



Mock Test

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- リスニングセクションの音声は、CD-ROM の「模擬試験用音声」フォルダー内の Test_04.mp3 ファイルを再生してください。
- 正解一覧は、別冊「解答解説編」の p.153 にあります。

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LISTENING TEST

In the Listening test, you will be asked to demonstrate how well you understand spoken English. The entire Listening test will last approximately 45 minutes. There are four parts and directions are given for each part. You must mark your answers on the separate answer sheet. Do not write your answers in your test book.

PART 1

Directions: For each question in this part, you will hear four statements about a picture in your test book. When you hear the statements, you must select the one statement that best describes what you see in the picture. Then find the number of the question on your answer sheet and mark your answer. The statements will not be printed in your test book and will be spoken only one time.

Example

Sample Answer

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



Statement (C), "They're standing near the table." is the best description of the picture, so you should select answer (C) and mark it on your answer sheet.

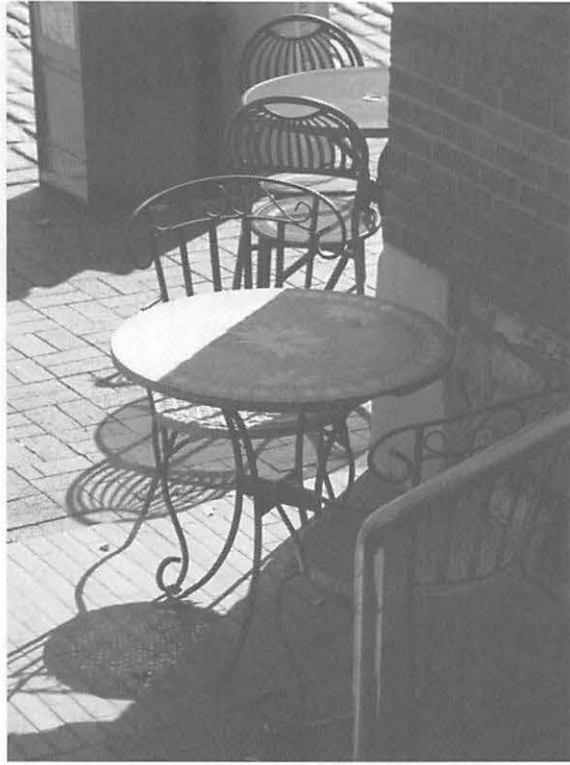
1.



2.



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PART 2

Directions: You will hear a question or statement and three responses spoken in English. They will not be printed in your test book and will be spoken only one time. Select the best response to the question or statement and mark the letter (A), (B), or (C) on your answer sheet.

Example

You will hear: When is the ceremony scheduled to begin?

You will also hear: (A) To give out the awards.
 (B) Let's take a look at the schedule.
 (C) In the hall.

Sample Answer



The best response to the question "Where is the meeting room?" is choice (B), "It's the first room on the right," so (B) is the correct answer. You should mark answer (B) on your answer sheet.

11. Mark your answer on your answer sheet.
12. Mark your answer on your answer sheet.
13. Mark your answer on your answer sheet.
14. Mark your answer on your answer sheet.
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36. Mark your answer on your answer sheet.
37. Mark your answer on your answer sheet.
38. Mark your answer on your answer sheet.
39. Mark your answer on your answer sheet.
40. Mark your answer on your answer sheet.

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 are the speakers talking about?
- (A) A meeting schedule
 - (B) A cancelled flight
 - (C) A ticket reservation
 - (D) Airline service
- 42.** What time does the woman have a meeting?
- (A) 2:00 P.M.
 - (B) 2:30 P.M.
 - (C) 3:00 P.M.
 - (D) 4:00 P.M.
- 43.** What does the man suggest the woman do?
- (A) Ask to be on a waiting list
 - (B) Cancel the meeting
 - (C) Reserve a seat in advance
 - (D) Catch a 4 o'clock flight
- 44.** What did the woman do last week?
- (A) She sent orders to customers.
 - (B) She opened a new store.
 - (C) She visited foreign offices.
 - (D) She gave a presentation.
- 45.** What is the company planning to do next year?
- (A) Expand into foreign markets
 - (B) Focus on the domestic market
 - (C) Reduce branch offices
 - (D) Send more employees on a business trip
- 46.** What will the woman probably do tomorrow?
- (A) Send emails to customers
 - (B) Call the board members
 - (C) Write a sales report
 - (D) Have a meeting with the CEO

- 47.** According to the man, what makes the concert unique?
- (A) It is held at the theater for the first time.
 - (B) It is to honor retiring musicians.
 - (C) Some musicians have recently joined the orchestra.
 - (D) The tickets had sold out before he bought them.
- 48.** Why does the woman want to go to the concert?
- (A) Her coworkers are going to play in the performance.
 - (B) She is a big fan of musical concerts.
 - (C) She bought tickets for her family.
 - (D) She is planning to invite her friend.
- 49.** What does the man suggest the woman do?
- (A) Explain the situation to her friend
 - (B) Go to the theater in person
 - (C) Buy tickets for a different time
 - (D) Talk to the performers
-
- 50.** Where is this conversation taking place?
- (A) At home
 - (B) At an office
 - (C) In a car
 - (D) In a meeting
- 51.** What will the woman probably do?
- (A) Pick up her kids
 - (B) Call the office
 - (C) Drive the man to work
 - (D) Go to work
- 52.** Who most likely is Melinda?
- (A) A coworker
 - (B) A school teacher
 - (C) A baby sitter
 - (D) A car rental agent
- 53.** What did the woman ask the man to do?
- (A) Send an e-mail by Friday
 - (B) Help her rewrite a proposal
 - (C) Hand in a report by Monday
 - (D) Look over a report
- 54.** When is the man available to help the woman?
- (A) Monday
 - (B) Wednesday
 - (C) Thursday
 - (D) Friday
- 55.** Why is the man's meeting canceled?
- (A) An agreement couldn't be reached.
 - (B) A potential client changed the date.
 - (C) He couldn't finish his report on time.
 - (D) He had to visit the headquarters first.
-
- 56.** What was the message from Mr. Stevens about?
- (A) How much can be spent for the conference
 - (B) Where the conference will be held
 - (C) Who should attend the conference
 - (D) What will happen after the conference
- 57.** Why couldn't the woman read the memo?
- (A) She did not receive it.
 - (B) She was talking to some people.
 - (C) She was out in a meeting.
 - (D) She had to check the budget first.
- 58.** What will the woman likely do next?
- (A) Check the memo
 - (B) Speak to the director
 - (C) Change the reservation
 - (D) Call the speakers
-

