

LISTENING PRACTICE SET

PART 1

PHOTOGRAPHS

Directions:

Read the texts found in the following pages. A word or phrase is missing in the sentences that follow the texts. Four answer choices are given below each of the sentences. Choose the best answer to complete the sentence. Then mark the letter on your answer sheet.



Now, listen to the four statements.

Statement (B), They're gathered around the table, best describes what is in the photograph. Therefore, you should fill in the choice (B) in your answer sheet.

PRACTICE TEST

1.



a b c d

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2.



a b c d

3.



a b c d

4.



a b c d

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5.



a b c d

6.



a b c d

7.



a b c d

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8.



a b c d

9.



a b c d

10.



a b c d

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PART 2

QUESTION-RESPONSE

Directions:

You will hear a question or statement and three responses spoken in English. They will be spoken only once and will not be printed in your test book. Choose the best response to the question or statement and mark the letter on your answer sheet.

Listen to a sample question:

Sample Answer

a b c d

Choice (B), It's the second room on the left, is the best response to the question. Therefore, you should fill in the choice (B) in your answer sheet.

11. Mark your answer on your answer sheet.
12. Mark your answer on your answer sheet.
13. Mark your answer in your answer sheet.
14. Mark your answer on your answer sheet.
15. mark your answer on your answer sheet.
16. Mark your answer on your answer sheet.
17. Mark your answer on your answer sheet.
18. Mark your answer in your answer sheet.
19. Mark your answer on your answer sheet.
20. Mark your answer on your answer sheet.
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25. mark your answer on the answer sheet.
26. Mark your answer on the answer sheet.
27. Mark your answer on the answer sheet.
28. mark your answer on the answer sheet.
29. Mark your answer on the answer sheet.
30. mark your answer on the answer sheet.
31. Mark your answer on the answer sheet.
32. Mark your answer on the answer sheet.
33. Mark your answer on the answer sheet.
34. Mark your answer on the answer sheet.
35. Mark your answer on the answer sheet.
35. Mark your answer on the answer sheet.
36. Mark your answer on the answer sheet,
37. Mark your answer on the answer sheet.
38. Mark your answer on the answer sheet.
39. Mark your answer on the answer sheet.
40. Mark your answer on the answer sheet.

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PART 3

SHORT CONVERSATIONS

Directions:

You will hear a number of conversations between two people. You will be asked to answer three questions about what the speakers say. Select the best response to each question and make the letter on your answer sheet. The conversations will be spoken only once and will not be printed on your test book.

41. What are the speakers planning?

- (A) A luncheon
- (B) A conference
- (C) A seminar
- (D) A dinner

42. How many people are expected to attend?

- (A) 50
- (B) 55
- (C) 60
- (D) 65

43. What has changed?

- (A) The time
- (B) The number of people
- (C) The venue
- (D) The catering company

44. What are the speakers talking about?

- (A) A conference
- (B) A job interview
- (C) A project meeting
- (D) A presentation

45. Who asked questions?

- (A) The personnel director
- (B) A researcher
- (C) The office manager
- (D) A client

46. How does the man feel?

- (A) Pleased
- (B) Disappointed
- (C) Worried
- (D) Surprised

47. What has Mr. Jansen called about?

- (A) Air tickets
- (B) Travel insurance
- (C) A meeting confirmation
- (D) A hotel reservation

48. Where is my Brody?

- (A) Travelling abroad
- (B) At the travel agency
- (C) At home
- (D) In a meeting

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49. What does Mr. Jansen need to know regarding Ms. Brody's trip?

- (A) Where she plans to travel
- (B) When she will arrive
- (C) Which airline she is travelling with
- (D) What she will be presenting

50. Who is the man?

- (A) A job applicant
- (B) An employee
- (C) A government official
- (D) A customer

51. Where will the speakers go?

- (A) A factory
- (B) A government office
- (C) A conference
- (D) A restaurant

52. What will the man need to wear?

- (A) A suit and a tie
- (B) Safety equipment
- (C) An ID badge
- (D) A microphone

53. Who are the speakers talking about?

- (A) A painter
- (B) A writer
- (C) A sculptor
- (D) An actor

54. Where are the speakers?

- (A) New York
- (B) London
- (C) Paris
- (D) Glasgow

55. What event do the speakers refer to?

- (A) An exhibition
- (B) A dinner
- (C) A conference
- (D) A play

56. Who are the men?

- (A) Electricians
- (B) Plumbers
- (C) Movers
- (D) Decorators

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- 57.** Where is the blue box?
- (A) In an office block
 - (B) In a factory
 - (C) In a house
 - (D) In the truck
- 58.** Where are the men working?
- (A) In an office block
 - (B) In a factory
 - (C) In a house
 - (D) In a school
- 59.** Where are the speakers?
- (A) At a cafe
 - (B) In a supermarket
 - (C) In an office
 - (D) At home
- 60.** Where is the man going?
- (A) To a bank
 - (B) To the marketing department
 - (C) To the post office
 - (D) To a bookstore
- 61.** What does the woman want?
- (A) A copy of a report?
 - (B) Some food
 - (C) A book
 - (D) Some stamps
- 62.** Why is colleen Ranking in Australia?
- (A) She works there.
 - (B) She is on vacation there.
 - (C) She is on a bussiness trip there.
 - (D) She has retired there.
- 63.** When will the woman retire from Australia?
- (A) Thursady
 - (B) Friday
 - (C) Saturday
 - (D) Sunday
- 64.** Who is the man in relation to the woman?
- (A) Her boss
 - (B) Her employee
 - (C) Her customer
 - (D) Her travel agent

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65. What goods are the speakers talking about?

