

Two Practice TOEIC Tests

How to Take the Practice Tests

These practice tests are designed to be as close as possible to those given by ETS in terms of length, format, and level of difficulty.

If you are taking these tests at home, be sure to follow these procedures:

- Take an entire test at one time. This will help you work on your overall timing and give you a feel for what it is like to take an actual test.
- Work at a desk or table, not in an easy chair or sofa. Work away from distractions such as televisions and stereos.
- Mark your answers on the answer sheets provided rather than on the tests.
- Check your answers in the Answer Key and read the explanations provided for parts IV, VI, and VII.
- Go back and look at items that you answered incorrectly. Make sure you understand why you answered that item incorrectly.
- If possible, take each test a second time, using another answer sheet. (You may want to copy the answer sheet before you take the test the first time.)

Scoring the Practice Tests

No practice test can provide you with a completely accurate prediction of what your score will be on an actual test. However, this chart will help you make a reasonable estimate of what your score on TOEIC may be.

To use the chart, calculate your raw score from both Listening and Reading by counting the number of correct answers. Then use the chart to calculate your converted score for each section. Add these two scores for your comprehensive test score.

For example, if your raw score for Listening is 74, your converted score is 375. If your raw score for Reading is 88, your converted score is 410.

$$375 + 410 = 785$$

Your comprehensive score is 785.

Score Conversion Chart

Raw Scores	Converted Scores: Listening	Converted Scores: Reading	Raw Scores	Raw Scores	Raw Scores
98-100	495	470	56	260	215
97	495	465	55	255	210
96	495	460	54	250	205
95	495	455	53	245	200
94	490	450	52	235	190
93	490	445	51	230	185
92	485	435	50	225	180
91	480	430	49	220	175
90	475	425	48	215	165
89	470	415	47	205	160
88	465	410	46	200	155
87	460	400	45	195	150
86	455	395	44	185	140
85	450	390	43	180	135
84	445	385	42	175	130
83	435	380	41	165	125
82	430	370	40	160	120
81	425	365	39	155	115
80	420	360	38	145	105
79	410	350	37	140	100
78	400	345	36	135	95
77	390	340	35	130	90
76	385	335	34	120	85
75	380	330	33	115	80
74	375	320	32	110	75
73	365	315	31	105	65
72	360	310	30	100	60
71	350	305	29	90	55
70	345	300	28	85	50
69	340	295	27	80	40
68	335	285	26	70	35
67	330	280	25	65	30
66	325	275	24	60	25
65	320	270	23	50	20
64	310	265	22	45	15
63	305	255	21	40	10
62	300	250	20	35	10
61	290	245	19	30	10
60	285	240	18	25	5
59	275	230	17	20	5
58	270	225	16	15	5
57	265	220	0-15	5	5

Practice Test 1 Answer Sheet

Listening Comprehension

1. (A) (B) (C) (D) 26. (A) (B) (C) 51. (A) (B) (C) (D) 76. (A) (B) (C) (D)
2. (A) (B) (C) (D) 27. (A) (B) (C) 52. (A) (B) (C) (D) 77. (A) (B) (C) (D)
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11. (A) (B) (C) (D) 36. (A) (B) (C) 61. (A) (B) (C) (D) 86. (A) (B) (C) (D)
12. (A) (B) (C) (D) 37. (A) (B) (C) 62. (A) (B) (C) (D) 87. (A) (B) (C) (D)
13. (A) (B) (C) (D) 38. (A) (B) (C) 63. (A) (B) (C) (D) 88. (A) (B) (C) (D)
14. (A) (B) (C) (D) 39. (A) (B) (C) 64. (A) (B) (C) (D) 89. (A) (B) (C) (D)
15. (A) (B) (C) (D) 40. (A) (B) (C) 65. (A) (B) (C) (D) 90. (A) (B) (C) (D)
16. (A) (B) (C) (D) 41. (A) (B) (C) 66. (A) (B) (C) (D) 91. (A) (B) (C) (D)
17. (A) (B) (C) (D) 42. (A) (B) (C) 67. (A) (B) (C) (D) 92. (A) (B) (C) (D)
18. (A) (B) (C) (D) 43. (A) (B) (C) 68. (A) (B) (C) (D) 93. (A) (B) (C) (D)
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24. (A) (B) (C) 49. (A) (B) (C) 74. (A) (B) (C) (D) 99. (A) (B) (C) (D)
25. (A) (B) (C) 50. (A) (B) (C) 75. (A) (B) (C) (D) 100. (A) (B) (C) (D)

Practice Test 1 Answer Sheet

Reading

101. (A) (B) (C) (D) 126. (A) (B) (C) (D) 151. (A) (B) (C) (D) 176. (A) (B) (C) (D)
102. (A) (B) (C) (D) 127. (A) (B) (C) (D) 152. (A) (B) (C) (D) 177. (A) (B) (C) (D)
103. (A) (B) (C) (D) 128. (A) (B) (C) (D) 153. (A) (B) (C) (D) 178. (A) (B) (C) (D)
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109. (A) (B) (C) (D) 134. (A) (B) (C) (D) 159. (A) (B) (C) (D) 184. (A) (B) (C) (D)
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111. (A) (B) (C) (D) 136. (A) (B) (C) (D) 161. (A) (B) (C) (D) 186. (A) (B) (C) (D)
112. (A) (B) (C) (D) 137. (A) (B) (C) (D) 162. (A) (B) (C) (D) 187. (A) (B) (C) (D)
113. (A) (B) (C) (D) 138. (A) (B) (C) (D) 163. (A) (B) (C) (D) 188. (A) (B) (C) (D)
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115. (A) (B) (C) (D) 140. (A) (B) (C) (D) 165. (A) (B) (C) (D) 190. (A) (B) (C) (D)
116. (A) (B) (C) (D) 141. (A) (B) (C) (D) 166. (A) (B) (C) (D) 191. (A) (B) (C) (D)
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118. (A) (B) (C) (D) 143. (A) (B) (C) (D) 168. (A) (B) (C) (D) 193. (A) (B) (C) (D)
119. (A) (B) (C) (D) 144. (A) (B) (C) (D) 169. (A) (B) (C) (D) 194. (A) (B) (C) (D)
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124. (A) (B) (C) (D) 149. (A) (B) (C) (D) 174. (A) (B) (C) (D) 199. (A) (B) (C) (D)
125. (A) (B) (C) (D) 150. (A) (B) (C) (D) 175. (A) (B) (C) (D) 200. (A) (B) (C) (D)