- 59.** Why is the man congratulating the woman?
- (A) She got a raise.
(B) She got transferred.
(C) She got promoted.
(D) She had a baby.
- 60.** What was Ms. Gail's problem?
- (A) Her sick child
(B) Commuting a long distance
(C) Her decreasing sales
(D) Get to work late
- 61.** What change does the woman want to make?
- (A) Flexible time schedule
(B) Day care in the office
(C) More night shift workers
(D) More female workers
-
- 62.** What is the man mainly doing in the conversation?
- (A) Asking about other rooms
(B) Reporting inconveniences
(C) Requesting a special item
(D) Asking about the room service
- 63.** What does the woman offer to do?
- (A) Speak to a supervisor
(B) Give the man a discount
(C) Move the man to a different floor
(D) Have someone check on his luggage
- 64.** Who is the man staying with on the same floor?
- (A) Friends
(B) Clients
(C) Colleagues
(D) Family
-
- 65.** Why does the woman want the day off?
- (A) She has a doctor's appointment.
(B) She has to meet her accountant.
(C) She is visiting her daughter in hospital.
(D) She is going to open an account.
- 66.** What was the woman scheduled to do at work tomorrow?
- (A) Talk to an accounting expert
(B) Conduct a job interview
(C) Cover for someone else
(D) Pay a visit to a client
- 67.** Who most likely is Ms. Wright?
- (A) A doctor
(B) An accountant
(C) A specialist
(D) A coworker
-
- 68.** What makes the woman choose James?
- (A) He has more construction-related licenses.
(B) He has a better educational background.
(C) He has worked in the Chicago office before.
(D) He has more experience.
- 69.** What is happening in the Chicago office?
- (A) They are holding a training session.
(B) They are working on a renovation project.
(C) They are drawing up a floor plan for a new office.
(D) They are upgrading their equipment.
- 70.** What will the woman probably do next?
- (A) Speak to an applicant
(B) Visit an office
(C) Accept a job offer
(D) Call a supervisor
-

PART 4

Directions: You will hear some short talks given by a single speaker. You will be asked to answer three questions about what the speaker says in each short talk. Select the best response to each question and mark the letter (A), (B), (C), or (D) on your answer sheet. The talks will not be printed in your test book and will be spoken only one time.

- 71.** Who mostly like is the speaker?
- (A) A secretary
 - (B) A journalist
 - (C) An accountant
 - (D) A software designer
- 72.** Where does Mr. Rodriguez most likely work?
- (A) At a newspaper
 - (B) At a security system maker
 - (C) At a bank
 - (D) At an IT firm
- 73.** When will Mr. Rodriguez probably be able to see the speaker?
- (A) 11 A.M.
 - (B) 12 P.M.
 - (C) 1 P.M.
 - (D) 2 P.M.
- 74.** What is being advertised?
- (A) A hair care product
 - (B) A home decorating tool
 - (C) A home appliance
 - (D) A gardening device
- 75.** Where was the product NOT featured?
- (A) At a trade fair
 - (B) On a Web site
 - (C) On TV programs
 - (D) In a magazine
- 76.** What is being said about the product?
- (A) It is available only in stores.
 - (B) A full refund can be offered within 3 weeks.
 - (C) It comes in two different colors.
 - (D) It has an extended warranty.
-

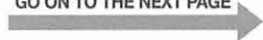
- 77.** What is being said about the service?
- (A) Guests can use it in the lobby.
 - (B) It is offered for a small fee.
 - (C) It will start next week.
 - (D) Each room number is the user name.
- 78.** What has the hotel done recently?
- (A) Renovated the lobby
 - (B) Hired additional staff
 - (C) Installed security cameras
 - (D) Added more parking spaces
- 79.** What does the speaker give the listeners?
- (A) A key
 - (B) A booklet
 - (C) An internet address
 - (D) A directory
-
- 80.** What will Mr. Newton talk about?
- (A) Locations of a survey
 - (B) Reasons for a survey
 - (C) Outcome of a survey
 - (D) Participants of a survey
- 81.** What is the second item on the agenda?
- (A) Possibility of new stores
 - (B) Frequent mistakes by employees
 - (C) Place for the conference
 - (D) Mr. Norman's replacement
- 82.** What happened last year?
- (A) Only some equipment was available.
 - (B) Its staff were not enough.
 - (C) People filed several complaints.
 - (D) Not all employees could go.
-
- 83.** Where does food waste go?
- (A) Green bin
 - (B) Yellow bin
 - (C) Blue bin
 - (D) Red bin
- 84.** What should listeners do when they use the kitchen after 6 P.M.?
- (A) Call the cleaning staff
 - (B) Take the trash outside
 - (C) Clean the fridge
 - (D) Lock the kitchen door
- 85.** According to the speaker, what does the cleaning staff do?
- (A) Put away the dishes
 - (B) Discard outdated items
 - (C) Empty the recycling bins
 - (D) Contact the garbage truck driver
-
- 86.** Who went on strike at the airline?
- (A) Pilots
 - (B) Technicians
 - (C) Inspection staff
 - (D) Cabin crew
- 87.** When was the seat problem discovered?
- (A) During a strike
 - (B) During a flight
 - (C) During an inspection
 - (D) During a video taping
- 88.** What did the CEO say he is worried about?
- (A) Online videos
 - (B) Unsafe flight conditions
 - (C) Impending bankruptcy
 - (D) Another possible strike
-