- (A) Newspapers
- (B) Office equipment
- (C) Clothes
- (D) Electrical appliances

66. Where has the shipment come from?

- (A) Shanghai
- (B) Dublin
- (C) Dubai
- (D) Hong Kong

67. What has caused the delay?

- (A) Payment problems
- (B) Bad weather
- (C) Customs issues
- (D) Manufacturing problems

68. What are the speakers talking about?

- (A) A desktop computer
- (B) A printer
- (C) A laptop computer
- (D) A scanner

69. What does the special offer include?

- (A) A rebate
- (B) Extra user support
- (C) An extended warranty
- (D) Extra equipment

70. What does the man ask for?

- (A) A reduction in price
- (B) A catalog
- (C) A product demonstration
- (D) A business card

Answers and Explanations; 41-70 (refer to the transcripts)

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PART 4

SHORT TALKS

Approximately 13 minutes

Directions:

You will now hear short talks given by a single speaker. You will be asked to answer three questions about what the speaker says. Select the best response to each question and mark the letter on your answer sheet. The talks will be spoken only once and will not be printed in your test book.

71. What event will occur on May 28?
- (A) A speech
 - (B) A play
 - (C) A ballet
 - (D) A concert
72. How much is the cheapest ticket without the discount?
- (A) \$3
 - (B) \$8
 - (C) \$13
 - (D) \$18
73. Where can people buy tickets?
- (A) In local stores
 - (B) At the student union office
 - (C) On the Internet
 - (D) From the speaker
74. What is Mr. Park's title?
- (A) Head chef
 - (B) Head waiter
 - (C) Vice president
 - (D) Customer service representative
75. What will Mr. Park mainly focus on this year?
- (A) Food presentation
 - (B) Waiters
 - (C) Menu items
 - (D) Customer service
76. What does the speaker want the employees to do?
- (A) Contact Mr. Park directly
 - (B) Ask questions after the talk
 - (C) Wear their uniforms
 - (D) Continue to treat customers well
77. Where is this introduction taking place?
- (A) At a board of directors meeting
 - (B) At a store managers meeting
 - (C) At a retirement dinner
 - (D) At a shareholders meeting

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- 78.** What is one of Mr. Nazar's accomplishments?
- (A) Stengthening domestic sales
 - (B) Directing company policy
 - (C) Increasing production
 - (D) Reducing overhead
- 79.** What is one of Mr. Nazar's goals in his new role?
- (A) Merging operations
 - (B) Retraining staff
 - (C) Reducing expenses
 - (D) Expanding international sales
- 80.** Where is it expected to rain?
- (A) Zunrich
 - (B) Southeastern Switzerland
 - (C) The northern valleys
 - (D) Geneva
- 81.** How much snow is expected today in the mountains?
- (A) 7 centimeters
 - (B) 15 centimeters
 - (C) 30 centimeters
 - (D) 40 centimeters
- 82.** Where has snow already been reported?
- (A) The suburbs of Zunrich
 - (B) Along the Italian-Austrian border
 - (C) In the southern mountains
 - (D) Along the French border
- 83.** What did Mr. Hausman do?
- (A) Published a book
 - (B) Wrote the speech
 - (C) Opened a bank
 - (D) Introduced the speaker
- 84.** According to the speaker, in what areas have new challenges been created?
- (A) Business and industry planning
 - (B) Industry management and regulation
 - (C) Financial and capital services
 - (D) Inernational markets for capital
- 85.** What is this talk mainly about?
- (A) Regulating capital markets
 - (B) The history of industry management
 - (C) Financial services and business planning
 - (D) Banking changes in the past 20 years
- 86.** What kind of company does the speaker work for?
- (A) Travel agency
 - (B) Construcrtion company
 - (C) Hotel chain
 - (D) Customer service company

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- 87.** In what area does the business excel?
- (A) Personnel
 - (B) Customer service
 - (C) Interior design
 - (D) Building design
- 88.** What does the speaker ask the board of directors to make available?
- (A) A team of interior designers
 - (B) New furniture for the lobbies
 - (C) Money to upgrade the facilities
 - (D) Customer service goals
- 89.** What is the purpose of this announcement?
- (A) To conclude the evening's program
 - (B) To introduce a guest
 - (C) To advertise a product
 - (D) To begin the evening's program
- 90.** Who will be the guest next week?
- (A) A corporate vice president
 - (B) Dr. McDermott
 - (C) An employee motivation expert
 - (D) Peter Thompson
- 91.** What topic was probably discussed on the program?
- (A) Crisis management
 - (B) Managing change
 - (C) Inspiring workers
 - (D) Contemporary technology
- 92.** What is the speaker doing?
- (A) Announcing a meeting
 - (B) Summarizing a previous meeting
 - (C) Beginning a meeting
 - (D) Interrupting a meeting
- 93.** How many agenda items are there?
- (A) 3
 - (B) 4
 - (C) 5
 - (D) 6

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94. What is the first item on the agenda?

