# BTS NDRC – LVA OBLIGATOIRE – 2024

# MISE EN SITUATION

# AirPods

# APPLE AirPods Pro with Wireless Charging Case - White £219.00



**Product features:**

* True wireless
* Battery life: up to 4.5 hours
* iOS compatible
* Microphone / remote
* Water / sweat resistant

**Immersive sound**There's nothing quite like getting lost in your music. Active Noise Cancellation on the Apple **AirPods Pro** let you do just that, blocking out distracting background sounds. They can be customised for a comfortable fit that forms a noise-cancelling seal without any pressure.  
  
For those moments when you need to be aware, there's transparency mode. A tap of the earbuds lets in ambient noise.  
  
**Exceptional audio**You've personalised your playlist, why not your sound? Adaptive EQ uses mics to automatically fine-tune the audio just for your ears.  
  
Got a tune that's to good not to share? Audio Sharing lets you share a song, podcast, or other audio between 2 sets of **AirPods**.

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| **POWER** | |
| **Battery** | Internal |
| **Battery life** | - Up to 4.5 hours - Up to 5 hours with Active Noise Cancellation - Additional 24 hours from charging case |
| **Quick charge** | 1 hour battery life from 5 minutes charging |

**For everyday**Around town, at the gym, on a flight – **AirPods Pro** are designed to keep up with you. They're sweat and water resistant, have a mic for clear calls, and can be topped up on the go thanks to the wireless charging case.  
  
A simple “Hey Siri” summons your voice assistant and lets you control your music, calls, volume, and more – without lifting a finger.

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| **Manufacturer’s guarantee** | 1 year |

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| **SITUATION** :  You work as a seller at Curry’s. You meet a potential customer looking for earbuds. Look for his/her needs, prepare your arguments and answer his/her objections to sell this product.   * + The customer is always on the move   + The customer trains everyday ( running )   + He/she has a very busy life   + He/she owns on-ear headphones   + The customer is worried about the after-sales service |