- 89.** Why did the speaker feel happy when he got his first job?
- (A) It was more than he could hope for.
 - (B) The company offered lots of money.
 - (C) He could go to school while he was working.
 - (D) It was one of the biggest companies in the country.
- 90.** How long did the speaker take to become the head of the mail room?
- (A) Two years
 - (B) Three years
 - (C) Four years
 - (D) Five years
- 91.** What did the speaker do when he transferred to marketing?
- (A) He hired his first assistant.
 - (B) He got an education.
 - (C) He decided to leave the company.
 - (D) He set the goal to be the CEO.
-
- 92.** What service is being offered?
- (A) Free returns
 - (B) One-day delivery
 - (C) Free rentals
 - (D) Discounted equipment
- 93.** What are listeners encouraged to do?
- (A) Fill out a survey
 - (B) Call the store
 - (C) Request samples
 - (D) Register online
- 94.** How many albums are free for joining this month?
- (A) 3
 - (B) 5
 - (C) 6
 - (D) 8
-
- 95.** What is the purpose of the talk?
- (A) To inform of the change in regulations
 - (B) To ask to participate in a survey
 - (C) To advise not to be late to work
 - (D) To encourage team focus on a project
- 96.** When was the completion originally due?
- (A) November 5th
 - (B) November 6th
 - (C) November 10th
 - (D) November 12th
- 97.** According to the speaker, what is NOT true about the project?
- (A) It started almost one month ago.
 - (B) Feedback section is the best improvement.
 - (C) Workers will be paid for extra hours.
 - (D) E-mails are recommended for contacting the speaker.
-
- 98.** What is the speaker planning to do on the program?
- (A) Announce a change
 - (B) Apologize for a problem
 - (C) Advertise a product
 - (D) Interview a guest
- 99.** What will Ms. Raymond talk about?
- (A) How celebrities persuade consumers
 - (B) How often celebrities appear on the program
 - (C) How much money celebrities earn
 - (D) How celebrities spend their time
- 100.** What is true about Ms. Raymond?
- (A) She is a retired professor.
 - (B) Her field of study is sociology.
 - (C) It took 5 years to complete her research.
 - (D) She conducted surveys on celebrities.
-

This is the end of the Listening test. Turn to Part 5 in your test book.

NO TEST MATERIAL ON THIS PAGE

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READING TEST

In the Reading test, you will read a variety of texts and answer several different types of reading comprehension questions. The entire Reading test will last 75 minutes. There are three parts, and directions are given for each other part. You are encouraged to answer as many questions as possible within the time allowed.

You must mark your answers on the separate answer sheet. Do not write your answers in the test book.

PART 5

Directions: A word or phrase is missing in each of the sentences below. Four answer choices are given below each sentence. Select the best answer to complete the sentence. Then mark the letter (A), (B), (C), or (D) on your answer sheet.

- 101.** If the copier stops working, please make sure to contact the Tech Support for -----.
- (A) assistant
 - (B) assist
 - (C) assisting
 - (D) assistance
- 102.** The Midland Transportation Center announced that the train would reach the destination 30 minutes ----- the scheduled arrival time.
- (A) in advance
 - (B) behind
 - (C) ahead
 - (D) afterward
- 103.** When asked about your previous work-related -----, make sure to give specific examples for your potential employer.
- (A) accomplished
 - (B) accomplishes
 - (C) accomplishing
 - (D) accomplishments
- 104.** Today's workshop includes some activities designed to teach employees to face up to strong challenges by -----.
- (A) they
 - (B) their
 - (C) them
 - (D) themselves
- 105.** Employees ----- to attend at least 85% of this business course before they can take the advanced level.
- (A) require
 - (B) are required
 - (C) to be required
 - (D) requiring
- 106.** All requests for paid vacation must be made ----- the end of the business day.
- (A) while
 - (B) later
 - (C) before
 - (D) when
- 107.** ----- there was little opposition to restoring the art museum, residents were wondering whether the city could afford the project.
- (A) Despite
 - (B) While
 - (C) Because
 - (D) As if

- 108.** Even after repeated checks on our computers, the technician ----- that the upgrade slows them down.
- (A) doubted
 - (B) extended
 - (C) terminated
 - (D) modified
- 109.** The physical trainer advised that weightlifting be done on ----- days so that your body is given time to rest.
- (A) alter
 - (B) alternative
 - (C) alternate
 - (D) alteration
- 110.** All participants should comply with the guidelines set ----- by the organizer.
- (A) forth
 - (B) along
 - (C) down
 - (D) away
- 111.** The new accounting software is ----- superb, but it might not work on our existing computers.
- (A) consider
 - (B) consideration
 - (C) considered
 - (D) to consider
- 112.** In addition to ----- his own consulting firm, David is an avid climber and enjoys outdoor sports.
- (A) manage
 - (B) management
 - (C) managing
 - (D) managed
- 113.** Industry experts predict the deal will go smoothly ----- both sides agree on the general guidelines.
- (A) as
 - (B) where
 - (C) once
 - (D) whether
- 114.** Most working moms find it ----- to juggle their career with their family life.
- (A) helping
 - (B) liberating
 - (C) confronting
 - (D) demanding
- 115.** Rather than sitting upright, racing cyclists bend ----- over their handlebars to reduce air resistance.
- (A) lowers
 - (B) lowly
 - (C) low
 - (D) lowest
- 116.** The product was ----- named 'T-2000', but it still needs a lot of follow-up research.
- (A) fairly
 - (B) tentatively
 - (C) relatively
 - (D) blatantly
- 117.** ----- all the employees, the manager Chris Norman, now has to choose who should proceed to the next stage.
- (A) Having interviewed
 - (B) Being interviewed
 - (C) To be interviewed
 - (D) Interviewed
- 118.** All ----- are complete for this year's Employee of the Year awards ceremony.
- (A) prepare
 - (B) prepares
 - (C) preparation
 - (D) preparations
- 119.** The ----- of the blackout that happened days before turned out to be human error.
- (A) reason
 - (B) cause
 - (C) origin
 - (D) compromise

- 120.** Tiblak Pharmaceuticals revealed that the main ----- of this clinical test is to prove whether the painkiller has any side effects.
- (A) prescription
(B) result
(C) course
(D) objective
- 121.** The most important ----- needed for a collaborative work environment is effective communication among all employees.
- (A) point
(B) factor
(C) essence
(D) core
- 122.** A successful candidate should have at least 5 years of ----- experience in the publication industry.
- (A) manages
(B) manageably
(C) managerially
(D) managerial
- 123.** Gary Lucas, CEO of Pearson, said in a ----- that his company will relocate to Vancouver, not London.
- (A) state
(B) stating
(C) statement
(D) states
- 124.** Customers can fill out this form and we will send them e-mails offering newsletters, advance sale -----, and a whole lot more.
- (A) discounts
(B) notices
(C) announcement
(D) informants
- 125.** With the advancement of science and technology, computer illiteracy rates have ----- declined for the past 3 decades.
- (A) immediately
(B) potentially
(C) significantly
(D) resolutely
- 126.** The Phaeton Building, ----- was completed in late 2002, is a mainly glass structure that makes full use of natural light.
- (A) who
(B) which
(C) when
(D) whom
- 127.** Due to ----- constraints, the light at the end of the tunnel will be turned off until further notice.
- (A) budgeted
(B) budgeter
(C) budget
(D) budgets
- 128.** For many banks, protecting the personal information of their customers can pose a ----- challenge.
- (A) consistent
(B) coherent
(C) compatible
(D) formidable
- 129.** After months of consultation with many experts, the club has finally ----- plans to build a new stadium.
- (A) withdrawn
(B) provoked
(C) remitted
(D) defaulted
- 130.** According to professor Anna Choo, the exact scope of the construction project is still poorly understood, even though considerable research ----- on it.
- (A) has been doing
(B) has been done
(C) will be done
(D) be done