- (A) Welcome new staff
- (B) Projecting budgets
- (C) Announcing job cuts
- (D) Reporting on progress

95. Who is speaking?

- (A) Captain of the flight
- (B) Lead flight attendant
- (C) Member of the ground staff
- (D) Copilot

96. Where is the flight going?

- (A) Edinburgh
- (B) Manchester
- (C) Liverpool
- (D) London

97. What delayed the flight?

- (A) A mechanical problem
- (B) A late arriving flight
- (C) Weather conditions
- (D) A security alert

98. What is the talk mainly about?

- (A) A piece of research
- (B) Annual sales figures
- (C) A proposal for a new hotel
- (D) Management techniques

99. What is the speaker's main interest?

- (A) The effects of tourism
- (B) The cost of vacation packages
- (C) How to organize hotels
- (D) The demand for tourism

100. What was measured?

- (A) Money spent
- (B) Pollution
- (C) Tourist numbers
- (D) Money earned

Answers and Explanations : 71-100 (refer to the transcripts)

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PART 5

INCOMPLETE SENTENCES

Approximately 13 minutes

Directions:

A word or phrase is missing in the following sentences. Four answer choices are given below each of the sentences. Choose the best answer to complete the sentence. Then mark the letter on your answer sheet.

101. Mr. Griffin is well known for saying _____ comes to his mind.
- (A) anything
 - (B) everyone
 - (C) whatever
 - (D) anymore
102. All visitors must be _____ by a security officer while they are on-site.
- (A) detected
 - (B) accompanied
 - (C) revised
 - (D) arrested
103. The factory shuts down every August for _____.
- (A) maintenance
 - (B) maintain
 - (C) maintained
 - (D) maintainer
104. Mr. Masuyama has excelled in his new position as senior account executives; _____, he deserves a raise.
- (A) yet
 - (B) or
 - (C) although
 - (D) thus
105. Though Mr. Ramirez is not a citizen of the United States, he has had to pay U.S. Income taxes _____.
- (A) moreover
 - (B) anyway
 - (C) anyhow
 - (D) since
106. Suzko Industries has hired additional inspectors to ensure that the highest production quality is _____.
- (A) achieve
 - (B) achiever
 - (C) achievement
 - (D) achieved
107. For questions concerning any of the policies in this handbook, please consult _____ the head of your department.
- (A) at
 - (B) with
 - (C) about
 - (D) for

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- 108.** During the seminar, Ms. Williams taught _____ how to calculate the annual return on an investment.
- (A) they
 - (B) their
 - (C) them
 - (D) themselves
- 109.** Customers have three weeks _____ report a credit dispute.
- (A) to
 - (B) until
 - (C) before
 - (D) so
- 110.** Dr. Allan forecasts that world demand for _____ ceramics will increase by 8 percent next year.
- (A) advance
 - (B) advanced
 - (C) advancing
 - (D) advancement
- 111.** Though he received the fax early Monday morning, Mr. Medina waited until Friday to _____.
- (A) rely
 - (B) delay
 - (C) relay
 - (D) reply
- 112.** The directors will go _____ the street to the main office to meet the department managers.
- (A) across
 - (B) by
 - (C) of
 - (D) agaisnt
- 113.** As economic links between the two regions _____, the flexibilty of the international banking sector will be tested.
- (A) strong
 - (B) strength
 - (C) strengthen
 - (D) stronger
- 114.** Please send the _____ documents instead of photocopies.
- (A) original
 - (B) originate
 - (C) origin
 - (D) originality
- 115.** To comply with the new environmental regulations, the power plant design will need to be drastically _____.
- (A) alternated
 - (B) avoided
 - (C) altered
 - (D) attached

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- 116.** The one _____ that sets the company apart is its self-directed team approach to management of operations.
- (A) element
 - (B) elemental
 - (C) elements
 - (D) elementary
- 117.** The luncheon was held to honor the senior employees who will be retiring _____ June.
- (A) at
 - (B) in
 - (C) among
 - (D) on
- 118.** The annual percentage rate for purchase may _____ from month to month.
- (A) vary
 - (B) variety
 - (C) various
 - (D) varied
- 119.** Mr. Teska _____ the weaknesses in the proposal.
- (A) entered into
 - (B) joined with
 - (C) signed up
 - (D) pointed out
- 120.** I support Mr. Lin's goals of more efficient management, but I object to the methods proposed to achieve _____ goals.
- (A) those
 - (B) there
 - (C) them
 - (D) their
- 121.** Applicants must submit to letters _____.
- (A) refer
 - (B) of reference
 - (C) refers to
 - (D) a referred
- 122.** Parking is limited to hotel guests, and _____ will be towed.
- (A) violated
 - (B) violate
 - (C) violating
 - (D) violators
- 123.** Mr. Loder was able to hand out most of the _____ items that we brought to trade show.
- (A) promotional
 - (B) promoted
 - (C) promote
 - (D) promotes