Practice Test 2 Answer Sheet

Listening Comprehension

1. (A) (B) (C) (D) 26. (A) (B) (C) 51. (A) (B) (C) (D) 76. (A) (B) (C) (D)
2. (A) (B) (C) (D) 27. (A) (B) (C) 52. (A) (B) (C) (D) 77. (A) (B) (C) (D)
3. (A) (B) (C) (D) 28. (A) (B) (C) 53. (A) (B) (C) (D) 78. (A) (B) (C) (D)
4. (A) (B) (C) (D) 29. (A) (B) (C) 54. (A) (B) (C) (D) 79. (A) (B) (C) (D)
5. (A) (B) (C) (D) 30. (A) (B) (C) 55. (A) (B) (C) (D) 80. (A) (B) (C) (D)
6. (A) (B) (C) (D) 31. (A) (B) (C) 56. (A) (B) (C) (D) 81. (A) (B) (C) (D)
7. (A) (B) (C) (D) 32. (A) (B) (C) 57. (A) (B) (C) (D) 82. (A) (B) (C) (D)
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25. (A) (B) (C) 50. (A) (B) (C) 75. (A) (B) (C) (D) 100. (A) (B) (C) (D)

Practice Test 2 Answer Sheet

Reading

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Practice TOEIC Test 1

General Directions

This exam is designed to test how well you can understand and use the English language. The test takes approximately two hours to complete. It consists of seven separate parts, each with its own directions. Before you begin to work on a part, be certain that you understand the directions.

Some items will seem harder than other items. However, you should answer every one if possible. Remember, you are not penalized for guessing. If you are not able to answer every question, don't worry.

All your answers should be marked on the answer sheets found on pages 250-251. Remove or copy these sheets before the test begins. When you are marking an answer, fill in the circle corresponding to the letter that you have chosen. The space in the circle should be completely filled in so that the letter inside is not visible, as shown in the example below:

Look at the example

Q. Ms. Martindale _____ to her office this morning.

- (A) going
- (B) went
- (C) gone
- (D) go

(A) (B) (C) (D)

The sentence should correctly read "Ms. Martindale went to her office this morning." You should choose answer (B).

For each question, you may mark only one answer. If you decide to change your answer, you should erase your original answer completely.

Listening Comprehension

In this first section of the exam, your ability to understand spoken English will be tested. This section consists of four separate parts, each having its own directions.

Part I

Directions: For each item, there is a photograph in the book and four short sentences about it on the audio program. The sentences are NOT written out, so you must listen carefully.

You must choose the one sentence — (A), (B), (C), or (D) — that is the best description of what can be seen in the photograph. Then mark the letter that corresponds to the best answer on your answer sheet.

Look at the example



You see this photograph:

Listen to the four sentences:

- (A) (B) (C) (D)

Choice (C) — “He’s waving to someone” — is the best description of what can be seen in the photograph.

1.



2.



3.



4.



GO ON TO THE NEXT PAGE 

5.



6.



7.



8.



GO ON TO THE NEXT PAGE 

9.



10.



11.



12.



GO ON TO THE NEXT PAGE 

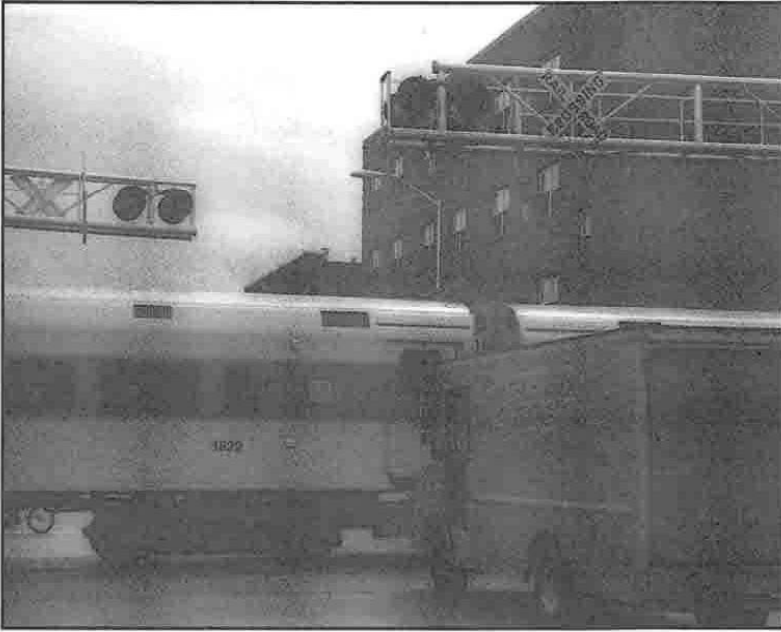
13.



14.



15.



16.



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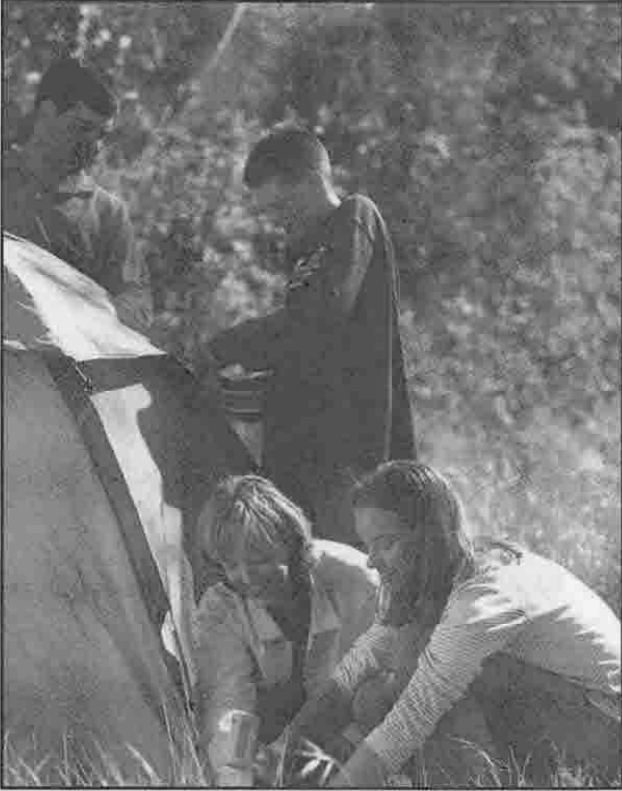
17.



18.



19.



20.



