

## Buy Now, Pay Later EXAMPLE

[Listening test questions]

**Author:**

**Date:**

**Time:**

**Level:** \*\*\*\* [B1/B2/C1]

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Check these words before listening:

#### Key vocabulary

1. In-store purchases.
2. [REDACTED]
3. Instalments.
4. [REDACTED]
5. Unregulated.
6. Prevalent.
7. Domestic e-commerce payment.
8. [REDACTED]
9. Valuation.
10. Subsidiary.
11. [REDACTED]
12. Generations Y and Z.
13. To emerge.
14. [REDACTED]
15. Revenue.
16. Retail conversion.
17. [REDACTED]
18. Perks.
19. Concealed.
20. [REDACTED]
21. Faulty.
22. Credit check.
23. [REDACTED].
24. To Default.
25. [REDACTED].
26. Indebtedness.

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# Teacher

## LISTENING TEST QUESTIONS

**Aim:** to develop the students' ability to listen to a 10 min+ lecture, to take notes and then use those notes to answer a range of test-type questions.

**Lesson Time:** Approximately 1:30-2:00 hours

### Lesson Plan

#### Lead in

- Ask Students to read the 'title' & predict the content of the lecture.
- Ask students to write down key terms & language from the discussion.
- Feed in / check key vocabulary.

#### Three types of lesson

##### **Lesson#1:** [hard]

1. Students listen once & take notes.
2. Give 5 minutes to tidy notes.
3. Listen again & add to notes (use a different colour pen).
4. Distribute questions – set 20-25 minutes to answer.
5. Feedback: distribute or project answers.

##### **Lesson #2:** [medium]

1. Students listen once & take notes.
2. Distribute questions: set 15 minutes for students to answer the questions from their notes.
3. Listen again. Students answer the missed questions as they listen.
4. Give extra 10 minutes to consolidate answers.
5. Feedback: distribute or project answers.

##### **Lesson #3:** [easy]

1. Distribute questions. Students have 10 minutes to look at the questions.
2. Students listen & answer the questions.
3. Give 5 minutes to tidy answers.
4. Students listen again. Check answers & answer missed questions.
5. 5-10 minutes to tidy answers.
6. Feedback: distribute or project answers.

#### **Full URL Links:**

Video: [Available in paying download](#)

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## Buy Now, Pay Later

### 1. Overview of Buy Now, Pay Later

1.1. Complete the gaps to form the definition of Buy Now, Pay Later.

Buy now, pay later is a way of s \_\_\_\_\_ the cost of \_\_\_\_\_, in-store p \_\_\_\_\_, wherein a third-party p \_\_\_\_\_ pays the retailer upfront, leaving the c \_\_\_\_\_ to repay the \_\_\_\_\_ or monthly i \_\_\_\_\_.

\_\_\_/5

1.2. Why is BNPL controversial?

\_\_\_/1

### 2. Important data on market share: Complete the table with the appropriate figures.

		Figure
2.1	What is the figure _____ in Norway?	
2.2	What is the figure _____ share in Sweden?	
2.3	What has _____ 4 years?	

\_\_\_/3

### 3. Important data on the top three BNPL Providers: Complete the table with the missing figures.

Figure	Related Information	Provider
900,000	Users worldwide	Laybuy
i. _____	_____	Laybuy
_____	Growth 2020-2021	Laybuy
ii. _____	_____	Laybuy

16 million	Users worldwide	Clearpay
iii. _____	_____	Clearpay
vi. _____	Valuation of company	Clearpay

v. _____	_____	Klarna
8 million	UK users	Klarna
_____	_____	Klarna
vi. _____	Valuation of company	Klarna

\_\_\_/6

**4. The success of Klarna: Are these statements true, false or not given?**

		T/F/NG
i.	Klarna's 'Pay in 4' interest-free payments is more popular than its 'Pay in 30 Days' option.	
ii.	Klarna are partnered [redacted] million retailers.	
iii.	Klarna [redacted] latest trends.	
iv.	Klarna appeals to all [redacted]	
v.	Klarna's website and app [redacted] per day.	
vi.	Retailers can [redacted] collaborating with Klarna.	

\_\_\_ /6

**5. Concerns: Select one answer per question only.**

i. What are the main concerns with Klarna?

- a) Lack of [redacted].
- b) Unclear information and a £100 hidden fee.
- c) Lack of [redacted]
- d) A £100 hidden fee and lengthy credit checks.

ii. What security does 'section 75' give a person [redacted]

- a) [redacted].
- b) Protection on purchases over £100 for free.
- c) [redacted]
- d) Protection on purchases over £1000 for free.

iii. What does a [redacted] Klarna?

- a) An email address, a billing address and an ID card.
- b) [redacted]
- c) An email address, a billing address and a phone number.
- d) [redacted]

iv. What do some consumers think will happen [redacted] payments?

- a) It will not appear on their credit history.
- b) [redacted]
- c) It will not affect their chances of signing up to more BNPL schemes?
- d) [redacted]

v. How many users surveyed thought that their credit [redacted] impacted.

- a) [redacted]
- b) 1 in 15.
- c) [redacted]
- d) 1 in 50.

\_\_\_ /5

**6. Speaker's stance: Complete the gaps with the words from the box.**

Indebtedness    benefit    unregulated    finances    realistically    repayments

If used responsibly, buy now, pay \_\_\_\_\_ of \_\_\_\_\_ to those who are able to make the \_\_\_\_\_ on time, but simply wish to spread their \_\_\_\_\_ manage their \_\_\_\_\_ at their convenience. Currently, the \_\_\_\_\_ nature of \_\_\_\_\_ to buy more than they can \_\_\_\_\_ afford, \_\_\_\_\_ level of \_\_\_\_\_.

\_\_\_ / 6

**7. Conclusion: Answer the following question:**

	What two _____ the end of their talk?
i.	
ii.	

\_\_\_ / 2

**Total \_\_\_ / 34**

## Buy Now, Pay Later **ANSWERS**

### 1. Overview

#### 1.1. Complete the gaps to form the definition of Buy Now, Pay Later.

Buy now, pay later is a way of **spreading** the cost of your online and in some cases, in-store **purchases**, wherein a third-party **provider** pays the retailer upfront, leaving the **customer** to repay the provider...

\_\_\_ /5

**ALL ANSWERS ARE INCLUDED IN PAID VERSION...**

### Buy Now, Pay Later Transcript

*I'd like to talk to you today about a type of financial arrangement called buy now, pay later or BNPL for short, and I'm going to be talking about five main points. I shall start by defining BNPL. I'll then look at market share and the key players in the industry. I'll then put forward the reasons why one of these key players is so successful. After that, I'm going to....*

**THE FULL TRANSCRIPT IS INCLUDED IN THE PAID VERSION...**