

## **TOEIC LESSON MANAGEMENT**

(25- minute lesson)

### **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.

**REVIEW HOMEWORK from TOEIC 6-2**  
**(refer to TOEIC 6-2 for answers)**

**Part 3: Short Conversations  
Tapescripts**

**1. M: That dress looks terrific on you.**

**W: I think I look fat in it. Don't you agree?**

**M: OH, no. You look very nice. And this color is perfect on you.**

1. Where is this conversation taking place?

- A. At a restaurant
- B. At a bank
- C. At a department store
- D. In an airport

**2. W: How much for the eggs?**

**M: The small ones are \$2 per dozen and the big ones are \$3 per dozen.**

**W: Give me 3 dozens of these and half a dozen of big ones please.**

2. How many eggs is she buying?

- A. 5
- B. 3.6 dozens (3 dozens + 6 pieces = 3.5 dozens NOT 3.6)
- C. 4 dozens
- D. 42

**3-4. W: OK, Mr. Lancaster. Let me summarize your order. You want two cases of printer ink -- one black and one color; 50 reams of copy paper -- the bright white kind; six cartons of legal envelopes; and 50 boxes of manila folders. Is that correct?**

**M: Yes it is. And can I expect that to arrive within a week? We need it by next Monday.**

**W: With standard shipping, it will get there within 7 to 10 business days. If you need it sooner, we should use expedited shipping. That would cost \$30 instead of \$15 for standard, but it would guarantee arrival within 3 to 5 days.**

**M: Hmm... well, I guess we'll have to go with the expedited, then. Would it be possible to order additional items for the same shipping fee?**

**W: Sure. You could add up to 25 pounds on your order. But after that, the expedited fee would be \$2 per five pounds.**

3. What is the relationship between the speakers?

- A. Salesman-buyer
- B. Employer-employee
- C. Manager-assistant
- D. Colleague-colleague

4. What is the man's problem?

A. He doesn't have enough money.

B. His order is too heavy.

C. He needs the order within a week.

(The man said: "Yes it is. And can I expect that to arrive within a week? We need it by next Monday")

D. He ordered the wrong materials.

**5-6. W: All our diamonds are the highest quality, sir. Our manager hand-picks them himself. Your wife is sure to love them!**

**M: They all look pretty, but I'm not sure which kind of ring she'll like. There are so many to choose from!**

**W: Might I suggest shopping by price range, then. If you tell me your budget, I can suggest a smaller range of options, and I'm sure you'll find something to your liking. Also, we offer a full money-back guarantee, so if your wife doesn't like it or wants to exchange, it's no problem.**

**M: Oh OK, that sounds reasonable. Well, let's see. I was hoping to spend no more than \$400, though I might be willing to go a little higher if I find a ring that really looks good.**

5. What does the man want to do?

A. Learn how diamonds are made

B. Choose a necklace

C. Buy a gift for his wife

D. Get his money back

6. What does the woman suggest?

A. Hand-picking diamonds

B. Narrowing the selections

(The woman said: W: Might I suggest shopping by price range, then. If you tell me your budget, I can suggest a smaller range of options, and I'm sure you'll find something to your liking.)

C. Making an exchange

D. Calling the man's wife

**7. M: Morning, Melissa. Where are you off to so early on a Saturday?**

**W: There's a huge sale today at CostLess. Most items are at least 50 percent off. The store doesn't open until 9, but I need to get in line.**

**M: Well, you'd better bring a book or a laptop with you; it's going to be a long wait. Those CostLess sales are always crazy. Good luck fighting the mob!**

**W: Oh I don't mind. I have some knitting to keep me busy, and it's worth it to get half off a new TV. Have a good day!**

7. What does the man say about the sale?

- A. He wants to go too.
- B. The items are overpriced.
- C. He does not need a new TV.
- D. There are too many people.

**8. W: Hey, Travis, I like your big-screen TV. Where did you get it?**

**M: I bought it at TV town. It cost \$599.**

**W: Really? That's a good price, but Video Vault has the same brand on sale right now for \$499.**

**M: Really?! Shoot, I could have saved \$100. That's too bad. I should have shopped more carefully.**

8. What is the main purpose of the discussion?

- A. To compare prices.
- B. To make small talk.
- C. To buy a TV.
- D. To decide on a brand.

**9-10. W: That's a fair price. The problem is, my hours were just cut back at my job, and I really can't afford it right now, even though it's a good deal. I guess I'll look for something cheaper.**

**M: You could, but you like this vehicle, right? Tell you what. If I could get the price down another \$500, would that be affordable for you?**

**W: \$500? Well, that would certainly help. If you could get it down another \$1,000, I'd definitely buy it.**

**M: OK, I need to talk with my manager. Please wait here a few moments. Would you like any coffee or tea?**

9. What problem does the woman have?

- A. Her husband has been laid off from his job.
- B. She does not like the color of the vehicle.
- C. She does not have \$1,000s
- D. Her work hours have been decreased.

(The woman said: W: That's a fair price. The problem is, my hours were just cut back at my job, and I really can't afford it right now, even though it's a good deal.)

10. What is the main purpose of the discussion?

- A. To negotiate
- B. To collaborate
- C. To debate
- D. To litigate

**11-13. M: Hello, I'm trying to reach Mitch Graham. Could you connect me to his extension, please?**

**W: I'm sorry sir, but Mr. Graham is out of the office until Wednesday. Could I connect you to someone else?**

**M: I'm not sure. Mitch is in charge of our account. I'm with Precious Pet Shop, and I'm calling to order three cases of dog food. We need them by the end of the week.**

**W: Oh I see. In that case, I'll put you through to Ms. Crockett, our product department manager. She should be able to take your order and get the dog food shipped right out to you.**

11. What does the man want to do?

- A. Order more inventory
- B. Talk to Mitch Graham
- C. Buy a new pet
- D. Talk to Ms. Crockett

12. What is the woman's position?

- A. Receptionist
- B. Manager
- C. Salesperson
- D. Account executive

(The man said: "I'm not sure. Mitch is in charge of our account. I'm with Precious Pet Shop, and I'm calling to order three cases of dog food. We need them by the end of the week.")

13. What problem do the speakers have?

- A. They cannot locate Ms. Crockett.
- B. An employee is unavailable.
- C. They have too much dog food.
- D. Mitch Graham didn't complete an order.

**14. M: Your total comes to \$53.69. Do you have one of our "preferred shopper" cards?**

**W: Oh yes, thank you. I almost forgot. Here you are.**

**M: OK, with this your new total is \$44.33. Will that be cash, check or credit?**

**W: Visa.**

**M: All right. Please swipe it through the slot there.**

14. What position does the man hold?

- A. Banker
- B. Cashier
- C. Shopper
- D. Executive

15. How does the woman pay?

- A. With a special card
- B. With cash
- C. With a credit card
- D. With a check