GO ON TO THE NEXT PAGE 

Part II

Directions: In this part of the test, you will hear a question asked on the audio program. After that, you will hear three possible responses to the question. Each question and response is given only once and is not written out in your book, so listen carefully. Then mark the letter that corresponds to the best response to the question on your answer sheet.

Listen to a sample

You hear:

You then hear:

- B C

Choice (A), "At the gymnasium," is the best response to the question "Where have you been, Steve?" You should mark (A) on your answer sheet.

21. Mark your answer on the answer sheet.
22. Mark your answer on the answer sheet.
23. Mark your answer on the answer sheet.
24. Mark your answer on the answer sheet.
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.
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.
41. Mark your answer on the answer sheet.
42. Mark your answer on the answer sheet.
43. Mark your answer on the answer sheet.
44. Mark your answer on the answer sheet.
45. Mark your answer on the answer sheet.
46. Mark your answer on the answer sheet.
47. Mark your answer on the answer sheet.
48. Mark your answer on the answer sheet.
49. Mark your answer on the answer sheet.
50. Mark your answer on the answer sheet.

Directions: In this part of the test, you will hear short conversations involving two speakers. Each conversation is spoken only once and is not written in the book, so listen carefully.

In your book, you will read a question about each conversation. Following each question are four answer choices — (A), (B), (C), or (D). Mark the letter that corresponds to the best answer on your answer sheet.

Look at the example

You hear:

You read:

How will the man and his wife travel to the Grand Canyon?

- (A) By plane.
- (B) In a rental car.
- (C) By bus.
- (D) In a taxi.

(A) (B) (C) (D)

Choice (B), "In a rental car," is the best answer to the question, "How will the man and his wife travel to the Grand Canyon?" You should choose (B).

51. At about what time is this conversation taking place?

- (A) 10 a.m.
- (B) 11 a.m.
- (C) 12 noon.
- (D) 1 p.m.

52. What does Ann suggest Yoshi rent?

- (A) An office.
- (B) Another apartment.
- (C) A car.
- (D) Some furniture.

53. Where does this conversation take place?

- (A) At a fruit market.
- (B) On a farm.
- (C) At customs.
- (D) In a restaurant.

54. When must the brochures be mailed?

- (A) By Wednesday.
- (B) By Thursday.
- (C) By next Monday.
- (D) By next month.

55. Where should he call Linda?

- (A) At home.
- (B) At her office.
- (C) At her hotel.
- (D) At the airport.

56. How many big sales has the man made this week?

- (A) None.
- (B) One.
- (C) Two.
- (D) Three.

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57. What has Marina found?
- (A) A budget.
 - (B) Some notes.
 - (C) Tom's books.
 - (D) A pen.
58. What is Mr. Heath's plan?
- (A) To increase the number of workers.
 - (B) To obtain new orders.
 - (C) To ask employees to work overtime.
 - (D) To take an inventory.
59. What are they discussing?
- (A) A car.
 - (B) A movie.
 - (C) A sale.
 - (D) A book.
60. Why did Marcia call Mr. Stevens?
- (A) To make an appointment with him.
 - (B) To reschedule his appointment.
 - (C) To cancel his appointment.
 - (D) To remind him of an appointment.
61. Where does David probably work?
- (A) At a radio station.
 - (B) At an advertising agency.
 - (C) At a recording studio.
 - (D) At a newspaper office.
62. What is the problem?
- (A) The shipping company could not find the package.
 - (B) The unit was not packaged.
 - (C) The package was not addressed properly.
 - (D) The invoice was not enclosed.
63. What will Rosa be doing Saturday?
- (A) Hiking.
 - (B) Packing.
 - (C) Working.
 - (D) Moving.
64. What does Amy say about the watch?
- (A) It is very fashionable.
 - (B) It belongs to her father.
 - (C) It needs to be repaired.
 - (D) It is quite valuable.
65. How many evenings a week does Paul want to work?
- (A) Two.
 - (B) Four.
 - (C) Five.
 - (D) Six.
66. What are they discussing?
- (A) A hotel room.
 - (B) An apartment house.
 - (C) A hospital room.
 - (D) A furniture store.
67. What does Mr. Perkins imply?
- (A) The repairs will probably not be finished today.
 - (B) The copy machine must be replaced.
 - (C) The commercial copy center makes better copies.
 - (D) The meeting should probably be postponed.
68. Why is Phil concerned?
- (A) He might not be reimbursed.
 - (B) His company is having financial problems.
 - (C) He might not be able to take a trip.
 - (D) He has lost his tickets.

69. How do they feel about the book?
- (A) The man likes it, but the woman doesn't.
 - (B) They both think it is an impressive book.
 - (C) Neither of them wants to read it.
 - (D) They both find it too long.
70. What are they doing?
- (A) Attending a play.
 - (B) Going to a sporting event.
 - (C) Reading newspapers.
 - (D) Watching television.
71. What does Lorraine want?
- (A) A glass of lemonade.
 - (B) A hot drink.
 - (C) Just some ice.
 - (D) Some cold water.
72. When will he call the box office?
- (A) At three this afternoon.
 - (B) At nine tonight.
 - (C) At three on Friday afternoon.
 - (D) At nine on Friday night.
73. What is Frank upset about?
- (A) The waiter's rudeness.
 - (B) The high prices.
 - (C) The cold soup.
 - (D) The slow service.
74. Who is the man?
- (A) George Nielsen.
 - (B) George Nielsen's cousin.
 - (C) Eric Nielsen.
 - (D) The host of the party.
75. What kind of books does the man look for?
- (A) Cheap books.
 - (B) New books.
 - (C) Children's books.
 - (D) Rare books.
76. Where is this conversation taking place?
- (A) At a bank.
 - (B) At a grocery store.
 - (C) At a bus stop.
 - (D) At a cafeteria.
77. What is Ms. Anspach's occupation?
- (A) Photographer.
 - (B) Painter.
 - (C) Nurse.
 - (D) Salesperson.
78. Why does Mr. Devon want to speak to Lee?
- (A) To ask him to work on another project.
 - (B) To criticize his work on a previous project.
 - (C) To invite him out for a meal.
 - (D) To offer him another office.
79. What does he imply about the consultants?
- (A) They are not in agreement.
 - (B) They have not finished their work yet.
 - (C) They have not formed their opinions yet.
 - (D) They do not think there is a problem.
80. What is John's primary concern?
- (A) Motivating the sales staff.
 - (B) Bringing in new business.
 - (C) Creating a long-term policy.
 - (D) Saving the company money.

