

## PART 3

**Directions:** You will hear some conversations between two people. You will be asked to answer three questions about what the speakers say in each conversation. Select the best response to each question and mark the letter (A), (B), (C), or (D) on your answer sheet. The conversations will not be printed in your test book and will be spoken only one time.

41. What selling price is the woman offering for 500 units?  
(A) \$2500 plus shipping and handling  
(B) \$5 per unit with no extra fees  
(C) \$500  
(D) \$300
42. Why does the woman say she cannot sell fewer than 500 units at the offered price?  
(A) The product is shipped 500 units at a time.  
(B) She's not sure if she can sell them.  
(C) She will make very little profit.  
(D) She can't handle the shipping costs.
43. What final offer does the man make?  
(A) 500 units at the price suggested by the woman  
(B) A negotiable rate for the first 300 units  
(C) Regular shipments at \$5 per unit  
(D) A smaller quantity now with possibly a higher price later
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44. What is the man doing?  
(A) Paying his bill at a restaurant  
(B) Checking out of a hotel  
(C) Paying his credit card bill  
(D) Arranging a flight
45. Which of the following is stated about the restaurant?  
(A) It's old.  
(B) It offers a great variety of items to choose from.  
(C) It's on the top floor.  
(D) The quality of the food is poor.
46. What did the man say about his final bill?  
(A) He was overcharged.  
(B) He wants to change the payment details.  
(C) He wants to add a gratuity for the great service.  
(D) He can't find his frequent flyer number.
47. When is the meeting?  
(A) This Wednesday  
(B) Next Wednesday  
(C) This Thursday  
(D) Next Thursday
48. Why can't the man attend the meeting?  
(A) There's a problem with one of his clients.  
(B) He'll be on vacation.  
(C) He's only an intern.  
(D) He is working on his MBA.
49. Why is the man concerned about Toby?  
(A) He isn't a full-time employee.  
(B) He never has any good ideas.  
(C) He is unprofessional.  
(D) He takes poor notes.
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50. What does the second man say about Jeff?  
(A) He is worried about him.  
(B) He is an experienced employee.  
(C) He is a very nervous person.  
(D) He is expert at using a computer program.
51. What does the second man say Jeff is working on?  
(A) Capital expenditures  
(B) Last year's budget analysis  
(C) Future financial plans  
(D) Folding sheets
52. What does the first man hope?  
(A) That Jeff will be able to help him  
(B) That Jeff is nervous  
(C) That Jeff can carry something for him  
(D) That Jeff is a genius

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53. If the woman buys a water heater, how much will she pay now?
- (A) 50% of the total cost
  - (B) \$120
  - (C) \$288
  - (D) Nothing
54. How much water does the larger model hold?
- (A) 30 gallons
  - (B) 60 gallons
  - (C) 120 gallons
  - (D) The man doesn't say
55. Why is the woman hesitant about buying it?
- (A) There is only a 5-year warranty.
  - (B) She can't afford the installation fee.
  - (C) It would take a while to recover her investment.
  - (D) She doesn't require hot water.
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56. Why is the woman calling?
- (A) To make an inquiry about a bill
  - (B) To take advantage of lower interest rates
  - (C) To cancel her phone service
  - (D) To arrange for online bill payments
57. When was the woman's payment received?
- (A) It hasn't been received yet.
  - (B) It was received on the 27th.
  - (C) It arrived yesterday.
  - (D) It arrived the day after the bill was sent.
58. How can the woman avoid similar problems in the future?
- (A) Pay an interest charge
  - (B) Call as soon as she receives her phone bill
  - (C) Make payments more promptly
  - (D) Cancel her online bill payments
59. What has the woman recently done?
- (A) Given Simon a job interview
  - (B) Evaluated Simon's performance
  - (C) Been late
  - (D) Asked Simon to apologize
60. What is the outcome of her recent meeting with Simon?
- (A) She needs him to do better.
  - (B) She's very worried about his punctuality.
  - (C) She's pleased with his progress.
  - (D) She needs to arrange an appraisal.
61. What happened when she met Simon in February?
- (A) She highlighted some problems.
  - (B) She thanked him.
  - (C) She asked him about his address.
  - (D) She listened to his concerns.
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62. Why does the woman suggest dinner to the man?
- (A) To celebrate a successful advertising campaign
  - (B) To continue working on a project
  - (C) To enjoy some beautiful scenery
  - (D) To enjoy some quality time together
63. Why does the woman turn down the man's first suggestion?
- (A) She's tired of Chinese food.
  - (B) Because he never has good ideas.
  - (C) It's too expensive.
  - (D) She wants to leave the office for a while.
64. Why does the man prefer the Indian restaurant?
- (A) It has better lighting.
  - (B) He doesn't like Italian food.
  - (C) It's easier to plug in their laptops.
  - (D) The scenery is nicer.

65. Who is the man?
- (A) A florist
  - (B) A technician
  - (C) A landscaper
  - (D) A farmer
66. How much does the man offer to do the job for excluding labor?
- (A) \$200
  - (B) \$300
  - (C) \$500
  - (D) \$600
67. Why does the woman offer an incentive?
- (A) To make the sprinkler system automatic
  - (B) To have the job done more quickly
  - (C) To put in flowers
  - (D) To have the job done by the day after tomorrow
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68. Why is the woman asking for advice?
- (A) She thinks her client is mistaken.
  - (B) She's not sure how to market a product to young men.
  - (C) She's afraid to show her client her data.
  - (D) She wants to try targeting a more affluent demographic.
69. Who has shown the most interest in the product?
- (A) Bob
  - (B) Men in their late teens and early twenties
  - (C) Upscale department stores
  - (D) Visionaries
70. What advice does the man give?
- (A) Do what the client wants.
  - (B) Charge a high price for the product.
  - (C) Push for a nationwide marketing campaign.
  - (D) Try out two different marketing approaches.