



GENERAL INSTRUCTIONS

- A. Orient student on what he/she will do in each type of test. Do this only on chapter 1. For the remaining chapters; you don't have to do the orientation.
- B. Student must type his/her answer on the Skype chat box.
- C. Read the choices/ conversation for students using the correct pacing and enunciation. (for listening test)
- D. Read clearly.





Part III: Short Conversations

- A. Tell student that he /she will listen to a conversation. This conversation is not found in his/her copy.
- B. After each conversation, he she must answer the question that is found in his/her copy.
- C. Process student's answer one at a time.
- D. Focus more on the item where student commits mistake. Guide him/her on the correct strategy to use when he/she encounters this test.
- E. Commend student if he/she chooses the correct answer.





Questions 1-3 Script

Woman: This is a very nice car. The suggested retail price is \$14,825.

Man: Yes, it is nice. But that's a bit over my budget. We were hoping to spend

about \$12,000.

Woman: Let me talk to my manager for a minute. I'll be right back. (Pause). I've got good news! My manager says we can lower the price to \$13,995. Could you stretch your budget a little for such a great car?

Man: I don't know. If it were \$13,000, I

might be able to.





What is the relationship between the speakers?

- a. Shopper-shopper
- b. Salesperson-buyer
- c. Manager-employee
- d. Company-client





What does the man want to do?

- a. Pay \$13,000
- b. Stretch his budget o
- c. Negotiate a lower price
- d. Compromise his values





What will the woman probably do next?

- a. Sell the man the car
- b. Talk to her manager
- c. Raise the price
- d. Make a counteroffer





Questions 4-6 Script

Woman: Hello, I need to make a service appointment for my 2006 Toyashi Camelot. It doesn't shift smoothly. When I shift from second to drive, the engine stalls for a minute before it kicks in.

Man: OK, we'll need to take a look at that. I have openings Tuesday morning at 9, Wednesday at 11, Thursday at 8 and 10, and Friday at noon and 2.

Woman: Let me see...Wednesday and Friday won't work. Tuesday's good. Wait, Thursday's better. Let's do the 8 o'clock.

Man: Right. Eight on Thursday. What's your name?





What is the main purpose of the conversation?

- a. To solve a problem
- b. To discuss automobiles
- c. To set an appointment
- d. To service a car





What problem does the woman have?

a. She cannot get good service.

b. Her car isn't working properly.

c. Her engineer is stalling.

d. She's busy on Wednesday and Friday.





When is the woman's appointment?

a. Tuesday at 9

b. Wednesday at 11

c. Thursday at 10

d. Thursday at 8





Questions 7-9 Script

Man: Now let's check on Tri-County weather.

Sandy, is this rain ever going to stop?

Woman: Yes Paul, it is. We expect it to slow to light drizzle by tomorrow morning, followed by a partly cloudy afternoon. And Wednesday and Thursday are shaping up to be partly sunny.

Man: That's great! Will the sun stick around for

the weekend?

Woman: It probably will. As we look at the weather map, we can see this low-pressure front moving our way is pushing out the clouds, bringing sunshine and warmer temperatures.





Where does the conversation take place?

a. On a beach

b. At a radio station

c. In a TV studio

d. In an office





What position does the woman hold?

- a. News anchor
- b. Forecaster
- c. Director
- d. Producer





What does the woman say about the weekend?

- a. It will likely be sunny. b. There will be drizzle.
- c. Temperatures will drop.
- d. Clouds will come back.





Questions 10-12 Script

Man: Hi. I bought this clock radio here, but the alarm doesn't work. I need to get it fixed. Here's the receipt.

Woman: We can fix it for you. Hmm, looks like the timing button is stuck. That'll run about \$15.

Man: Fifteen dollars?! But I thought you said you'd fix it for free.

Woman: We do while it's under warranty. But this warranty was for 14 days. I'm afraid it's run out.





What does the man want the woman to do?

- a. Repair an appliance
- b. Give him a receipt
- c. Exchange a product
- d. Offer him a warranty





What does the woman say about the clock-radio?

- a. She cannot fix it.
- b. A mechanism is jammed.
- c. It will cost \$50 to fix.
- d. It is under warranty.





What problem does the man have?

a. He does not have any money.

b. He lost the receipt.

c. The radio is too loud.

d. The warranty has expired.





Questions 13-15 Script

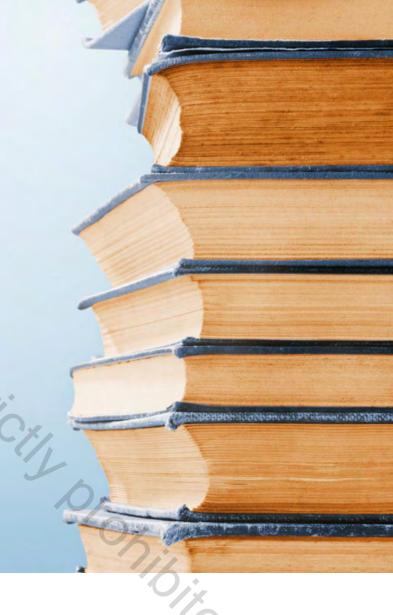
Man: That was better than I expected. The service was a little slow, but the salad was huge, and my chicken was excellent! What did you think?

Woman: My steak was a little too rare, but the soup was very good. Tagree the service was slow, but they were busy tonight.

Man: Yeah, I'm just happy we could get Friday reservations on such short notice.

Woman: Yes. And the evening's still

young. So....?





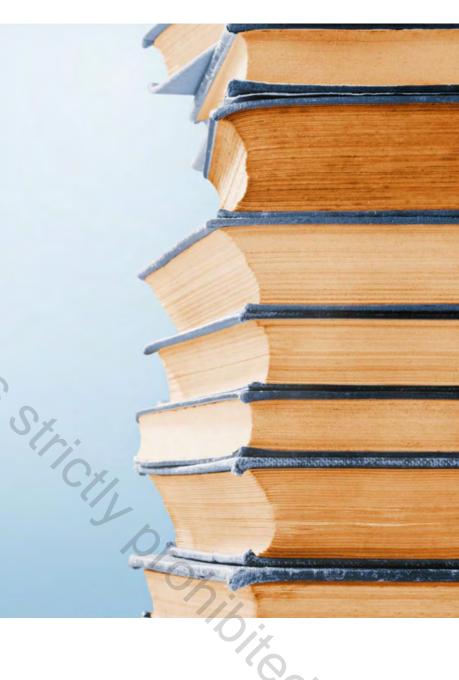
What are the speakers mainly talking about?

a. Food

b. A restaurant

c. Service

d. Steak





How does the man feel about his dining experience?

- a. Mildly disappointed
- b. Pleasantly surprised
- c. Wildly enthusiastic
- d. Totally ambivalent





What will the speakers discuss next?

- a. Washing dishes
- b. Dessert
- c. Evening plans
- d. Reservations