- 131.** In accordance with the school regulations, all visitors are required to display parking ----- in the designated parking areas.
- (A) permit
(B) permits
(C) permission
(D) permitted
- 132.** Recent surveys reveal that ----- the taste of their food, diners consider important the atmosphere of the restaurant where they eat.
- (A) provided that
(B) just as
(C) despite
(D) aside from
- 133.** The audience ----- to turn off their mobile phones and wireless devices for the duration of the performance.
- (A) advise
(B) to be advised
(C) are advised
(D) advises
- 134.** Two of the ----- for the Business Women's Forum will be awarded scholarships at the Connecticut Convention Center.
- (A) experiments
(B) attendants
(C) novices
(D) applicants
- 135.** The S-Train connects the inner city with suburban areas which runs ----- two hours except Sunday.
- (A) another
(B) every
(C) other
(D) rather
- 136.** The renovation of Higashino Hotel has made it possible to accommodate hundreds ----- thousands of guests more than before.
- (A) if not
(B) furthermore
(C) above all
(D) otherwise
- 137.** Our testing department is equipped with state-of-the-art equipment to guarantee the ----- of our products.
- (A) acceleration
(B) function
(C) performance
(D) upkeep
- 138.** The video game developed by Sawaki Inc. has ----- to go on sale, but observers are predicting that it will be sold out.
- (A) still
(B) yet
(C) far
(D) much
- 139.** Regulations require that employees on a probation period work late ----- the task demands it.
- (A) rather
(B) if
(C) once
(D) whether
- 140.** The director ----- the marketing team at Hazzler to advertise Cindy Cooper's new book in both newspapers and magazines.
- (A) insisted
(B) vowed
(C) mentioned
(D) urged

PART 6

Directions: Read the texts below. A word or phrase is missing in some of the sentences. For each empty space, select the best answer to complete the text. Then mark the letter (A), (B), (C), or (D) on your answer sheet.

Questions 141 - 143 refer to the following letter.

May 16
Core-V Mining
2825, West 27th Street
Selma, Ala. 23049

Dear Arthur Montgomery,

I was pleased to receive your letter ----- interest in creating a partnership for our Africa

- 141.** (A) expressing
(B) conversing
(C) transferring
(D) pronouncing

resources project. We are very interested in launching a few new mines, but clearly we need some assistance from a company that is already ----- in Africa.

- 142.** (A) establish
(B) established
(C) to establish
(D) establishing

From our perspective, the next step is for us to send our geologists to do surveys and determine the best places to do test digs. I assume we'll need special local government permission, so I'd like to get the head of the project in touch with your people to work that out. -----, we need to put together an agreement for our working relationship.

- 143.** (A) Meanwhile
(B) Although
(C) Besides
(D) Instead

I realize we are moving forward without yet establishing a well-defined schedule, but I'm sure we can iron out the details at a later date. I look forward to hearing from you again soon.

Sincerely,
Walter Schmidt
Director, World Resources Inc.

Questions 144 - 146 refer to the following e-mail.

To: All employees
From: Jacob Jones
Date: January 9, 2012
Subject: Word Programming Software Change

Attention Staff,

I'm sending out this e-mail to inform you of the new word programming software that the company has developed for use in-house. This is a prototype; everyone ----- to test it out

- 144.** (A) is
(B) are
(C) was
(D) were

and see what bugs they can find, if any. Once the software has been tweaked, we will be launching it in a substantial ad campaign.

Computer personnel will be coming around to your ----- to install the new software

- 145.** (A) positions
(B) stations
(C) locations
(D) situations

sometime today or tomorrow. Once it is installed, we ask that you use the software for all internal documents. Older documents can be left on the old word processing software for now. But we encourage everyone ----- the new software as much as possible and to

- 146.** (A) use
(B) uses
(C) using
(D) to use

immediately report any bugs they find.

Thank you for your cooperation.

Jacob Jones

Questions 147 - 149 refer to the following article.

It's generally understood that driving while under the ----- of alcohol can greatly increase

- 147.** (A) influence
(B) essence
(C) availability
(D) ingredient

the chance of getting into an accident. As such, it's common for police officers to use a breathalyzer to check someone's blood alcohol content. A company called Intelligent Fingerprinting ----- a prototype hand-held alcohol testing device that can

- 148.** (A) were unveiling
(B) is unveiled
(C) has unveiled
(D) unveiling

provide officers with immediate results. The process involves little more than having your fingerprint scanned by the device for trace amounts of alcohol. We should know more about the effectiveness of the device when the technology is put into ----- sometime next week.

- 149.** (A) action
(B) law
(C) practice
(D) production

Questions 150 - 152 refer to the following letter.

August 23
Turner Manufacturing
5501 Center Street
Dallas, TX 51307

Dear Mr. Perry,

I am pleased to write this letter recommending Jane Sedgeway for the position of computer programmer at your company. I have worked with Ms. Sedgeway for the past 2 years while she was an intern here, and I can ----- say she will be a valuable employee.

- 150.** (A) define
(B) definite
(C) defining
(D) definitely

Ms. Sedgeway is a hard worker who has proven herself very ----- in computer programming.

- 151.** (A) adept
(B) crafty
(C) detailed
(D) exhaustive

Furthermore, she is very much a people person and interacts well with all of her coworkers. She never had the opportunity, while here, to lead any of our projects, but she -----

- 152.** (A) taken
(B) did take
(C) does take
(D) was taking

a leadership role in social events such as dinners and softball games.

Overall, I am pleased to recommend Ms. Sedgeway for your company. I am sure she will prove a valuable asset to you.

Sincerely yours,

Louise Parlet
HR Director P&P Suppliers

PART 7

Directions: In this part, you will read a selection of text, such as magazine and newspaper articles, letters, and advertisements. Each text is followed by several questions. Select the best answer for question and mark the letter (A), (B), (C), or (D) on your answer sheet.

Questions 153 – 154 refer to the following invitation.

Garfield Flower Club
invites you to our
8th Annual Celebration

When: Friday, March 14th
8:00 A.M. – 4:00 P.M.