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Part IV

Directions: During this part of the exam, there are a number of brief talks. These talks are not written out and are spoken only once, so you must listen carefully.

There are two or more questions about each of the talks. Following the questions are four possible answers — (A), (B), (C), and (D). You must decide which of these best answers the question and then mark the letter that corresponds to the best answer on your answer sheet.

81. What is the best title for this talk?
- (A) "Types of Bicycles and Their Uses."
 - (B) "Bicycle Safety Regulations."
 - (C) "How to Maintain Your Bicycle."
 - (D) "Recent Developments in Bicycle Design."
82. What does the speaker say about mountain bicycles?
- (A) They are the least expensive.
 - (B) They are designed for difficult terrain.
 - (C) They are the most lightweight bicycle.
 - (D) They are the most recently developed type.
83. What type of bicycle would the speaker recommend for someone who rides on both paved and unpaved surfaces?
- (A) A three-speed bicycle.
 - (B) A ten-speed bicycle.
 - (C) A mountain bicycle.
 - (D) A hybrid bicycle.
84. When is this announcement being made?
- (A) In early winter.
 - (B) Just after a holiday weekend.
 - (C) In late spring.
 - (D) Just before a holiday weekend.
85. Why is the blood supply low?
- (A) Because of a typical seasonal drop.
 - (B) Because donations have been lower than usual.
 - (C) Because of numerous accidents.
 - (D) Because the blood center has been closed.
86. Which of these will a donor NOT receive?
- (A) Free blood for a year.
 - (B) A decorative pin.
 - (C) Special mention on the radio.
 - (D) A small snack.
87. What type of blood is especially needed?
- (A) AB positive.
 - (B) AB negative.
 - (C) A negative.
 - (D) B positive.
88. How did airline industry analysts react to the announcement?
- (A) They were disappointed.
 - (B) They were angry.
 - (C) They were pleased.
 - (D) They were surprised.
89. Where is North American Airline's training facility presently located?
- (A) In Minneapolis.
 - (B) In Salt Lake City.
 - (C) In Saint Louis.
 - (D) In Atlanta.
90. What benefit will the city of Minneapolis receive?
- (A) Cash payments.
 - (B) The prospect of jobs.
 - (C) Tax revenues.
 - (D) The status of hub city.

91. When will color photos from a roll of color film be available if the roll of film is brought in on Monday morning?
- (A) By noon on Monday.
 - (B) By three p.m. on Monday.
 - (C) After three p.m. on Tuesday.
 - (D) On Thursday or Friday.
92. Which of the following is available at a special discount price?
- (A) Cameras.
 - (B) Black-and-white film.
 - (C) Enlargements.
 - (D) Color film.
93. In what field are Clio Awards given?
- (A) Film.
 - (B) Music.
 - (C) Advertising.
 - (D) Television.
94. According to the speaker, what happened in 1991?
- (A) The first Clio Award ceremony was held.
 - (B) The Clio Award organization was reorganized.
 - (C) The Clio Award organization collapsed.
 - (D) The Clio Award ceremony was first televised.
95. How did the ceremony change after the reorganization?
- (A) Fewer prizes were awarded.
 - (B) The international judges were dismissed.
 - (C) More money was awarded.
 - (D) New categories were created.
96. Who is Diana Hartwick?
- (A) An office worker.
 - (B) A physical therapist.
 - (C) A university professor.
 - (D) A medical doctor.
97. Which of these is Diana Hartwick LEAST likely to tell her seminar audience?
- (A) How to sit properly in a desk chair.
 - (B) How to arrange office equipment.
 - (C) How to exercise to recover from injury.
 - (D) How to position one's hands while working at a computer.
98. What is the main purpose of this talk?
- (A) To forecast a change in the weather.
 - (B) To advertise a new brand of juice.
 - (C) To explain the coming citrus fruit shortage.
 - (D) To describe a flood in California.
99. When is the change in prices expected to occur?
- (A) Tonight or tomorrow.
 - (B) In a month.
 - (C) In two or three months.
 - (D) In five years.
100. What does the speaker suggest?
- (A) Instituting flood control.
 - (B) Eating more fruit.
 - (C) Stabilizing fruit prices.
 - (D) Buying low-cost juice.

**THIS IS THE END OF THE LISTENING COMPREHENSION SECTION OF THE TEST.
GO ON TO THE READING SECTION.**

YOU HAVE ONE HOUR AND FIFTEEN MINUTES IN WHICH TO COMPLETE
THE LAST THREE PARTS OF THE TEST.

Reading

In this second section of the exam, your ability to understand written English will be tested. This section consists of three separate parts, each with its own directions.

Part V

Directions: This part of the test consists of incomplete sentences. Beneath each sentence, four words or phrases appear. Select the answer choice — (A), (B), (C), or (D) — that best completes the sentence. Then mark the letter that corresponds to the best answer on your answer sheet.

Example

Mr. Morales read over the contract with great _____.

- (A) interesting
- (B) interest
- (C) interested
- (D) interestingly

This sentence should correctly read "Mr. Morales read over the contract with great interest." Therefore, the best answer is (B).

(A) (B) (C) (D)

101. Ms. Nicholson was hired because of her experience, skill, and _____.
- (A) creation
 - (B) creative
 - (C) creativity
 - (D) create
102. The new arrangement of machines on the factory floor _____ a number of advantages over the old arrangement.
- (A) is
 - (B) takes
 - (C) makes
 - (D) has
103. There is a radio antenna _____ top of the Empire State Building in New York City.
- (A) at
 - (B) on
 - (C) of
 - (D) in
104. The incidence of computer crime has _____ in recent years.
- (A) been grown
 - (B) grow
 - (C) growing
 - (D) been growing
105. Welders use special masks to protect _____ faces.
- (A) their
 - (B) them
 - (C) themselves
 - (D) theirs
106. This paint is meant to be used on the _____ of houses.
- (A) external
 - (B) outsiders
 - (C) exteriors
 - (D) outer
107. Mr. Stavo took his car to the mechanic to have it _____.
- (A) referred
 - (B) renewed
 - (C) repaired
 - (D) reformed
108. London's Heathrow Airport is _____ airports in the world.
- (A) the one busiest of
 - (B) one of the busiest
 - (C) the busiest one of
 - (D) of the busiest one
109. William has been busy ever _____ he got to work this morning.
- (A) since
 - (B) until
 - (C) from
 - (D) to
110. Unemployment has dipped to its lowest _____ in several years.
- (A) stage
 - (B) measure
 - (C) step
 - (D) level

