

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.



Questions 41 through 43 refer to the following conversation.

- W:** How's this? I'll let you have the first 500 units at \$5 each and we'll include shipping and handling for free.
- M:** I don't know if I'm ready to commit to 500 units. What if we can't sell them?
- W:** I don't think I can give you that price for less than 500 units. We're reducing our profits to almost zero as it is.
- M:** I'll pay you \$5 a unit for 300 units with shipping and handling included. If sales are good, we can negotiate a higher price for regular shipments.
41. What selling price is the woman offering for 500 units?
42. Why does the woman say she cannot sell fewer than 500 units at the offered price?
43. What final offer does the man make?

Questions 44 through 46 refer to the following conversation.

- W:** Thanks for staying with us at the Olde Towne Inn. I trust you enjoyed your stay?
- M:** Yes, I especially enjoyed the menu at your rooftop restaurant. It's limited, but the quality is much higher than other places I've stayed. I'd like to pay the bill now, but I wonder if you could charge it to a different credit card? I get frequent flyer miles for using this one.
- W:** Certainly, sir. That would be no trouble.
44. What is the man doing?
45. Which of the following is stated about the restaurant?
46. What did the man say about his final bill?

Questions 47 through 49 refer to the following conversation.

- M:** Look, I'm not going to be able to make it to that meeting next Thursday. A problem's come up with one of my top clients. Do you think you'll be able to go?
- W:** Sorry, Ted, I'm going on vacation next Wednesday. Why don't we send Toby? He's working on his MBA, is always professional and takes excellent notes.
- M:** You want to send an *intern*? I don't know if that's such a good idea.
47. When is the meeting?
48. Why can't the man attend the meeting?
49. Why is the man concerned about Toby?

Questions 50 through 52 refer to the following conversation.

- M1:** So how's the new guy coming along? I thought he looked a little nervous on his first day.
- M2:** Jeff? Oh, you have nothing to worry about there. I've already got him working on next year's budget analysis. It turns out he is a genius with electronic spreadsheets.
- M1:** Really? That's good to hear. Say, I don't suppose we could borrow him to sort out our capital expenditures spreadsheet?
- M2:** Well, I'm sure he could help out, but I think he has his hands full at the moment.
50. What does the second man say about Jeff?
51. What does the second man say Jeff is working on?
52. What does the first man hope?

Questions 53 through 55 refer to the following conversation.

- M:** Right now we can replace your water heater with the latest energy efficient models and save you up to 50% off your heating bills. You only pay the installation fee of \$120. No other payments for one full year, and interest free.
- W:** That sounds great, but how much does it cost?
- M:** Our 30 gallon heater is only \$288 and our 60 gallon heater is only \$458. Both include a 5-year warranty.
- W:** Hmm, sounds like it would take a long time for it to pay for itself.
53. If the woman buys a water heater, how much will she pay now?
54. How much water does the larger model hold?
55. Why is the woman hesitant about buying it?

Questions 56 through 58 refer to the following conversation.

- W:** Hi. I received a letter about my phone bill saying last month's bill wasn't paid and charging me interest. But I know I paid that bill.
- M:** Let me check our records. Oh, I see. Your payment was received on the 28th, but the last bill was sent out on the 27th.
- W:** Does that mean I am still liable for this interest charge?
- M:** I'll deduct that interest charge, but please be sure to send your payment earlier next time or consider arranging for automatic online bill payments.
56. Why is the woman calling?
57. When was the woman's payment received?
58. How can the woman avoid similar problems in the future?

Questions 59 through 61 refer to the following conversation.

W: I just did Simon's appraisal and it went very well, I think. He seems to have made a great start to addressing the concerns I raised when I met him in February.

M: That's good to hear. How about the punctuality issue?

W: That seems to have disappeared too. He hasn't been late again since I spoke to him about the need to improve in that area. He was also very apologetic and thankful for the chance to show he could do better.

59. What has the woman recently done?
60. What is the outcome of her recent meeting with Simon?
61. What happened when she met Simon in February?

Questions 62 through 64 refer to the following conversation.

W: There is no way we'll have this advertising campaign all worked out by the deadline. Why don't we put in a little overtime over dinner?

M: That sounds like a good idea. Should we get some Chinese take-out delivered to the office?

W: Actually, I think I need a change of scenery. Let's go to that Indian restaurant ... or maybe that little Italian bistro around the corner.

M: Let's make it Indian. The Italian place is a bit too dark to do business. Why don't you go grab your laptop and I'll meet you in the lobby in ten minutes.

62. Why does the woman suggest dinner to the man?
63. Why does the woman turn down the man's first suggestion?
64. Why does the man prefer the Indian restaurant?

Questions 65 through 67 refer to the following conversation.

W: I'd really like a new sprinkler system for the lawn and a border of flowers around the patio. How much will it cost for the whole job?

M: Let's say \$300 for the materials and another \$200 for labor. Is that fair?

W: Tell you what. I'll pay you \$600 if you can get all the work done within two weeks. The sprinkler system is fully automatic, right?

M: Actually, my estimate was for a manual system, but that's a reasonable offer on the job. We can get started the day after tomorrow.