Where: Garfield Park Conservatory

Fee: Free for members, \$4.00 for non-members

Activities Include:

- Early morning hike with club organizer, Ms. Lisa Jones
- Continental breakfast
- Tropical Flower Exhibit
- Flower-arranging demonstration with Ms. Anika Desai
- Lunch and presentation by botanist, Mr. Darsh Guha
- Gardening tips from Ms. Helen Nelson

153. Who is Mr. Darsh Guha?

- (A) A gardener
- (B) A plant expert
- (C) A club organizer
- (D) A flower shop owner

154. Who will give advice on growing plants?

- (A) Lisa Jones
- (B) Anika Desai
- (C) Darsh Guha
- (D) Helen Nelson

Questions 155 – 157 refer to the following letter.

Brenton Publishing
472 Madison Ave.

October 19th

Jose Herrera
1503 Sherman Street
Bay City, Michigan

Dear Customer,

Our records indicate that your subscription to *Water Sporting* has expired and you have not yet signed up for renewal. For our valued customers, we would like to ask you to extend your subscriptions by offering you a 20 % discount on your renewal. Please note that this offer is only valid for the next month.

You will be delighted to know that we have a new monthly fishing magazine *Fisherman's Life* that provides a vast amount of practical information on fishing boats, accessories and techniques, and fish species around the country, plus amazing real life fishing stories from ordinary people.

In order to make use of this special deal, please visit us at www.brentonpublishing.com and enter this promotional code: BTP1503. Make sure you have updated your address, and if you haven't, please call us at 982-555-3282 and talk to one of our representatives.

We look forward to serving you again.

Jacqueline McLaughlin
Customer Relations Director

155. What is indicated about Mr. Herrera?

- (A) His family moved to Bay City, Michigan last year.
- (B) He has requested some back issues of a fishing magazine.
- (C) He subscribed to the company's magazine in the past.
- (D) His company is involved in the fishing industry.

156. How long is the offer valid?

- (A) A month
- (B) Six months
- (C) A year
- (D) Until the end of the year

157. What is NOT implied in the letter?

- (A) Brenton Publishing has a new magazine to offer.
- (B) All previous subscribers have received the letter.
- (C) Ms. McLaughlin is not in charge of editing.
- (D) The offer is approved by entering a code.

Questions 158 – 159 refer to the following advertisement.

Harrison & Sons

2307 West Devon Avenue, Chicago, Illinois
(773) 555-0908

Providing reliable furniture for thirty-nine years

Want an exciting new look for your home?

Interested in catching your customers' eyes as soon as they walk in your store?

Why not try Harrison & Sons? We have the widest selection of furniture in the city appropriate for both home and office. Sofas, easy chairs, end tables, cabinets, desks, and more are all offered in a broad range of styles and colors. If you still can't find what you're looking for, stop by the customer service area and check one of our catalogues. The item will be delivered to you within three days from the moment of your purchase. We also offer assistance from designers whether it is something as minor as choosing colors or recommendations for redoing an entire interior. All design services are provided at reasonable rates and can be accessed online at www.harrison&sons.com.

158. What is stated about Harrison & Sons?

- (A) They provide furniture rental services.
- (B) They have been in the business for decades.
- (C) They offer house furnishings only.
- (D) They charge for delivery.

159. According to the advertisement, what kind of tips do their employees provide?

- (A) Making furniture
- (B) Remodeling a house
- (C) Leasing office space
- (D) Estimating for repairs

Questions 160 – 161 refer to the following memo.

Memo

From: Briana Pobiner
To: Claudia Ludwig
Date: December 17
Subject: Congratulations!

I would like to congratulate you on your promotion to Marketing Manager. Your hard work has finally paid off! I have known you for such a long time, and I truly believe it is well-deserved. I would love to take you and the entire marketing team out to dinner for celebration. Please let me know when the most convenient time is for you and I will arrange it.

In addition, the board of directors is scheduled to meet next Monday, on the 20th, at 10 A.M. They will be expecting you and I will introduce you to the rest of the directors. I hope to see you there.

Briana

160. What can be inferred about Ms. Pobiner?

- (A) She has been promoted to a higher position.
- (B) She has just hired a new employee.
- (C) She is Ms. Ludwig's immediate superior.
- (D) She will make a dinner reservation.

161. What is Ms. Ludwig asked to do?

- (A) Organize a conference
- (B) Attend a meeting
- (C) Call Ms. Pobiner
- (D) Make a presentation

Questions 162 – 164 refer to the following memo.



To: All salespeople

As you all know, we are releasing our new product, 'Gemini' self-sticking plastic, with a series of calls on customers who are currently using our old 'Adhesive Plus' plastic articles. We consider them our loyal customers and if they can see how our new product will save their company money, they will be very much interested. Each employee has been given a list of clients to call on. The new item may be confusing to most of them; therefore we recommend that employees be ready with a working sample.

Since the marketing department hasn't finished with the details of advertising, the R&D department has prepared several such samples which show real-world uses for Gemini. They have also developed some brochures and free give-away items that will help with sales as well as explaining how the adhesive works. Please be sure to pick up these items before you go out on any sales visits. Also be sure to discuss the item with your team members in order to make sure you understand all of its specifications thoroughly. Share possible questions you might get from our clients and if you have any concerns, please report to your manager. We want to really push Gemini, so be as informed and ready as you can.

Thank you for cooperation.

Carrie McCall
Sales Director

- 162.** What is the main purpose of the memo?
- (A) To request product samples
 - (B) To instruct on selling a product
 - (C) To tell about a new company policy
 - (D) To give information about sales brochures
- 163.** How will the salespeople contact the clients?
- (A) By calling
 - (B) By e-mail
 - (C) By visiting
 - (D) By sending giveaways
- 164.** Where can salespeople get the special promotional materials?
- (A) From their manager
 - (B) From the R&D department
 - (C) From the marketing department
 - (D) From the maintenance department

Questions 165 – 167 refer to the following invitation.

Dear Mr. and Mrs. Wilson,

We are pleased to invite you to our formal gala and dinner occasion that will take place on Monday, March 9 beginning at 7 P.M. and concluding at 11 P.M. This is a fundraising event for the new children's wing that is going to be built at Farland Hospital. The children's wing is important to meet the needs of the city, which is expanding rapidly. It will also offer services that are specific to children's illnesses, as well as having a special cancer ward.