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111. Shinji enjoys _____ on crossword puzzles while commuting to work on the train.
- (A) work
 - (B) to work
 - (C) works
 - (D) working
112. The Ruhr Valley in Germany is _____ area.
- (A) a heavy industrial
 - (B) a heavily industrialized
 - (C) an industrially heavy
 - (D) a heavily industry
113. The new bridge is not as picturesque _____ the old one, but it is much safer.
- (A) as
 - (B) so
 - (C) like
 - (D) than
114. The scientific method is the _____ of all scientific research.
- (A) basic
 - (B) basis
 - (C) basing
 - (D) base
115. Temporary and part-time workers make _____ a higher proportion of the work force today than they did in the past.
- (A) out
 - (B) up
 - (C) away
 - (D) on
116. I invited Beverly to join us _____ work.
- (A) afterwards
 - (B) later
 - (C) subsequent
 - (D) after
117. Information about employees' salaries is considered _____.
- (A) confidence
 - (B) confiding
 - (C) confidential
 - (D) confident
118. This new policy must be _____ gradually to avoid confusion.
- (A) implemented
 - (B) affected
 - (C) exercised
 - (D) resulted
119. Please _____ these contracts at the lawyer's office.
- (A) take in
 - (B) put off
 - (C) drop off
 - (D) take over
120. The architects _____ up some preliminary plans for the new office building.
- (A) draw
 - (B) drawing
 - (C) drawn
 - (D) drew

121. There are some very interesting _____ to see in New Zealand.
- (A) sights
 - (B) looks
 - (C) viewings
 - (D) sightings
122. In her speech, Dr. Villano offered several _____ examples to support her ideas.
- (A) expelling
 - (B) compelling
 - (C) repelling
 - (D) impelling
123. Mr. Chopra cautioned _____ adopting the plan.
- (A) along
 - (B) to
 - (C) at
 - (D) against
124. It was such an excellent report that Ms. Tyler _____ the fact that it had been turned in late.
- (A) oversaw
 - (B) overwhelmed
 - (C) overruled
 - (D) overlooked
125. The executive assistant uses a time-management chart _____ how much time she should spend on each project.
- (A) in determination
 - (B) determines
 - (C) to determine
 - (D) determination of
126. Throwing litter from cars is _____ by law.
- (A) forbidding
 - (B) prohibited
 - (C) inadmissible
 - (D) punishing
127. The _____ from the sale are being donated to charity.
- (A) processes
 - (B) procedures
 - (C) proceeds
 - (D) proceedings
128. Nonprofit corporations are established for purposes of public service and _____ special privileges by the government.
- (A) are given
 - (B) give
 - (C) gave
 - (D) are giving
129. Lucia has finally _____ the position she always wanted.
- (A) attained
 - (B) attended
 - (C) attired
 - (D) attuned
130. *Starry Night* and other _____ paintings by Vincent van Gogh hang in the Museum of Modern Art in New York City.
- (A) worthless
 - (B) priceless
 - (C) pennyless
 - (D) careless

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131. Mr. and Mrs. Wills have been planning to attend the home show, but they _____ have not had the opportunity.
- (A) already
 - (B) still
 - (C) anymore
 - (D) yet
132. Let's _____ at the Harbor House for dinner tonight.
- (A) meet
 - (B) meeting
 - (C) to meet
 - (D) met
133. The information in this data bank is constantly being _____.
- (A) dated
 - (B) outdated
 - (C) updated
 - (D) undated
134. The departmental meeting _____ next Tuesday.
- (A) to be held
 - (B) is going to hold
 - (C) will hold
 - (D) will be held
135. We should get _____ to that new journal.
- (A) a subscription
 - (B) a prescription
 - (C) an inscription
 - (D) a conscription
136. _____ Mr. Addison was not feeling well, he went to work anyway.
- (A) Despite
 - (B) However
 - (C) Although
 - (D) Even so
137. I asked Habib to _____ me of the meeting.
- (A) remember
 - (B) remark
 - (C) review
 - (D) remind
138. We were certain _____ we could reach an agreement by the next day.
- (A) of
 - (B) about
 - (C) that
 - (D) to
139. During periods of "stagflation," inflation is high, and _____.
- (A) so unemployment is
 - (B) unemployment too is
 - (C) is unemployment too
 - (D) so is unemployment
140. Mr. Sulochana was _____ as the firm's accountant after it was learned that he had not been involved in the scheme to embezzle funds.
- (A) reinstated
 - (B) overstated
 - (C) countermanded
 - (D) reprimanded

GO ON TO THE NEXT PART.

Part VI

Directions: In each sentence in this section, four words or phrases are underlined and marked (A), (B), (C), and (D). You must choose the *one* underlined expression that must be rewritten in order to form a correct sentence. Then mark the letter that corresponds to the best answer on your answer sheet.

Example

Every workers in this department will receive a bonus
A B C
in September.
D

- B C D

Choice (A), *workers*, is incorrectly used in this sentence. The correct sentence should read "Every worker in this department will receive a bonus in September." You should mark letter (A).

As soon as you are ready, you can begin working on this section.

141. My brother is not a professionally musician, but
A B
he enjoys playing in a band on weekends.
C D
142. Mr. Shim bought a lots of gifts at the duty-free
A B C D
shops.
143. The museum owns several works that were
A B C
painting by Picasso.
D
144. I am in favor of adjourn the meeting now and
A B C
continuing it tomorrow morning.
D
145. Before it was edited, the training video was
A B
double as long as it is now.
C D
146. I am looking for a roommate who is easy-going and
A B C
has a good sense of humorous.
D
147. The memo was sent to all of clerical workers
A B C
in the office.
D
148. A vehicle pulling a trailer is four times more likable
A B C
to be involved in an accident than a vehicle without
D
a trailer.
149. This is so a difficult decision that I need more time
A B C
to think about it.
D
150. The translation was generally done quite well, but
A B C
there were a little minor errors.
D

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151. Every day around 2.5 millions passengers travel on London's Underground.
A B C D

152. There is no question in my mind that, of the two applicants, Ms. Coalway has the strongest credentials.
A B C D

153. A region's hotel industry is considered health when 80% or more of all its hotel rooms are occupied.
A B C D

154. One of my favorite city to visit in Italy is Florence.
A B C D

155. Our profits were down slightly in the last quarter, but we expect it to go up again this quarter.
A B C D

156. Due to increased competitions from other airlines, Worldwide Airlines has again lowered its ticket prices.
A B C D

157. There is always some risk involved in launching a new line of produces.
A B C D

158. In North America, January is typically the month when the greatest amount of workers change jobs.
A B C D

159. Diamonds that are not of enough high quality to be gemstones may be used as industrial diamonds.
A B C D

160. A nation's highways make up a major important component of its economic infrastructure.
A B C D

GO ON TO THE NEXT PART.

