**THANGLONG UNIVERSITY**

**ENGLISH DEPARTMENT**

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**END-OF-TERM SPEAKING TEST FORMAT**

**LEVEL: PRE-INTERMEDIATE 1 (GE121)**

**TEST FORMAT**

* Students work in **randomly chosen** **pairs**.
* Each pair picks up ONE test situation.
* Students have **10 minutes** for preparation before actual performance.
* The test is **5-7 minutes** long.

**TOPICS**

**1. Telephoning**

**2. Exchanging information: Describing companies**

**3. Negotiating: Reaching agreement**

**4. Discussing new ideas**

**5. Discussing stressful situations**

**6. Discussing corporate entertaining**

**MARKING CRITERIA**

* Content: 20%
* Fluency: 20%
* Accuracy: 20%
* Cooperation: 20%
* Appropriateness (word choice, body language, attitude): 20%

**SAMPLE SPEAKING TEST**

**Level: Pre-intermediate 1**

**Pre-intermediate 1- STUDENT 1A**

You are Adam Stein, the General Manager of Starbucks. Your company is having a partnership agreement with Intercontinental Hotel. Negotiate with Mr. Wang, the Manager of Intercontinental Hotel, about the following agenda items:

* length of the contract (your position: a 2-year contract)
* products (your position: pastry products from InterContinental Hotel’s Food & Beverage)
* discounts (your position: 10% discount on all products)

**Pre-intermediate 1- STUDENT 1B**

You are Wang Soo, the manager of Intercontinental Hotel. Your company is having a partnership agreement with Starbucks Coffee. Negotiate with Mr. Adam Stein to sell pastry to the coffee shop, about the following agenda items:

* length of the contract (your position: a 3-year contract)
* products (your position: pastry products from your hotel’s kitchen)
* discounts (your position: 15% discount on all products)