As a long-term supporter and friend of Farland Hospital, we would love to see you at this formal affair, which will be attended by some of the city's most important dignitaries, including our mayor Mr. Cooper. And city councilwoman Mrs. Aapti will give a talk about our city's future plans for the wellbeing of our children. Dinner is being provided by several local restaurants, including the main course by Percy's Steak and Lobster House. In addition to the dinner, there will be a silent auction of local products and services for attendees to bid on. Entertainment will be provided by several local artists.

If you wish to attend the event, please RSVP using the card enclosed with this invitation. Of course, there is no charge for the dinner, but we will be accepting donations at the door. All donations are tax deductible.

We look forward to seeing you at this affair for Farland Hospital.

165. What are the donations for?

- (A) New hospital equipment
- (B) A new hospital for the city
- (C) A new section in the hospital
- (D) Financial support for needy children

166. Who will give a speech at the event?

- (A) Mr. Wilson
- (B) Mrs. Wilson
- (C) Mrs. Aapti
- (D) Mr. Cooper

167. What is indicated about the event?

- (A) Mr. and Mrs. Wilson have made donations before.
- (B) The attendees will be charged for dinner.
- (C) Children will perform for the guests.
- (D) The donors are allowed to bring one more guest.

Questions 168 – 171 refer to the following letter.

Kenneth Hill
5903 Troy Ave.
Indianapolis, Indiana 10723

Wade & Kelly Furniture
4602 Shelby Street
Indianapolis, Indiana 10716

To whom it may concern:

A week ago, I ordered one of your kitchen tables online. I have bought many pieces of furniture from your store over the years and was always satisfied, so I didn't expect any problem until the kitchen table arrived this afternoon. It was supposed to come with all the parts to be put together, but as I began to assemble the table, I found out that a few screws were missing. I'm quite familiar with the assembling process because I have done this many times and I also referred to the instruction manual to make sure I was not mistaken.

I called your customer service and talked to Ms. Kimberly White. She asked me to send a copy of the receipt which I have attached with a photo of the screws that were in the original package for your information. I would really appreciate it if you could mail me the missing screws right away because I have guests coming for dinner this Friday and I don't want to serve them on my old table. I hope this problem will be resolved as soon as possible; otherwise, I will have to ask for a refund and take my business elsewhere.

I believe your furniture store has more variety than other stores in the area and the prices are quite reasonable. That is why I have always recommended your products to my friends and family. I would love to remain your loyal customer. If you wish to contact me, call me at 555-9230 or e-mail me at knhill@snailmail.com.

Thank you.

Kenneth Hill

- 168.** Why did Mr. Hill write the letter?
- (A) To place an additional order
 - (B) To ask about a shipping delay
 - (C) To request parts of a product
 - (D) To pay the company a compliment
- 169.** What is accompanying this letter?
- (A) A payment check
 - (B) A picture
 - (C) An invoice
 - (D) An order form

- 170.** What is Mr. Hill planning to do on Friday?
- (A) Have a meal with friends
 - (B) Visit the store in person
 - (C) Contact the store manager
 - (D) Purchase another item
- 171.** What does Mr. Hill think about the company's products?
- (A) They are unique.
 - (B) They are popular.
 - (C) They are easy to assemble.
 - (D) They are affordable.

Questions 172 – 175 refer to the following e-mail.

To: jd21@furtive.com
From: swhite@furtive.com
Date: April 13, 2013
Subject: Meeting with Durbaise

Hi Jack,

A quick note about your meeting with executives at Durbaise: As you know, they are highly dissatisfied with the products we have been providing recently, ever since the restructuring we went through last year. You must explain to them that we want to keep their business. They have become one of our biggest clients over the years, so we can't afford to lose their business. The main reason they chose us among many competitors is that we offer them good discounts. That still hasn't changed as you can see in the document I have attached with this e-mail. Please place strong emphasis on that point, especially to Ms. Deborah because she has been on our side from the beginning.

You can tell them the person who was in charge of their account has been replaced by you, our top sales manager. Most of all, let them know that the problems they were having with our 60W and 150 W light bulbs have been rectified and they won't have any trouble. For cut nails and roofing nails, we are still working out the problems, but we can get them the supplies by the end of this month, so they can start business on May 1 in their new branch.

I was scheduled to attend the meeting with you, but Mr. Sato asked me to make a presentation at the conference that day. I believe you can run this meeting smoothly.

Susan

- 172.** Why was this e-mail sent?
- (A) To apologize for customer complaints
 - (B) To describe changes to a contract
 - (C) To explain how to handle a client
 - (D) To confirm a client meeting
- 173.** What document is accompanying the e-mail?
- (A) A document on discounts
 - (B) An application
 - (C) An order form
 - (D) A brochure of new products
- 174.** Who most likely is Ms. Deborah?
- (A) Durbaise's client
 - (B) Former sales manager
 - (C) Durbaise's executive
 - (D) Mr. Sato's assistant
- 175.** What is NOT indicated about Durbaise?
- (A) Some employees were laid off last year.
 - (B) It is a hardware store chain.
 - (C) It is opening a new branch in May.
 - (D) It has not been happy with its supplier.

Questions 176 – 180 refer to the following article.

Weather bureau warns residents and government agencies to get ready!

The Galapagos Atmospheric, Geophysical, and Astronomical Services Administration (GAGASA) said that the oceanic and atmospheric conditions in the tropical Pacific are characteristics of a possible development of a weak La Nina.

“Expect most parts of the islands to be very wet.” said GAGASA officer-in-charge Adelmira Gomez, citing weather forecasts indicating adverse weather conditions that could cause severe flooding, flash floods or mudslides in the western parts of the islands. The excessive rain that caused severe flooding in some parts of the islands over the past several months, particularly in Pinzon, Rabida, and Santa Cruz will likely continue in the next few months, prompting GAGASA to alert the Disaster Coordinating Council (DCC).

Ms. Gomez said that GAGASA alerted DCC and other local government agencies regarding the situation so that they can prepare for any eventuality. She said farmers in flood-prone areas should also be advised on the possibility of severe flooding that may destroy crops. “They should plant crops that are not

vulnerable to flooding,” she said.

A DCC administrator Mr. Cecilio Romero, who is currently staying in Marchena for a field study, says that there is no need to evacuate people living in flood-prone areas to safer ground to avoid tragedy. But he said the people in such areas should always be alert to prevent loss of lives. Furthermore, areas that were previously devastated by flash floods and mudslides such as Pinzon, Rabida, and Santa Cruz should be advised of the possibility of the recurrence of such incidents. He also said that as a standard operating procedure, local government agencies, through DCC, were advised to institute disaster prevention plans in case of an emergency. It is said that the current behavior of the climate in the islands where above average rainfall conditions have been observed in most parts of the islands indicate there’s a developing La Nina phenomenon.