Part VII

Directions: Questions in this part of the test are based on a wide range of reading materials, including articles, letters, advertisements, and notices. After reading the passage, decide which of the four choices — (A), (B), (C), or (D) — best answers the question, and then mark the letter that corresponds to the best answer on your answer sheet. All answers should be based on what is stated in or on what can be inferred from the readings.

Now read the following example

La Plata Dinner Theater announces the opening of *Life on the River*, a musical play based on a book by Mark Twain. Dinner is served from 6:30 to 8:00, and the performance begins at 8:30 every evening.

What is opening?

- (A) A bookstore
- (B) An art exhibit
- (C) A musical play
- (D) A new restaurant

(A) (B) ● (D)

The reading states that *Life on the River* is a musical play that is opening at La Plata Dinner Theater. You should choose (C).

Questions 161 to 163 refer to the following notice:

.....
If you are not fully satisfied with your Consolidated Sales purchase, please return it within 90 days to any Consolidated Sales store.

If you have your original sales receipt, we will exchange the item for a similar item, return your cash, remove the charge from your credit card account, or mail a cash refund within 10 days. Checks will be mailed for all refunds of \$100 or more.

If you do not have a receipt and the store still carries the item, we will mail you a refund within two weeks.
.....

161. For whom is this notice intended?

- (A) Customers
- (B) Executives
- (C) Manufacturers
- (D) Advertisers

162. How long does this policy remain in effect?

- (A) 10 days
- (B) 14 days
- (C) 90 days
- (D) 100 days

163. Under which of these circumstances will a check be mailed to a customer?

- (A) The purchase is made by credit card.
- (B) The customer returns the purchase to a Consolidated Sales store other than the one where it was bought.
- (C) The store no longer carries the item.
- (D) The purchase costs more than \$100.

Questions 164 and 165 are based on the following article:

While unusual restaurant decor is not a new concept, its popularity is growing for one good reason: increased competition. Three hundred billion dollars was spent in restaurants in the United States last year, an increase of about 5% from the previous year, and the number of restaurants

increased by 3%. Restaurateurs can no longer focus entirely on food and service. Ambience — the synthesis of architecture, furniture, fixtures, lighting, and even staff attire — is now an important criterion when consumers choose a restaurant.

164. By how much did the amount of money spent in United States restaurants increase since last year?

- (A) 3%
- (B) 5%
- (C) 50%
- (D) 100%

165. Which of these is NOT given as a component of restaurant ambience?

- (A) The architecture of a restaurant
- (B) The quality of the food and service
- (C) The tables and chairs
- (D) The clothing worn by waiters and waitresses

Questions 166 and 167 are based on the following advertisement:

**THE FAIRCHILD HOTEL,
SAN FRANCISCO**

***Presents the Executive Club
for the Frequent Business Traveler***

For immediate enrollment, dial the number listed below and receive:

- Suite upgrades, when available, at check-in
- Guaranteed room reservations when booked 48 hours in advance
- Twice-daily maid service
- Free valet parking
- Free use of facilities at the Nob Hill Health Spa
- In-room welcome gift
- Complimentary morning newspaper and continental breakfast
- Many additional benefits

TEL: (415) 487-5633

166. When must a member of the Executive Club book a room to guarantee a reservation?
- (A) Eight hours in advance
(B) A day in advance
(C) Two days in advance
(D) A week in advance
167. Which is NOT mentioned as being free of charge for members?
- (A) Valet parking
(B) Continental breakfast
(C) Use of health-spa facilities
(D) Suite upgrades

Questions 168 and 169 are based on the following article:

Singapore is a pioneer in "agro-tech" farming in Asia. Since growing urbanization is reducing Singapore's farmland, soon only a few thousand hectares will be available for cultivation. Hence, agro-technology — the application of technology to achieve higher crop yields than traditional farming methods — is being urgently developed.

As of 1990, there were 49 high-tech farms in Singapore. From 1985 to 1990, these farms produced 450 million Singapore dollars' worth of vegetables, shrimp, flowers, poultry, and aquarium fish. During this same 5-year period, Singapore was able to export over S\$60 million worth of aquarium fish, S\$8.5 million worth of aquatic plants, S\$12.4 million worth of cut orchids, and S\$6.0 million worth of ornamental plants.

168. What does this article mainly concern?
- (A) Traditional Asian farming methods
(B) Agro-technology in Singapore
(C) Singapore's export policy
(D) Methods of high-tech farming
169. Which of these was the most valuable export commodity for Singapore from 1985 to 1990?
- (A) Aquarium fish
(B) Cut orchids
(C) Aquatic plants
(D) Ornamental plants

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MEMO

TO: ALL PERMANENT EMPLOYEES
FROM: SOHEILA DARVISHALA, BENEFITS OFFICER
SUBJECT: NEW BENEFITS PLAN
DATE: AUG. 7, 2002

SYNCO MEDICAL TECHNOLOGIES IS INITIATING A NEW BENEFITS PLAN FOR ALL ELIGIBLE EMPLOYEES* BEGINNING SEPT. 1. IT IS IMPORTANT THAT THEY UNDERSTAND HOW THIS PLAN WORKS IN ORDER TO MAKE INFORMED DECISIONS. IT IS ALSO REQUIRED BY LAW THAT ALL ELIGIBLE EMPLOYEES ACCEPT OR DECLINE THIS NEW BENEFIT PLAN IN WRITING. (A FORM WILL BE PROVIDED AT THE MEETING.)

THERE WILL BE A MANDATORY MEETING ON FRIDAY, AUGUST 11 AT NOON IN ROOM 202 OF THE CENTER BUILDING. PLEASE MAKE A POINT OF ATTENDING. (THE MEETING OF AUGUST 4 WAS CANCELED BECAUSE OF POOR ATTENDANCE.)

A BROCHURE IS ATTACHED WHICH PROVIDES GENERAL INFORMATION ABOUT THE PLAN. EMPLOYEES SHOULD FAMILIARIZE THEMSELVES WITH THIS INFORMATION BEFORE THE MEETING AND BRING QUESTIONS.