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124. If you are late for the meeting, please enter the boardroom_____.
- (A) quieter
 - (B) quitely
 - (C) quietest
 - (D) quite
125. Architect Jon Rushmore_____ a huge foyer with a large marble staircase.
- (A) enlightens
 - (B) entrusts
 - (C) envisions
 - (D) enlists
126. When facing challenges in the workplace, it is often best to prioritize tasks to put them in _____.
- (A) confirmation
 - (B) perspective
 - (C) satisfaction
 - (D) reinforcement
127. Mr. Hamilton received a promotion _____ he developed the most successful advertising campaign of the year.
- (A) though
 - (B) while
 - (C) because
 - (D) due
128. The designers are coming on Friday morning_____ the floors for new carpeting.
- (A) to measure
 - (B) is measured
 - (C) a measurement
 - (D) for measurable
129. The lab has developed a novel_____ to synthesizing industrial polymers.
- (A) access
 - (B) arrival
 - (C) commitment
 - (D) approach
130. Many workers report that they prefer being alone at the office because they can _____ more work done.
- (A) get
 - (B) be
 - (C) do
 - (D) go
131. The store will be closed_____ Saturday and Sunday while we take inventory.
- (A) neither
 - (B) both
 - (C) either
 - (D) and
132. Everyone agreed that Mr. Osbourne's presentation_____.
- (A) was a better
 - (B) had better
 - (C) has best
 - (D) was the best

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133. Ms. O'Hara is a good teacher because she has a lot of _____.
- (A) patience
 - (B) patient
 - (C) is patient
 - (D) has patience
134. In her new capacity, Ms. Ricketts will _____ all financial services.
- (A) coordination
 - (B) coordinating
 - (C) coordinated
 - (D) coordinate
135. Management blames the decrease in profits on overall lower consumer demand, _____ is linked to high inflation across all economic sectors.
- (A) there
 - (B) where
 - (C) who
 - (D) which
136. The jurors _____ for four hours before they reached a verdict.
- (A) delivered
 - (B) depended
 - (C) deliberated
 - (D) defined
137. In a recent poll, most people say the _____ of the personal computer has had greatest impact on modern life.
- (A) inventive
 - (B) invent
 - (C) invention
 - (D) inventor
138. Formal guidelines for bidding on contracts are _____ by the committee.
- (A) having drafted
 - (B) a draft
 - (C) being drafted
 - (D) the draft
139. Hiring and training salespeople who customers can trust is _____ important for our success.
- (A) valuably
 - (B) critically
 - (C) largely
 - (D) successfully
140. Dr. Lao's original data was found to contain significant errors, and so he has begun _____ research again from scratch.
- (A) himself
 - (B) him
 - (C) he
 - (D) his

TEXT COMPLETION

Directions:

Read the texts found in the following pages. A word or phrase is missing in the sentences below the text. Four answer choices are given below each of the sentences. Choose the best answer to complete the sentence. Then mark the letter on your answer sheet.

Questions 141- 143 refer to the following email message.

From: Margaret Kim<m.kim@kr_consulting.com>
To: Susan Parker<s_parker@parkerdesigns.com>
CC: Keving Rutland <k.rutland@kr_consulting.com>
Date: October 10th, 2009 11:14:21 A.M.
Subject: Finally getting back to you...

Dear Susan,

So sorry that I have not been able to reply to your message earlier, but this really is the first _____ I've had in

- 141.** (A) opening
(B) opportunity
(C) prospect
(D) occurrence

a week to sit down and respond to emails. I don't know if I told you, but last week we had the auditors visit the office, and so I'm sure you can imagine how busy we were. Anyway, I've had a look at the plans you sent and I'm really excited by them. You really seem to have understood what we are looking for. Kevin Rutland has also taken a look at them and is _____ impressed.

- 142.** (A) just as
(B) the same
(C) identically
(D) alike

There are a number of things that we'd like to discuss with you, and we think it's best if you come to our office here in Vermont. Please let us know when would be a _____ date for you.

- 143.** (A) suited
(B) convenient
(C) nicely
(D) fitted

Obviously we will cover travel and accomodation. Look forward to hearing from you soon.

Regards,

Margaret

Questions 144-146 refer to the following advertisement.

PhotoMatic

Specialists in professional quality pre-owned and refurbished photographic equipment.

WANTED

We urgently _____ your cameras, lenses, cases , and other accessories.

144. (A) ask
(B) require
(C) demand
(D) invite

We have customers all over North America, Europe, and beyond searching for secondhand professional equipment _____ good condition.

145. (A) on
(B) at
(C) of
(D) in

We are also interested in telescopes, binoculars, and collectable vintage cameras.

Top Prices Paid

We will buy for cash directly but are also happy to sell on your behalf on a commission _____.

146. (A) way
(B) basis
(C) kind
(D) means

We can arrange to collect from you, or you can send directly to your nearest PhotoMatic outlet with shipping and handling charges covered by us.

For more details, please contact us at (212) 333-4444 or call your nearest PhotoMatic outlet, or visit us online at www.photomatic.com.

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Questions 147-149 refer to the following warranty card.

NINDO LIMITED WARRANTY
THIS WARRANTY IS VALID FOR PRODUCTS PURCHASED IN EUROPE

For other countries, please contact the store where purchased.

This product is warranted to the original _____ to be free from defects to quality at the time of purchase and

147. (A) purchaser
(B) card
(C) seller
(D) store

for a period of 12 months after the date of purchase. If, during the warranty period, your product is found to be effective, the product will be repaired using NINDO replacement parts, _____ the product will

148. (A) so
(B) and
(C) or
(D) too

be replaced with the same or similar model within a reasonable period of time. To obtain these warranty services, you must produce this card and proof of purchase in the form of a _____ sales receipt.

149. (A) buying
(B) repaired
(C) defective
(D) vaild

Questions 150-152 refer to the following review.

