

Unit 12 Quiz

Name: _____

Date: _____ Score: _____ / 50 points

A Listen to an interview with Ellen Lee about starting a business. Then check (✓) the correct answers according to Ellen. [8 POINTS]

- | | |
|--|---|
| 1. When planning a new business, _____.
☐ a. find financing first
☐ b. write a business plan first
☐ c. make a list of reasons first | 3. It's important that you _____.
☐ a. offer a unique product or service
☐ b. focus on making money
☐ c. work by yourself |
| 2. A list of skills and experience _____.
☐ a. makes your business different from others
☐ b. indicates if you need a partner
☐ c. helps you make money honestly | 4. Analyzing the market helps you _____.
☐ a. figure out if there will be enough interest in your business
☐ b. find out how much the competition makes
☐ c. appeal to many markets |

B Rewrite the sentences to make them more formal. Use subject-verb inversion. [12 POINTS]

Example: If I had not met Dr. Ahn, I would never have had the idea for my company.

Had I not met Dr. Ahn, I would never have had the idea for my company.

- If Christina hadn't been the team leader, we never would have completed the project.
_____ the team leader, we never would have completed the project.
- If Mr. Carter wishes to begin the discussion, he is welcome.
_____ to begin the discussion, he is welcome.
- If Pratt and Wong hadn't bought our company, we would still be unknown.
_____ our company, we would still be unknown.
- If we had hired you instead of him, we would never have gotten into trouble.
_____ you instead of him, we would never have gotten into trouble.
- If you want to learn how to start your own company, talk to Lina Davis.
_____ to learn how to start your own company, talk to Lina Davis.
- If Ms. Garrison had been present at the meeting, we could have made a decision.
_____ present at the meeting, we could have made a decision.

C Choose the word that best completes each sentence. [8 POINTS]

- | | |
|--|-------------------------|
| 1. Frank is _____. He is always coming up with new ideas. | a. influence |
| 2. We chose Wen to be in charge of our group because she has the best _____. | b. optimistic |
| 3. Perry is so _____. He works well in almost any situation. | c. specialized training |
| 4. The senator has so much _____ that people always listen to her ideas. | d. innovative |
| 5. Eva has a positive attitude. She's _____ even when things don't go well. | e. initiative |
| 6. When our computer system is down, we call someone who has _____. | f. adaptable |
| 7. Everyone relies on Rick. He's the most _____ member of our team. | g. leadership ability |
| 8. Liam is always the first person to suggest a plan. He really has _____. | h. trustworthy |

D Circle the expression that best completes each sentence. [6 POINTS]

1. It took a team of 25 engineers to *work on* / *work off* the design, but it's perfect now.
2. Halley has been *working around* / *working toward* her goal of graduating early.
3. Many things *worked for* / *worked against* my progress, but I finished on time.
4. I borrowed money for school, and now I've finally *worked off* / *worked on* the balance.
5. Seth has *worked for* / *worked toward* the same company for 20 years.
6. Kathy's schedule is difficult, but we have managed to *work off* / *work around* it.

E Replace the underlined part of the sentences with expressions from the box. Sometimes more than one answer is possible. [8 POINTS]

assuming that	provided that	supposing that	whether or not
---------------	---------------	----------------	----------------

1. If I got a new job and even if I didn't, I would still quit my present job.
_____ I got a new job, I would still quit my present job.
2. On the condition that I made enough money, I'd prefer to work part-time.
_____ I made enough money, I'd prefer to work part-time.
3. If I make the assumption that I will find a job, I won't be able to travel with you.
_____ I find a job, I won't be able to travel with you.
4. If you consider that I might be available on weekends, I'd like to volunteer.
_____ I'm available on weekends, I'd like to volunteer.

F Read the article. Then check (✓) true or false. [8 POINTS]

What is a freelancer? Freelance workers are self-employed. They don't own a store, an office, or a salon, but they provide services to employers who don't want to hire an employee to do a job.

Most freelancers work from home. A few travel to a client's work site to do a job. Still others "telecommute" from a home office but are in constant contact with the client's office, often through videoconferencing and email. Freelancers can work for just one client at a time, or they can have a lot of different projects with a lot of different clients. They can be paid by the project or by the hour, or they can sign a contract with a company to work a specific amount of time for a specific amount of money.

So why doesn't everyone freelance? It seems very appealing to decide when you will and will not work. The truth is that freelancers have as many hardships as luxuries. The freelance life is full of uncertainty. For example, freelancers often don't know where their next paycheck will come from. In addition, freelancers in many countries don't get any retirement benefits from the companies they work for. But despite the disadvantages of freelancing, the people who do it love the freedom and variety that it gives them.

- | | True | False |
|---|--------------------------|--------------------------|
| 1. Most freelancers work at a client's office. | ☐ | ☐ |
| 2. Freelancers are not always paid in the same way. | ☐ | ☐ |
| 3. Freelancing is often attractive because you can decide when to work. | ☐ | ☐ |
| 4. One of the advantages of freelancing is that it is very predictable. | ☐ | ☐ |