*ELIGIBILITY FOR PARTICIPATION IS THE SAME AS ELIGIBILITY FOR HEALTH INSURANCE COVERAGE. IT IS LIMITED TO PERMANENT EMPLOYEES WHO WORK AT LEAST 30 HOURS A WEEK.

170. What is true about the August 11 meeting?

- (A) It has to be canceled.
- (B) Eligible employees must attend.
- (C) Health insurance issues will be discussed.
- (D) It will be held early in the morning.

172. What is attached to this memo?

- (A) A form
- (B) An agenda
- (C) A brochure
- (D) A check

171. Who is eligible for the benefits package?

- (A) All Synco employees
- (B) Permanent employees who work 30 hours or more weekly
- (C) Employees who do not currently have health insurance
- (D) Part-time employees only

Questions 173 to 175 are based on the following reading:

The Moroccan government encourages foreign investment, especially when it creates jobs and transfers technology. Foreign-owned holdings are subject to the same regulations as locally owned businesses. Any regulations that do exist are principally related to financial service companies. There are also certain restrictions on businesses concerned with rail and air transport, water and energy supply, mining, and industries potentially harmful to public health or safety.

The Industrial Investment Code provides tax relief and other incentives to non-service companies with investment programs exceeding DH100,000, certain service industries (including engineering and consulting), and small- and medium-sized businesses with investment programs not exceeding DH5 million.

173. What is the purpose of this reading?

- (A) To acquaint readers with Morocco's foreign investment policy
- (B) To explain the best way to start a business in Morocco
- (C) To discuss the current financial situation in Morocco
- (D) To encourage Moroccans to invest in certain industries

174. Which of the following types of foreign companies are NOT regulated in Morocco?

- (A) Banks
- (B) Mining companies
- (C) Hotels
- (D) Airlines

175. Which of the following would NOT receive incentives under the Industrial Investment Code?

- (A) A non-service company investing more than DH100,000
- (B) An engineering firm
- (C) A medium-sized corporation investing less than DH5 million
- (D) A large service company investing more than DH5 million

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Questions 176 to 180 are based on the following schedule:

21st Annual International Sales Conference

Thursday

- 9 AM – 4 PM Registration and badge pick-up
7 – 8 PM Informal reception at West Ballroom,
New Plaza Hotel
8 – 9 PM Opening address by Ted Singer,
Vice President for Sales

Friday

- 7:30 AM Attendees bused to Carleton Ranch
8:30 – 9 AM Coffee and rolls
9 AM – 12 PM Plenary Session
12 – 1 PM Lunch
1 – 3:30 PM Meetings with regional sales managers
4 – 7 PM Horseback ride and old-fashioned barbecue
7 PM Attendees bused back to their hotels

Saturday

- 9 AM – 12 PM Sales seminars, New Plaza Hotel
12 – 1:30 PM Lunch, closing ceremony, and
"Sales Reps of the Year" awards

Your badge is your "ticket" to all events.

Dress: Business dress for Thursday and Saturday events.
Casual western wear (blue jeans, boots, and cowboy hats!)
for events at the Carleton Ranch.

All meals not listed on this schedule must be paid for by attendees.
Room service bills are the responsibility of attendees. Attendees who
stay over Saturday night must pay for accommodations for that night.
Taxis, rental cars, and other ground transportation other than shuttle
van to and from the airport will not be reimbursed. Keep receipts for
hotel bills and airline tickets in order to be reimbursed.

176. On what day should attendees wear casual Western clothing?
(A) Wednesday
(B) Thursday
(C) Friday
(D) Saturday
177. How will attendees get to the Carleton Ranch?
(A) By bus
(B) By air
(C) By rental car
(D) By taxi
178. When will awards be presented?
(A) During the opening address
(B) At the plenary session
(C) At the barbecue dinner
(D) During the final event
179. What must attendees bring to all events?
(A) Boots
(B) A ticket
(C) A badge
(D) Receipts
180. For which of the following will attendees be reimbursed?
(A) Airfares
(B) Room service charges
(C) Taxi fares
(D) Saturday night's hotel bill

Questions 181 to 184 refer to the following article:

NEWSPAPER sales fell in most countries last year, especially in the developed world, according to an annual survey released by the International Federation of Newspaper Publishers.

Daily circulation fell in 23 of the 40 countries surveyed, slipping 1.2% in the United States, 1.87% in the European Union countries, and 0.17% in Japan.

But among less developed nations, Peru had a dramatic rise of 90% and India showed an increase of 28.5%.

The survey showed that Japan continued to lead the world in daily sales with 71.9 million, followed by the United States with 50.9 million and Germany with 25.7 million.

181. What is the author's main purpose in writing?

- (A) To announce an increase in the number of newspapers worldwide
- (B) To discuss the changing nature of journalism
- (C) To contrast the way newspapers are operated in different nations
- (D) To report on a survey regarding newspaper sales

182. In how many of the countries surveyed did sales NOT decline?

- (A) 13
- (B) 17
- (C) 23
- (D) 40

183. In which of these was there the greatest increase in sales?

- (A) Peru
- (B) The United States
- (C) India
- (D) The European Union countries

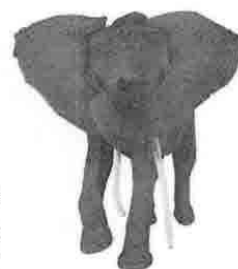
184. Which of these conclusions can be made about the sale of newspapers in Japan?

- (A) Although there was a modest rise in sales, Japan still trails the United States and Germany.
- (B) This year, sales continued their dramatic decline.
- (C) Sales dropped slightly, but Japan continues to lead the world in daily sales.
- (D) The sharp rise in sales was higher than that of any other country.

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Questions 185 to 187 are based on the following letter:

**Wildlife Protection League
Membership Renewal Reminder
March, 2002**



Dear Member,

Your membership in the Wildlife Protection League is going to expire in a month. Please continue helping us in our work to conserve the Siberian tiger, the African elephant, the mountain gorilla, and all the other at-risk species around the globe. Your early renewal will continue your membership until April 2003.

And please, while you're at it, subscribe to *Wild!*, the WPL newsletter which details our wildlife-saving efforts and contains superb wildlife photography. For just \$15, you'll receive six copies of this attractive bi-monthly journal. Thank you for your continuing support.

A handwritten signature in cursive script that reads "Karen McCauley".