According to GAGASA’s forecasters, the climate pattern which began in late October will likely continue over the next three to five months.

- 176.** What does the article mainly discuss?
- (A) Evacuation plans
 - (B) Severe weather conditions
 - (C) New government agencies for weather
 - (D) Funds for tropical weather research
- 177.** What does Ms. Gomez ask farmers to do?
- (A) Apply for government compensation for crop damage
 - (B) Stay alert to local news for more weather updates
 - (C) Build emergency shelters in the area
 - (D) Grow flood resistant crops
- 178.** The word “ground” in paragraph 4 line 5 is closest in meaning to
- (A) area
 - (B) reason
 - (C) dirt
 - (D) sediment
- 179.** When did the current weather conditions start?
- (A) August
 - (B) September
 - (C) October
 - (D) November
- 180.** What can be inferred from the article?
- (A) Residents in Pinzon, Rabida, and Santa Cruz were told to evacuate.
 - (B) Mr. Romero is investigating the La Nina phenomenon that has occurred in Rabida.
 - (C) GAGASA is receiving information relating to climate conditions from DCC.
 - (D) The current weather conditions will persist into the following year.

Questions 181 – 185 refer to the following invoice and e-mail.

Loyd Home Products Ltd.

251 Linton Drive
Heaton, MS 10473

Customer name: Wayne Renner
Order number: 09821
Company: Coles Painters
Address: 25 Upton Way, Tharp, AR 32794

Phone number: 412-614-9029
E-mail: wrenner@colespainters.com
Order date: May 30
Delivery date: June 3

Product Number	Product Name	Quantity	Price
KJ-5959	Graff all-surface primer, 1 gal	12	\$ 199.88
C-5404	Seal-in 9 roller brushes	60	\$ 375.00
Y-5580	Easy-removal masking tape, 10 ct.Box	2	\$ 67.00
Y-5664	8'x8' vinyl drop cloths	50	\$ 112.50
OG-7585	Moya interior paint, white, 1 gal	28	\$ 527.80

Total : \$ 1,282.18

Please keep this copy of your order for your records.
Inquiries about an existing order can be made by calling our customer service department at (253) 785-6505.

To Wayne Renner (wrenner@colespainters.com)
From Jean Bales (sales@loyd.home.com)
Date Wednesday, June 2
Subject Order # 09821

Dear Mr. Renner,

We are currently processing the order you placed on May 30. You had ordered the Seal-in roller brushes. Unfortunately, we had since run out of stock and are expecting to receive the next shipment either tomorrow or the next day. This may not be in time for our delivery to you. We are prepared to send them separate from the rest of your order at no extra charge. If, however, you need the item immediately, we can ship you a similar product manufactured by Grier that's currently in stock. Grier Comet roller brushes cost \$1.00 less per unit than the Seal-in, the difference of which we would credit to your account. You can check the specifications of the brushes on our Web site www.loyd.home.com.

Please reply to this e-mail to let us know how you would like to proceed. If we do not hear from you within 24 hours, we'll ship the available items from your purchase, billing you only for those you receive. The Seal-in brushes will then be shipped when they become available, and you will be billed for them at that time.

We are sorry if this causes you any trouble.
Thank you again for being our valued customer.

Sincerely,
Jean Bales
Customer Representative
Loyd Home Products

- 181.** What kind of company does Ms. Bales work for?
- (A) A paint manufacturer
 - (B) A home renovating company
 - (C) A building materials supplier
 - (D) A painting company
- 182.** On what date were the Seal-in brushes originally expected by Mr. Renner?
- (A) May 30
 - (B) May 31
 - (C) June 2
 - (D) June 3
- 183.** What is mentioned about the Grier brushes?
- (A) They cost more than Seal-in brushes.
 - (B) They are currently available.
 - (C) They are popular with house painters.
 - (D) They come in different sizes.
- 184.** How much can Mr. Renner save if he accepts the replacement brush?
- (A) \$1.00
 - (B) \$60.00
 - (C) \$315.00
 - (D) \$375.00
- 185.** What is NOT a purpose of the e-mail?
- (A) To notify a buyer about an order
 - (B) To charge customers for delivery
 - (C) To thank a customer for his patronage
 - (D) To seek a solution to a problem

Questions 186 – 190 refer to the following notice and e-mail.

The Hamrick Hotel, located in the heart of London's financial district for over 75 years, has an opening for the following position:

Event Manager

Duties

- Examine and maintain hotel inventories
- Select possible suppliers and negotiate contracts with vendors
- Examine and audit vendor performance
- Create report files using automated software
- Maintain records of inventories and prepare reports for Purchasing Director
- Coordinate with vendors to expedite delivery of supplies in a timely manner

Requirements

At least five years of experience working in a purchasing department, preferably in the hospitality industry. General knowledge of purchasing software is needed. Excellent oral and written communication skills are needed. College degree is ideal but not required.

Interested applicants should send a résumé to Victor Clancy, Assistant Director of Operations. v.clancy@hamrick.hotel.co.uk. FAX 2083-3474. Applicants selected for an interview will be required to provide official copies of high school diplomas or university degree and at least three letters of reference.

To Victor Clancy (v.clancy@hamrick.hotel.co.uk)
From Deborah Matson (dmatson@cleo.co.uk)
Re event manager position
Attached resume.doc

Dear Mr. Clancy:

My name is Deborah Matson and I am writing in reply to your hotel's posting in UK Hoteliers. I am quite interested in the position and believe that I am adequately qualified. As of now, I work as a purchasing clerk at the Farias Hotel in Yorkshire. In the 6 years I have held this position, I have taken on increasing responsibilities, including organizing events, maintaining inventories, and auditing vendors. Although the Farias is not large, the small scale of operations has rather permitted me to learn about all aspects of running a hotel's events calendar. During a nine-month period last year, when our director headed off without warning, I filled in for many of her responsibilities. In fact, my current director, Carol Breaux, has spoken very highly of your hotel, having once worked there herself. Below I have attached a copy of my résumé further detailing my experience and educational background. I look forward to hearing from you soon.