With this classic text, Bobingley has done more to alter views of Change Management than any other authos before or since. He explains the main concepts behind the management of change with clarity, orignality, and humor. _____

150. (A) She
(B) He
(C) This
(D) That

deals with the change in all its aspects and from the iewpont of all those that _____ by change.

151. (A) are affected
(B) affected
(C) is affected
(D) have affected

The book looks at what change means for both large-scale and small-scale organizations. Bingley successfully shows that, _____ the right techniques and logical approach, even the most sweeping changes

152. (A) gives
(B) he gave
(C) to give
(D) given

can be implemented without disruption. This new edition includes a preface by the author and several new chapters on the impact of technology on the management of change.

Questiona 153-154 refer to the following table.

Abarcorporation Performance Record

	Year 3	Year 2	Year 1
Sales	\$679,823	\$379,722	\$489,357
Net income	\$14,805	\$19,977	\$35,465
Earnings per share	\$0.75	\$1.04	\$1.89
Shareholders Equity	\$275,242	\$257,515	\$245,006
Return on Equity	5.30%	7.80%	14.50%

Defines as net income divided by shareholder equity, minus extraordinary items. (Periods listed are years ending Dec.31.)

153. How much money did each share make in Year 2?

- (A) \$1.04
- (B) \$14.50
- (C) \$14,805
- (D) \$379,722

154. What must be subtracted to determine Return on Equity?

- (A) Extraordinary items
- (B) Net income
- (C) Shareholders equity
- (D) Earnings per share

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Questions 155-156 refer to the following passage.

Laser Printers

Laser printers use xerographic technology similar to that used in photocopiers. They can reproduce an almost limitless variety of type forms and sizes, as well as complex graphics. Images are electronically created on a light-sensitive drum, usually with a scanning laser. Powdered toner adheres to areas where light touches the drum and then transfers to a sheet of paper, which is briefly heated to use the toner to the paper permanently. They operate very quickly. A typical laser printer can print 20 color pages a minute, compared to 12 for an ink-jet printer, older dot-matrix printers can take 45 seconds to print a single page. When they were first introduced, laser printers typically cost over a thousand dollars. Now prices have dropped to only a few hundred, at most.

155. What is implied as an advantage of laser printers?

- (A) Speed
- (B) Ease of use
- (C) Low ink costs
- (D) Superior printing quality

156. According to the passage, how much did early laser printers cost?

- (A) A few hundred dollars
- (B) Approximately \$500
- (C) \$500-\$700
- (D) Over \$1,000

Questions 157-158 refer to the following letter.

The Growing Economy Fund

May 12, 2009

Dear Investor:

Last week, the Board of Trustees of The Growing Economy Fund declared a 100% share dividend. This has the same effect as a 2-for-1 share split. This transaction will occur Thursday, May 24, to shareholders of record at the close of business on Wednesday, May 23.

As a result of this transaction, the number of shares you owned before the transaction will be doubled, while the net asset value will be reduced by half. The reduced net asset value makes it easier financially for people who prefer to purchase shares of the fund in 100-share increments. This does not alter the total value of your Growing Economy Fund Investment. It simply means that you will own twice the number of shares as half the price per share.

If you have any questions, please avail yourself our toll free information number. Registered brokers are available 24 hours a day.

Yours truly,

Alexandra Gadbois
Secretary for the Board of trustees
The Growing Economy Fund

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157. When will the transaction take effect?

- (A) May 23,
- (B) May 24
- (C) December 31
- (D) January 1

158. What will happen to shares of the fund?

- (A) They will be reduced to half their original number.
- (B) They will double in number.
- (C) They will be offered for sale at a lower price.
- (D) They will be available to the public for the first time.

Questions 159-161 refer to the following passage.

SALES FORECASTS

Sales forecasts should be based on prices that adequately consider the market for the product, and its value to the customer versus competitive products in the marketplace.

Investors sense a serious danger signal when an entrepreneur suggests there is no competition for his or her product or service. The product may be unique but there are probably other products that function similarly.

If so, the pricing has to be evaluated in light of those products.

Pricing should also reflect cost considerations. The price should produce a return sufficient to cover the level of expenses typical for a company in that industry. In high technology businesses, for example, higher gross margins generally are needed to provide for the higher costs of research and development, as well as marketing and distribution.

159. According to the passage, what makes investors nervous?

- (A) Products and services that fall in value
- (B) Sales forecasts that fail to account for changes in every prices
- (C) Entrepreneur who set their prices too low
- (D) Claims that a product or service has no competitors

160. The term a return as used in line 9 of the passage is closest in meaning to

- (A) a profit
- (B) come back
- (C) an expense
- (D) departure

161. What is implied about high -technology businesses?

- (A) Their value to customers is difficult to measure.
- (B) Their product prices are more competitive.
- (C) Their sales are lower than other industries.
- (D) Their research and development costs are high.

READING PRACTICE SET

Questions 162-164 refer to the following form.