Karen McCauley, President

Enclosed please find:

Basic membership contribution	\$25	_____		
Subscription to <i>Wild!</i>	\$15	_____		
Additional contribution:	\$50	_____	\$100	_____ Other \$ _____

Total enclosed \$ _____

185. How long will the recipient's membership continue if he or she renews now?

- (A) Until March 2002
- (B) Until April 2002
- (C) Until March 2003
- (D) Until April 2003

187. How much is the basic membership fee?

- (A) \$15
- (B) \$25
- (C) \$50
- (D) \$100

186. How often is the journal *Wild!* published?

- (A) Every month
- (B) Every two months
- (C) Every six months
- (D) Every year

Questions 188 and 189 are based on the following article:

Basically, there are two types of patents: mechanical and design. A mechanical patent is employed when the concept involves a new product that works mechanically and has never been developed before. A design patent

involves a previously patented product. The new design must somehow improve the original. Mechanical designs last for seventeen years and can be renewed, while design patents last for only three years.

188. What is the main purpose of this article?

- (A) To distinguish between two types of patents
- (B) To define and give examples of mechanical patents
- (C) To discuss the steps needed to obtain patents
- (D) To describe a typical design improvement

189. How long does a design patent remain in effect?

- (A) For the lifetime of the product
- (B) For three years
- (C) Until the design is fundamentally changed
- (D) For seventeen years

Questions 190 to 192 are based on the following form:

Sandia Technology Systems

Worksheet: Telephone Reference Check

Name of applicant: Carolina Sanchez

Previous/Current Employer: BFA Graphics

Dates of employment: May 1 2000 to Present

Position: Data entry clerk Salary: Approx \$32,000

Reason for leaving: See "Additional comments"

Does applicant get along well with others? Yes No Not sure

Does applicant have leadership qualities? Yes No Not sure

Is employee reliable? Yes No Not sure

Would you rehire? Yes No

Additional comments: Mgr of Accts Recvble Dept stated that he hated to lose Ms. Sanchez but that, because BFA is a relatively small co, there was not much room for her to advance in the near future. Asst Mgr of dept. told me that Ms. Sanchez was very conscientious and that she was certain that Ms. Sanchez would make an excellent data coodr for us.

Information received from: Dennis Longhurst, Mgr, and Kay Barret, Asst Mgr Accts Recvble Dept at BFS

Information taken by: M. Nakayoshi, Pers'l Dir

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190. What is the purpose of this form?

- (A) To record information obtained by checking with an employment reference
- (B) To determine if an employee should be given a promotion
- (C) To record notes taken during a telephone interview with a job applicant
- (D) To explain why an applicant is unsuitable for a position

191. Who filled out this form?

- (A) Carolina Sanchez
- (B) Dennis Longhurst
- (C) Kay Barrett
- (D) M. Nakayoshi

192. What position is the applicant seeking?

- (A) Manager, Accounts Receivable
- (B) Data coordinator
- (C) Personnel director
- (D) Data entry clerk

Questions 193 to 195 refer to the following article:

It is difficult to explain the Pareto Principle (or Pareto Law) in completely abstract terms. However, it is easy to explain it by reference to practical examples. Suppose that a firm sells 100 products. One would not expect that each customer would contribute equally to the total sales value. In fact, the Pareto Principle (Law) states that there will probably be such an imbalance, and that a very large proportion of variables (in this case, customers) contributes in only a small degree to the result (in this case, total sales) and that a small proportion of variables contributes in a very great degree to the result. Because it is so often found that some 80% of a firm's sales are made to only 20% of the customers, the Pareto Principle is sometimes called the 80/20 Technique or the 80/20 Rule.

193. Which of the following does the author say about the Pareto Principle?

- (A) It is simple to explain through examples.
- (B) It is an interesting theory, but it has little practical value.
- (C) It was once an important tool but is no longer used.
- (D) It is too complex for the average businessperson to employ.

194. Which of these is NOT another term for the Pareto Principle?

- (A) The 80/20 Technique
- (B) The Proportional Effect
- (C) The Pareto Law
- (D) The 80/20 Rule

195. If the Pareto Principle is perfectly accurate and if a company sells \$100,000 worth of goods to 100 customers, then which of the following is true?

- (A) 20 of the customers will account for sales of \$80,000.
- (B) Each of the 100 customers will spend \$1,000.
- (C) 80% of the sales will be to one customer.
- (D) The company will make \$20,000 in profit.

Questions 196 and 197 are based on the following advertisement:

Relocating Your Business?



For a smooth move across town or around the world, call **C & J Relocation Specialists** and take the worry and inconvenience out of your move.

Sure, you could

- research moving companies
- deal with phone and utility companies
- order new stationery
- prepare checklists
- take care of 1,001 other details

But don't you have a business to run?

Call for a free consultation!

*Our business is to manage the details of the move so that you can **STAY** in business.*

196. For whom is this advertisement intended?

- (A) Businesses that want to expand their operations
- (B) Executives being transferred to another city
- (C) Employees who want to change careers
- (D) Companies moving to another location

197. What does the advertiser offer potential clients?

- (A) Lower prices
- (B) Less inconvenience
- (C) Greater speed
- (D) More prestige

Questions 198 to 200 are based on the following notice:

TRADE TIPS

1. **United Arab Emirates** is seeking direct sales to end users of insulated fiber optic cables, multimeters, pipes and fittings, paint, varnishes, lumber, and pumps.
2. **Qatar** is seeking other investors for a frozen orange juice and dried milk plant.
3. **Hungary** is seeking a distributorship for telephone modems.
4. **Egypt** is seeking an agency for second-grade paper.
5. **Australia** is seeking a distributorship for a picture-hanging system.
6. **Brazil** is seeking a joint-venture opportunity with an environmental-technology firm.

For further information and more tips, contact the International Trade Center Tip Program. Trade Tips is a service offered to our members, who may request as many tips as they desire. For nonmembers, there is a three-tip request limit. Call for membership information.

198. What is Qatar looking for?

- (A) A distributorship
- (B) A source of orange juice and milk
- (C) Additional investment
- (D) Further information

199. Which of these countries is seeking a joint-venture partner?

- (A) Egypt
- (B) Australia
- (C) Hungary
- (D) Brazil

200. How many tips can a non-member request?

- (A) None
- (B) One
- (C) Three
- (D) An unlimited number

THIS IS THE END OF THE READING SECTION. IF YOU FINISH BEFORE TIME IS UP, YOU MUST WORK ONLY ON PROBLEMS IN THIS SECTION.