Sincerely yours,
Deborah Matson

- 186.** What is indicated about the Hamrick Hotel?
- (A) It has a small events department.
 - (B) It is situated in the Yorkshire business district.
 - (C) It accommodates an exclusive business clientele.
 - (D) It has operated for a long period of time.
- 187.** What is NOT a specified duty of the event manager?
- (A) Prepare reports
 - (B) Procure product samples
 - (C) Rate vendor's performance
 - (D) Schedule deliveries
- 188.** What is suggested about Deborah Matson?
- (A) She studied hotel management in college.
 - (B) She has extensive experience in hotel events.
 - (C) She is originally from Yorkshire.
 - (D) She has applied to several openings elsewhere.
- 189.** What has Deborah Matson sent with her e-mail?
- (A) Three professional references
 - (B) A summary of her work experience
 - (C) A copy of her degree
 - (D) A cover letter
- 190.** What is stated about Carol Breaux?
- (A) She was once employed at the Hamrick Hotel.
 - (B) She placed Deborah Matson in charge of managing.
 - (C) She has stayed at the Hamrick Hotel as a guest.
 - (D) She used to be Mr. Clancy's supervisor.

Questions 191 – 195 refer to the following two e-mails.

From: Carl Ledford <carl_ledford@ocampo.net>
To: Tony Stiles <t.stiles@bryson.com>
Re: Meeting this Thursday
February 21, 2013

Dear Mr. Tony Stiles,

This is to confirm our meeting for Thursday, February 26, at 10:00 A.M. at your office. As discussed by phone, I will be bringing along our senior analyst Melanie Pereira to give a full presentation on our new Vitex brand for your board's consideration.

She and her staff have been working tirelessly to finalize the details and address the concerns that your office had previously brought up. She's prepared a more complete marketing plan as well as a detailed corporate financial statement as you've requested.

We also have brought on board a domestic manufacturer. Specifically, Zambrano Biotech has committed to using their New Jersey facilities to make our product instead of us having to outsource overseas. This should save about \$95,000 on transportation costs per year and speed up the supply chain, not to mention doing away with the issues of importing. We plan on starting production by May 5th and introduce the product sometime in early June.

Adding in these new factors, I think we now have a plan which will be much more attractive to our investors and hopefully to your company. We are looking very much forward to this meeting with you this Thursday.

Sincerely,

Carl Ledford
Vice President, Ocampo Inc.
Newark, New Jersey
TEL (354) 923-0235

From: Tony Stiles <t.stiles@bryson.com>
To: Carl Ledford <carl_ledford@ocampo.net>
CC: Board of Directors

Dear Carl,

I'm eager to see what you have come up with in this Vitex project. The board will surely be interested in hearing from you and Melanie this coming Thursday.

I think hearing more about your operating procedures will help us make a more informed decision. Now that you say you have a manufacturer in-state, that sounds better than ever. It should save all of us time and money in sending somebody out to oversee production. We'd also like to see the product out by the end of May from a strategic marketing perspective.

Concerning your financial statement, it would be great if you could include income projections for the next 3 years if possible. And if there are any patents or licensing plans in the works, please tell us about that too. Disputes in court are the last thing we want to deal with. But overall, I have a good feeling about this. It sounds like you have something which fills a real need in the market.

Come to our office and we'll talk. Have a good flight in.

Best regards,

Tony
Senior Executive
Bryson Financial Ltd.

- 191.** Who will be the main audience at the meeting?
- (A) Tony Stiles and Zambrano Biotech
 - (B) Carl Ledford and Melanie Pereira
 - (C) Tony Stiles and the Board
 - (D) Zambrano Biotech and Bryson Financial
- 192.** What is the purpose of the meeting?
- (A) Find a new manufacturer
 - (B) Choose a potential investor
 - (C) Introduce a senior colleague
 - (D) Present a business plan
- 193.** What is a final request for information from Mr. Stiles?
- (A) A profile of the manufacturer
 - (B) Marketing strategies
 - (C) Profit estimations
 - (D) A corporate financial statement
- 194.** What benefit is mentioned for using a domestic manufacturer?
- (A) Decreasing the expense of distribution
 - (B) Automate the supply chain
 - (C) Cheaper labor costs
 - (D) Better product image in the market
- 195.** What does Mr. Stiles think of the production timeline?
- (A) More specific dates need to be set.
 - (B) June would be a more strategic date.
 - (C) Product introduction should be earlier.
 - (D) The timeline needs further review.

Questions 196 – 200 refer to the following business card and e-mail.

VARGO PR FIRM
Alonzo Mendiola, CEO
Mobile: 079-5719-2934
Office: 020-7305-2918
E-mail: a.mendiola@vargo.co.uk
31 Larne Road, WY2 7QP London
www.vargo.co.uk

To	Alonzo Mendiola <a.mendiola@vargo.co.uk>
from	Lindsey Finn <lindseyfinn@burchett.com>
Date	April 8
Subject	US rep position

Dear Mr. Mendiola,

It was a pleasure meeting you at the Global PR Conference in Paris, France on Thursday, April 6. I am grateful for the time you took to tell me about your company's work in public relations. I noticed that you are looking for an overseas representative here in the US and I believe that I would be the perfect candidate for that position.

I am currently an intern at Burchett Group here in Los Angeles and have been working on PR for several major international corporations. Additionally, I have been freelancing with a major magazine here in LA and have been networking with local government officials as well as members of the media. I am experienced in public speaking and am fluent in English, Spanish and Chinese, which I believe gives me an edge not only in Europe but Asia as well.

I have attached my résumé for you to review as well as several recently published articles and references from my current employers. I will be in London next month and I would be grateful for an interview if you have the time.

I look forward to meeting with you again.

Sincerely,
Lindsey Finn

- 196.** What is true about Mr. Mendiola?
- (A) He works for a local newspaper.
 - (B) He has never traveled overseas.
 - (C) He met Ms. Finn previously.
 - (D) He hosted a PR Conference.
- 197.** What is the main purpose of the e-mail?
- (A) To request a personal meeting
 - (B) To ask about joint corporate ventures
 - (C) To forward information to a CEO
 - (D) To share personal experience
- 198.** What is Ms. Finn's professional interest?
- (A) To attend a conference
 - (B) To work in a government job
 - (C) To explore the market in China
 - (D) To find a new job
- 199.** What is NOT mentioned as one of Ms. Finn's strengths?
- (A) Making professional contacts with politicians
 - (B) Running her own company
 - (C) Addressing large audiences
 - (D) Aptitude in several different languages
- 200.** In what country does Ms. Finn want to meet Mr. Mendiola?
- (A) U.S.
 - (B) China
 - (C) France
 - (D) England

Stop! This is the end of the test. If you finish before time is called, you may go back to Parts 5, 6, and 7 and check your work.