Graham: APE! A – P – E ape! Sorry for my messy handwriting. An ape is just like a large gorilla. The food box is an aluminium container with a cartoon image of an ape on the lid.

Felicity: I really like the cartoon image on the lid.

Ms Morris: I think it's adorable. But Graham, please check if the box is microwave safe. Some containers are and some aren't.

Graham: OK.

Felicity: Look at this banana. What is it, Graham?

Graham: Perhaps you can make a guess?

Felicity: It's shaped like a banana. Is it a plastic case for holding bananas on the go?

Graham: That's right. Yes, we call it a Banana Case. It is designed to protect bananas from being squashed in our bags.

Felicity: But I don't take bananas to school! How many of us do, actually?

Ms Morris: Felicity is right. Graham, you'd better note down that it might not be very popular. I think people in Hong Kong don't tend to bring fruit to school or to work. I doubt if people are going to have more bananas simply because it's the year of the monkey. Just remember not to order too many of them.

Graham: OK. I'll note that down. How is this Chimpanzee Mug? It's made of stainless steel.

Felicity: What's a 'chimzeze'?

Graham: Chimpanzee! A Chimpanzee Mug! Made of stainless steel.

Ms Morris: It looks sturdy. Just check if it is heat insulating. Mugs that have heat insulation can be used to keep hot drinks hot and cold drinks cold.

Graham: OK. Ms Morris, may I ask how to spell 'insulating'? I – N – S something?

Ms Morris: Yes, it's I – N – S – U – L – A – T – I – N – G. Insulating.

Graham: Thanks.

Felicity: How about this Monkey Desk Lamp?

Graham: You've finally got the name right! This Monkey Desk Lamp has a USB port. It has a phone stand included as well.

Felicity: A USB port? Does that mean that we can use its USB port to charge our phones at our desks in addition to charging it on the phone stand? That is great!

Ms Morris: That's a nice design. I think I will get one for myself! Graham, can you find out if the brightness can be adjusted. Sometimes, it makes a big difference to our buyers if the brightness is adjustable.

Graham: Yes. I will call the supplier after the meeting.

Ms Morris: Thanks. Let's now set a price for our goods. First, the gorilla cushion. What price do you suggest?

Graham: How about \$60 each?

Ms Morris: Well, it seems a little bit too much for a cushion of this size ...

Felicity: I agree. Shall we knock \$20 off the price here? We are still making \$20 for every cushion we sell.

Graham: You are right. Let me write \$40 there. How about the food box then?

- Ms Morris:** What about doing the same as the cushion? Set it \$20 higher than the cost?
- Graham:** That makes sense. Making \$20 sounds about right. For the banana case, we might have to set the price a bit lower. It's not that attractive after all. \$10 above the cost?
- Felicity:** Yes, at least we are still making money.
- Ms Morris:** The mug looks sturdy. The material looks durable. I think we can set the price a little higher.
- Graham:** How about two times the cost?
- Felicity:** It still sounds reasonable for a mug of this size.
- Ms Morris:** OK, lastly the monkey desk lamp. It looks cute and yet practical. I guess we can also set the price a bit higher too.
- Graham:** Shall we also set it at two times the cost?
- Ms Morris:** Sounds good. Please contact the supplier so that we can start thinking about our strategies for promotion.
- Felicity:** Ms Morris, I am wondering if I should start designing the banner for our stall ...
- Ms Morris:** Good idea! Please do, Felicity. Right, let's end the meeting here. All the best for the sale!
- Graham:** Thanks, Ms Morris.
- Felicity:** See you later, Ms Morris.
- Announcer:** That is the end of Task 2. You now have one and a half minutes to complete your answers to Task 2 and to tidy up all your other answers.

(90 seconds of Greensleeves)

(Tone)