CREDIT APPLICATION FORM

1. Background

Name: Sarah P. Taylor
Highest Educational Degree: Master's

Date of Birth: Feb. 25, 1975
of Dependents/ Ages: 2 (Ages 3 & 5)

2. Employment and Income

Name of the company: Binational Commission
Address: 5 Ahmed El-Ali Street, Alexandria, EGYPT
Telephone: 842-5001
Other Monthly Income: \$ 1,500

Position: Director Years at Job: 4
Years at Present Address: 2
Monthly Wage Income: \$ 3,500
Source of other Income: Trust Annuity

3. Credit References

Bank: National Bank of Egypt
Account Type: Checking
Credit Card(s): None
Balance: N/A

Account Number: 34-55090
Balance: \$ 12,000
Account Number (s): N/A

162. How many years has the applicant worked for the Binational Commission?

- (A) 1
- (B) 2
- (C) 3
- (D) 4

163. How many sources of income does the applicant have?

- (A) 1
- (B) 2
- (C) 3
- (D) 4

164. How much money does the applicant owe?

- (A) \$ 1,500
- (B) \$ 3,500
- (C) \$ 5,500
- (D) \$12,000

Questions 165-167 refer to the following information.

WARRANTY INFORMATION

For coverage under this limited warranty, proof of the date and place of purchase must be submitted. The easiest way to do this is to complete the attached warranty card and mail it now.

If warranty service is needed, contact our customer service department at the address or phone number below. If defects appear under normal use, Umbrellas Unlimited will replace the product free of charge.

This warranty does not apply damage that has been caused customer abuse. Also, present color technology does not enable us to warrant against color fading over time. We suggest that the golf umbrella be stored away from direct sunlight when not in use.

This warranty is good for three years. Umbrellas Unlimited will not, under any circumstances, be liable for injury caused by misuse of any product.

- 165.** What must a customer do to activate the warranty?
- (A) Complete the attached warranty card.
 - (B) Provide proof of purchase.
 - (C) Register online.
 - (D) Call the customer service department.
- 166.** What is implied about color fading?
- (A) It can be caused by damage to the umbrella.
 - (B) It has not been reported to have happened.
 - (C) It is guaranteed not to happen.
 - (D) It may occur over time.
- 167.** What is NOT true about the company's warranty?
- (A) It does not cover damage due to customer abuse.
 - (B) It is in effect for three years.
 - (C) It is honored worldwide.
 - (D) It promises replacement of defective products.

Questions 168-171 refer to the following passage.

Subjective Prices Versus and Objective Prices

There are two ways to price items: subjectively and objectively.

A subjectively priced item is based either on what the seller perceives it is worth or what the seller thinks someone will pay for it. Generally these items have an aesthetic, rather than a utilitarian, value. Retailers of subjectively priced items include artists, some highly skilled craftspeople, and sellers of antiques and collectibles. An objectively priced item, on the other hand, is priced according to some concrete formula based on its actual cost to produce.

Almost all traditional retailers, from the corner grocer to the new car dealer, sell objectively

- 168.** According to the passage, how do subjectively and objectively priced items differ?
- (A) Objectively priced items are usually more expensive.
 - (B) Subjectively priced items have an aesthetic value.
 - (C) Objectively priced items are less utilitarian.
 - (D) Subjectively priced items are more common.
- 169.** What is implied about antiques?
- (A) They are priced subjectively.
 - (B) They were probably made by skilled craftspeople.
 - (C) They are sometimes overpriced.
 - (D) Their prices go up and down.
- 170.** What can be inferred about most traditional retailer?
- (A) They set their prices based on what they perceive consumers will pay.
 - (B) They set prices using a formula based on the cost to produce their goods.
 - (C) They tend to make higher profits than nontraditional retailers.
 - (D) They tend to analyze the needs of their customers.
- 171.** The word weigh as used in line 10 of the passage is closest in meaning to the word.
- (A) decide
 - (B) count
 - (C) evaluate
 - (D) reduce

READING PRACTICE SET

Questions 172-175 refer to the following weather report.

High pressure moving across northern Mexico will funnel cooler air down the Northwest Coast. Temperatures will be at least 3 to 6 degrees lower throughout Baja, California, and Sonora. The cooler air will not reach the Southwest, where temperatures will soar past 32, some 6 degrees above normal. Because of low humidity and a stable atmosphere, afternoon thunderstorms are unlikely. Dry conditions will also persist across Durango.

A low-pressure system will move slowly east through the northeastern region of Mexico today, spreading showers and heavy thunderstorms across Coahuila and Nuevo Leon. Winds from north behind this system will dislodge a pool of cold air over Texas. The leading edge of this cold air will reach Monterrey later today, but the core of the cold air will not survive until midweek. A cold front trailing this low-pressure system will push showers and thunderstorms across the Chihuahua and Durango later today. Showers may form as far west as the eastern slopes of the Sierra Madre.

- 172.** What conditions will northwestern Mexico experience?
- (A) Cool air
 - (B) Rain
 - (C) Low humidity
 - (D) Dry conditions
- 173.** Where will temperatures be higher than usual?
- (A) Baja, California
 - (B) Sonora
 - (C) The Southwest
 - (D) The northeastern region
- 174.** When will the majority of the cold air from Texas reach Monterrey?
- (A) That morning
 - (B) Later that afternoon
 - (C) The next day
 - (D) Midweek
- 175.** What will the cold front cause?
- (A) Dry air
 - (B) Strong winds
 - (C) Rainstorms
 - (D) Snow

Questions 176-180 refer to the following report.

Company Profile: Synco Corporation

The Synco Corporation rank among the leading international manufacturers of tires and industrial products made from rubber and plastics. Last year, it was first in tire sales in Germany, second in Europe, and fourth worldwide.