65. Who is the man?

66. How much does the man offer to do the job for, excluding labor?

67. Why does the woman offer an incentive?

Questions 68 through 70 refer to the following conversation.

W: Bob, I need your help on how to deal with this client. She really wants to market her product in the pricier shops and boutiques and charge accordingly, but all the market analysis I've done shows the best demographic to aim for is 17 to 24 year old males.

M: Have you shown your client the data you have here?

W: Yes, but she has a vision of what her product is going to be.

M: Well, the best thing is probably to choose two cities to test-market the product in, each aiming for a different demographic.

68. Why is the woman asking for advice?
69. Who has shown the most interest in the product?
70. What advice does the man give?

PART 4

Questions 71 through 73 refer to the following announcement.

Let me be the first to welcome you to Los Angeles International Airport, where the current temperature is 81 degrees Fahrenheit and the local time is 4:18 pm. I'd like to ask everyone to please remain seated until the plane has come to a complete stop and the captain has turned off the "fasten seatbelt" sign. Please be careful when opening the overhead compartments, as some items may have shifted during our flight. For those of you continuing on with us to Salt Lake City, please remain in your current seat until our flight attendants have counted all the passengers. For those making connections here in Los Angeles, please check the monitors to the left as you enter the terminal, to determine your departure gate. For all of those with Los Angeles as your final destination, your luggage will be on carousel 5.

71. What time of day is it?
72. Why should travelers to Salt Lake City remain seated?
73. Why should passengers catching a connection check the monitors after entering the terminal?

Questions 74 through 76 refer to the following advertisement.

At last! If you're as serious about your music as we are, then this is the news you'll have been waiting to

Practice Test 2: Quick Check Answer Key

Listening Test

Part 1				Part 2			Part 3				Part 4			
1	A	B	D	11	A	C	41	A	C	D	71	A	B	D
2	A	C	D	12	B	C	42	A	B	D	72	A	B	D
3	A	C	D	13	A	C	43	A	B	C	73	B	C	D
4	B	C	D	14	A	B	44	A	B	C	74	A	B	C
5	A	B	D	15	B	C	45	A	B	D	75	A	B	D
6	A	B	C	16	A	C	46	A	C	D	76	A	B	D
7	A	B	C	17	A	B	47	A	B	C	77	A	B	C
8	A	B	D	18	B	C	48	B	C	D	78	A	B	C
9	A	B	D	19	A	B	49	B	C	D	79	A	C	D
10	B	C	D	20	A	C	50	A	B	C	80	A	B	D
				21	A	C	51	A	B	D	81	A	B	C
				22	A	B	52	B	C	D	82	A	B	C
				23	A	B	53	A	C	D	83	A	B	C
				24	A	C	54	A	C	D	84	A	B	D
				25	B	C	55	A	B	D	85	A	B	C
				26	B	C	56	B	C	D	86	A	B	C
				27	B	C	57	A	B	C	87	A	B	C
				28	A	B	58	A	B	D	88	A	C	D
				29	A	C	59	A	C	D	89	A	C	D
				30	B	C	60	A	B	D	90	A	B	D
				31	A	C	61	B	C	D	91	A	B	D
				32	B	C	62	A	C	D	92	A	C	D
				33	A	B	63	A	B	C	93	A	B	C
				34	A	B	64	A	B	C	94	A	B	D
				35	A	C	65	A	B	D	95	A	B	D
				36	A	B	66	A	C	D	96	A	B	D
				37	B	C	67	A	C	D	97	B	C	D
				38	A	C	68	B	C	D	98	B	C	D
				39	A	C	69	A	C	D	99	A	B	D
				40	A	C	70	A	B	C	100	B	C	D

Reading Test

Part 5				Part 6				Part 7							
101	B	C	D	121	A	B	C	153	A	C	D	177	B	C	D
102	A	B	D	122	A	B	D	141	B	C	D	178	A	B	D
103	B	C	D	123	B	C	D	142	A	C	D	179	A	B	C
104	A	B	D	124	A	B	D	143	A	C	D	180	B	C	D
105	A	B	D	125	A	C	D	144	A	B	C	181	A	C	D
106	A	C	D	126	A	B	C	145	A	C	D	182	A	B	D
107	A	B	C	127	A	B	C	146	B	C	D	183	B	C	D
108	B	C	D	128	A	C	D	147	A	B	D	184	A	B	C
109	A	C	D	129	B	C	D	148	A	B	C	185	A	C	D
110	A	B	C	130	A	B	D	149	A	B	C	186	A	B	D
111	A	C	D	131	A	B	D	150	B	C	D	187	B	C	D
112	A	B	C	132	A	C	D	151	A	B	C	188	B	C	D
113	A	C	D	133	A	B	C	152	A	C	D	189	A	C	D
114	A	B	D	134	A	B	D				190	A	B	C	
115	A	B	C	135	A	B	C				191	B	C	D	
116	A	C	D	136	B	C	D				192	A	C	D	
117	B	C	D	137	A	C	D				193	A	B	C	
118	A	B	D	138	A	C	D				194	A	B	C	
119	B	C	D	139	B	C	D				195	A	B	D	
120	B	C	D	140	A	B	C				196	B	C	D	
											197	A	B	C	
											198	A	B	C	
											199	A	B	D	
											200	A	C	D	