



Trade fairs BULATS speaking tasks

BULATS Speaking Part Two

Student A

Talk for one minute about a conference, exhibition or trade fair that you know about or have attended. You should mention:

- The location
- The size
- The dates

and any features that makes it different from other conferences, exhibitions or trade fairs.

Student B

Give a short presentation about an annual or biannual event that is important to your company or industry. Things to talk about:

- What the event is
- Why it is important
- How it compares to other events

Also talk about whether this is the kind of event you enjoy or not, and why.

Student C

Speak on your own for one minute on the topic of finding out information about your industry. You should include these topics:

- How you do so
- What the best way is
- What other ways are available

You should also mention how important you think it is to stay up to date in those ways.



BULATS Speaking Part Three – Student A

Take one of the two cards below and roleplay a typical BULATS Speaking Part Three information exchange task.

Candidate (Student A)

Your company is thinking of having a stand at a trade fair. The examiner works for the company which arranges the event, and has come to see you to give you some information about what you can expect. Ask the examiner about these things:

- Cost
- Deadline for booking a stand
- Deposit

And any other information that you think is relevant. Start the conversation whenever you are ready.

Then discuss this question with the examiner:

What makes a good trade fair?

Examiner

You work for a company which organises a trade fair and have gone to see someone who is thinking of having a stand there. Answer the candidate's questions about these things:

- Cost – 500 dollars for a small stand and 1500 dollars for a big one
- Deadline for booking a stand – One month before the event
- Deposit – 35% of the total amount

You can also supply other information, but let the candidate lead the conversation.

Then discuss this question with the candidate: What makes a good trade fair?

You can also give your own opinion and ask other questions to keep the conversation going, but let the candidate do most of the talking.

BULATS Speaking Part Three – Student B

Take one of the two cards below and roleplay a typical BULATS Speaking Part Three information exchange task.

Candidate (Student B)

Your company is thinking of having a stand at a trade fair. The examiner works for the company which arranges the event, and has come to see you to give you some information about what you can expect. Ask the examiner about these things:

- Cost
- Methods of payment
- Best time to book

And any other information that you think is relevant. Start the conversation whenever you are ready.

Then discuss this question with the examiner:

What makes a good trade fair?

Examiner

You work for a company which organises a trade fair and have gone to see someone who is thinking of having a stand there. Answer the candidate's questions about these things:

- Cost – 700 to 900 dollars per square metre, depending on location of the stand
- Methods of payment – Credit card preferred, but other methods possible
- Best time to book – Any time from next week when the dates are announced

You can also supply other information, but let the candidate lead the conversation.

Then discuss this question with the candidate:

What makes a good trade fair?

You can also give your own opinion and ask other questions to keep the conversation going, but let the candidate do most of the talking.



BULATS Speaking Part Three – Student C

Take one of the two cards below and roleplay a typical BULATS Speaking Part Three information exchange task.

Candidate (Student C)

Your company is thinking of having a stand at a trade fair. The examiner works for the company which arranges the event, and has come to see you to give you some information about what you can expect. Ask the examiner about these things:

- Appearance of the stands
- Location of the venue
- Best places inside the venue

And any other information that you think is relevant. Start the conversation whenever you are ready.

Then discuss this question with the examiner:

What makes a good trade fair?

Examiner

You work for a company which organises a trade fair and have gone to see someone who is thinking of having a stand there. Answer the candidate's questions about these things:

- Appearance of the stands – Many different types available, from a simple table to a step-in booth that is like a room
- Location of the venue – In Southwest London, only 15 minutes from Heathrow airport
- Best places inside the venue – Near the entrance and near the rest area

You can also supply other information, but let the candidate lead the conversation.

Then discuss this question with the candidate:

What makes a good trade fair?

You can also give your own opinion and ask other questions to keep the conversation going, but let the candidate do most of the talking.