Despite last year's severe recession, lower exchange rates, and steep drops in automotive sales, Synco recorded a net income of 50 million euros on sales of 10 billion euros, an all-time high. A dividend of 3 million euros is planned.

Extensive measures to streamline production resources, cut costs, and create new products have substantially enhanced Synco earnings potential for next year and beyond. A public offering of new stock will be made July 1.

- 176.** Who is the report probably written for?
- (A) Synco administrators
 - (B) Prospective investors
 - (C) Potential suppliers
 - (D) Synco competitors
- 177.** What is NOT mentioned about Synco?
- (A) Its position for plastic sales
 - (B) Its ranking for tires sales
 - (C) Its measures to improve performance
 - (D) Its plans for paying dividends
- 178.** What were Synco's total sales in the previous year?
- (A) 3 million euros
 - (B) 50 million euros
 - (C) 1 billion euros
 - (D) 10 billion euros
- 179.** What is implied about automotive sales in the previous year?
- (A) Their decline should have decreased Synco's revenues.
 - (B) Their increase is responsible for Synco's record sales.
 - (C) They reached an all-time high.
 - (D) They were lower than expected.
- 180.** What is expected for Synco?
- (A) Its new products will be cheaper.
 - (B) Its earnings will grow.
 - (C) It will expand its market share.
 - (D) Its stock price will remain high.

Questions 181- 185 refer to the following advertisement and letter.

The International Employment Newsletter

No matter where your career is headed, we can help to identify the best direction for you. The International Employment Newsletter is written for all professionally minded people seeking a new position or hoping to improve their current status. Each issue contains hundreds of regional, national, and international job opportunities. In addition, we offer expert career advice, such as letter and resume writing for beginning job seekers and negotiating and networking strategies for experienced professionals.

Regardless of where you are with your career, The International Employment Newsletter can help you. Look for us at your local newsstand or subscribe today for convenient home delivery.

- 181.** What service is offered by The International Employment Newsletter?
- (A) Translation and interpretation
 - (B) Preparation for job interviews
 - (C) Resume preparation
 - (D) Work visa applications
- 182.** What is learned about The International Employment Newsletter?
- (A) It is available only by subscription.
 - (B) It is published every two weeks.
 - (C) It can be read on the Internet.
 - (D) It can be purchased at newsstands.
- 183.** How long is Ms. Ralls's current subscription?
- (A) 3 months
 - (B) 6 months
 - (C) 1 year
 - (D) 2 years
- 184.** What is available to Ms. Ralls until the end of January?
- (A) A book
 - (B) A discount
 - (C) A special edition
 - (D) A class
- 185.** What has been included with the letter?
- (A) A coupon
 - (B) A survey form
 - (C) A sample issue
 - (D) An envelope

Questions 186-190 refer to the following notice and email message.

The Piano Tuners' Guild of Northern Ireland invites you to

The 10th PTGNI Convention

Friday 16th to 17th of March 2009

Bay View Hotel, Portrush, County Antrim

Registration forms and further details available from:

www.ptgni.org/registration.html

Highlights

Opening plenary session: Friday 9:00 A.M.
Derrick Gill, UK

As chairperson of the PTGNI, Derrick opens the 10th convention and welcomes delegates to what promises to be a stimulating and enjoyable weekend.

Keynote presentation:

The Apprenticeship Crisis
James Townsend, USA.

Friday 11:00 A.M.

We're proud to be able to welcome Mr. Townsend, president of the North American Association of Piano Technicians, on his second appearance at a PTGNI convention. Mr. Townsend's thought-provoking talk concentrates on the key problems facing the profession worldwide: the lack of trainee technicians entering the field, and on what can be done to halt the drain.

Hybrid Tuning
Randy Wilson, USA

Saturday 10:30 A.M.

Once thought of as mutually exclusive, traditional aural tuning and high-tech digital tuning techniques can in fact be used together. Mr. Wilson show how tradition and technology can come to the aid of the modern tuner. The session will be full of useful tips on how the two techniques can complement each other, and on how to avoid common pitfalls.

RayTone RT50-Next-generation Tuning
Gunter Kliebermann, Germany

Saturday 3:00 P.M.

We are very happy to welcome Mr. Kliebermann to this year's convention. His presentation introduces the long-awaited RayTone RT50. He will discuss the key improvements of the RT50 over its predecessor, the RT40-now stranded equipment for many technicians. Mr. Kliebermann's session also includes demonstrations of many of the "hidden" features of the Rt series. We are grateful to RayTone for their support in making this presentation possible.

Note: Rooms for attendees are available at the Bay View Hotel and at the Clear Sands Hotel. Contact them directly to make reservations.

READING PRACTICE SET

To: Mike Stern <m_stern@ptgni.org>
From: Greg Watts <g_watts@ptgni.org>
Date: Friday, January 31st, 2009
Subject: Convention Posters

Mike

Just a quick note to say that the posters for the convention have come from the printers. They look great, but the problem is that in the title it says this is our tenth convention, when in fact it's our eleventh. It's too late to do anything about it now- it will take a week to have them reprinted, and we don't have time- we're already running late on distributing these. Besides, I'm sure most people won't even notice. If they do, we'll just have to joke about it. What else can we do?

The posters have been delivered to our office, so we'll need to organize distribution. Speak to you on Monday.

