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"A good working knowledge of French", "Fluent in English", "Written German required". These are just some of the requirements one reads every day in job advertisements. However, both employers and employees alike are usually in the dark when it comes to defining what these requirements mean in terms of the exact level of linguistic skills demanded by any given job profile. The BULATS tests are an efficient and effective way of bringing light into this darkness.

In our constant improvement of the services we offer our corporate clients and individual language learners the Club Schools are introducing BULATS to fill a number of perceived needs. We predict that the tests will be attractive for:

- Individuals wanting to complete or update their C.V.s
- Companies or other institutions who want more than a school report to be sure of an applicant's language competence
- Companies or other institutions which require objective measures of the impact of or return investments they have made in language training for their employees.

The BULATS tests complement the Club Schools' curricula structure, which itself follows closely the framework of the Council of Europe. The tests provide a platform for even more transparency for our clients and our staff in that they can be used flexibly to set targets, measure progress and confirm levels of language proficiency.

For an institution like ours which specialises in language teaching, the expansion into providing language testing implies a great deal of preparation and change management. In a first phase the individual regional Club Schools throughout the country are introducing BULATS according to their own contexts and possibilities. An evaluation and consolidation of this initial experience will demonstrate the accuracy of the above mentioned predictions and highlight those areas in which the BULATS tests satisfy clients' needs the most.