Greg

- 186.** What is *NOT* mentioned in the notice?
- (A) Which hotels attendees can stay at
 - (B) What time the talks are scheduled
 - (C) How much the convention costs to attend
 - (D) How to get further information about the convention
- 187.** Whose presentation is about a new piece of equipment?
- (A) Gunter Kliebermann's
 - (B) Randy Wilson's
 - (C) James Townsend's
 - (D) Derrick Gill's
- 188.** What is the keynote presentation about?
- (A) How to train new technicians
 - (B) The difficulties of being an apprentice
 - (C) The future of the piano technician profession
 - (D) How the tuning profession is different in the United States
- 189.** What can be inferred about Greg and Mike?
- (A.) They are training to be piano tuners.
 - (B.) They will present at the convention.
 - (C.) They organize the convention.
 - (D.) They are printers.
- 190.** What is wrong with the posters?
- (A) The dates
 - (B) The size
 - (C) The colors
 - (D) The title

READING PRACTICE SET

Questions 191-195 refer to the following notice and email message.

CORPORATE NOTICE

Congratulations to all employees! Our third- quarter report has just been completed, and shows a profit increase of 15% over the same quarter a year ago. With the current growing market, we anticipate an ever greater increase in net profits by the end of our fiscal year this June. As you know, a profit-sharing plan is being developed, and should be ready for implementation in July. Keep up the good work!

To: k.wheeler@tibs.com
From: d.scrivner@tibs.com
Date: April 15th, 2009 2:24:18 P.M.
Subject: Profit sharing

Hi Kate,

Just wondering if you've heard the news about the profit-sharing plan. There was a notice up on our department board announcing that profits are up 15% from the same time last year, and that the profit-sharing plan will be ready by July. Where have we heard that before! Was the notice sent to your department, too? I'll be very surprised if the plans starts in July. They've been promising it for the last two years and nothing's happened. Have you heard anything?

David

- 191.** What had been completed?
- (A) A quarterly report
 - (B) A profit-sharing plan
 - (C) Employee evaluations
 - (D) A market analysis
- 192.** When is the profit-sharing plan expected to go into effect?
- (A) The following week
 - (B) The following month
 - (C) At the end of the next fiscal year
 - (D) At the start of the next fiscal year
- 193.** How did David learn about the news?
- (A) An email was sent to all employees.
 - (B) A notice was posted in his department.
 - (C) A colleague told him.
 - (D) He read it in a newspaper.
- 194.** What can be inferred about Kate and David?
- (A) They work in different companies.
 - (B) They are not pleased about the news.
 - (C) They are pleased about the news.
 - (D) They work in different departments.
- 195.** When did the company first suggest a profit-sharing plan?
- (A) Three years ago
 - (B) Two years ago
 - (C) A year ago
 - (D) Six months ago

READING PRACTICE SET

Questions 196-200 refer to the following letter and email message.

Tribune Consulting

251 Williams Street
Portsmouth, VA 23704
January 14th, 2009

Mr. John Samuels

ShredMaster Paper Shredder Corporation
1440 7th Avenue
New York, NY 10001

Dear Mr. Samuels:

We recently ordered the Personal X paper shredder from your company. After receiving it, and upon further consideration, we have determined that we require a shredder that can destroy larger volumes of paper at one time. We realize also that many of our documents will have staples or paper clips. If you carry a shredder that is better suited for high-volume commercial needs, we would appreciate your sending literature. In the meantime, I am returning the Personal X under shipping number A-135, with another copy of this letter. Upon receipt, please send a memo of credit for our records.

I apologize for any inconvenience this may have caused, but sincerely hope that we can order a larger capacity model from you soon.

Sincerely,

Anne Markowitz

Purchasing Agent
Tribune Consulting

To: Paul Steinz<p.steinz@shredmaster.com>
From: Gina Andrews<g.andrews@shredmater.com>
Date: January 17th, 2009 2:25:02 P.M.
Subject: Product return
Attachments: Tribune.doc

Paul,

A costumer has just returned a Personal X shredder because it's not heavy duty enough for their needs. They've asked if we have another model that can cope with larger volumes of paper and with staples as well. I think what we really need is the Office X, but I'm not sure if we have any in stock. Could you check? Also, can you please send her a brochure and give a quote stating our current price for the Office X? I've scanned the original letter and attached it to this email.

Thanks

Gina

READING PRACTICE SET

- 196.** Why has the paper shredder been returned?
- (A) It does not suit the customer's needs.
 - (B) It is too expensive.
 - (C) It is broken.
 - (D) It is not what the customer ordered.
- 197.** What is probably one of Anne Markowitz's duties?
- (A) Researching industry trends.
 - (B) Handling customer complaints.
 - (C) Buying supplies for her company.
 - (D) Preparing her company's brochures.
- 198.** What can be inferred about the Personal X?
- (A) It cannot handle documents with staples.
 - (B) It is no longer in stock.
 - (C) It can shred credit cards and CDs.
 - (D) It can shred up to even seven pages at one time.
- 199.** What does Gina Andrews want to know?
- (A) Which replacement model to recommend
 - (B) Which models are currently in stock
 - (C) Where to send the Office X
 - (D) Where the invoice should be sent
- 200.** What will Paul Steinz send to Anne Markowitz?
- (A) The Personal X
 - (B) The Office X
 - (C) A price quote
 - (D) A letter of apology