

Part 3: Conversations

Questions 41 through 43 refer to the following conversation.

Man: Looks like I'll be pounding the pavement again.

Woman: But why? You just started at that company a month ago.

Man: I heard there will be mass layoffs, beginning with my department.

Woman: It's amazing that you're not down in the dumps.

- 41** What does the man say he must do?
- 42** What is a development at the man's company?
- 43** About what is the woman amazed?

Questions 44 through 46 refer to the following conversation.

Woman: I can't stand the mudslinging in this election.

Man: Me neither. It's turning me off politics in general.

Woman: I also feel like both candidates are trying to pull the wool over my eyes.

- 44** What do the speakers dislike?
- 45** How is the man starting to feel about politics?
- 46** What does the woman say about the candidates?

Questions 47 through 49 refer to the following conversation.

Man: 150 people signed up for the sales seminar.

Woman: Great! That's 15 more than you had expected.

Man: But with the new venue, we will need 170 just to break even.

- 47** About what is the man concerned?
- 48** How many people have signed up?
- 49** How many had been expected?

Questions 50 through 52 refer to the following conversation.

Woman: What's up with you and Robert? You were so cold to him at the meeting this morning.

Man: He is really starting to get under my skin.

Woman: Well, nip it in the bud. Robert is indispensable to our team.

Man: OK, I'll bury the hatchet.

- 50** How does the man feel towards Robert?
- 51** What does the woman advise?
- 52** What will the man do?

Questions 53 through 55 refer to the following conversation.

Man: So, how can we implement management by objectives?

Woman: First, our supervisors should establish goals which are linked with the company's strategy. Then their goals are submitted to the higher bosses, and they are rewarded for goals met or surpassed.

Man: And the same principle trickles down the company?

Woman: That's the idea, but I'm not sure how receptive our staff will be.

- 53** What happens after rewarding the supervisors?
- 54** When are supervisors rewarded?
- 55** What is the woman's concern?

Questions 56 through 58 refer to the following conversation.

Woman: Can you turn that down?

Man: But it's my favorite band.

Woman: Do you want us to get into an accident?

Man: Hey, you just ran a red light!

56 Where are the speakers?

57 What does the woman want?

58 What did the woman do?

Questions 59 through 61 refer to the following conversation.

Man: I think you shortchanged me. I gave you a 50 and only got 20 back.

Woman: No, I didn't. Each vase costs 10.

Man: But I only bought a pair of them.

Woman: And a bouquet. Look at the receipt.

59 What does the man say that the woman did?

60 What did the man buy?

61 What does the woman say?

Questions 62 through 64 refer to the following conversation.

Woman: Where is the fuse box? I can't figure out why this lamp doesn't work.

Man: It's in the hall, next to the copy machine. Did you check the bulb?

Woman: Nothing wrong with it. I think the outlet is on the blink.

Man: Better call the custodian then. There's not much we can do.

62 What does the woman want to find?

63 What does the woman think is the matter?

64 What does the man suggest?

Questions 65 through 67 refer to the following conversation.

Man: I was out like a log last night.

Woman: Really? I didn't get a wink. There was a mosquito in the room, the people next door watched TV all night, and the heater was on too high.

Man: You never get any shut-eye on company trips. You should stop drinking coffee after business dinners.

65 What had the man done?

66 What problem does the woman mention?

67 What does the man recommend?

Questions 68 through 70 refer to the following conversation.

Woman: You look exhausted. What happened?

Man: Didn't you hear? Brenda delivered the twins last night.

Woman: A month early? How's everyone doing?

Man: It was touch and go for awhile, but they are resting comfortably now, thank goodness.

68 How does the man look?

69 What had Brenda done?

70 What does the man say?

Part 4: Talks**Questions 71 through 73 refer to the following commercial message.**

When you open an account with First Bank, you have all of the conveniences of a multinational institution but all of the comforts of home. Would you like a low-interest credit card? We have numerous options at competitive rates. Would you like to set up a standing order? We can organize the payment of regular monthly bills straight from your account. Would you like overdraft protection? With special permission, you can withdraw more money than is in your account, at a special interest rate, calculated daily. Would you like the convenience of online banking? Our system is both secure and user-friendly. Try First Bank today.

- 71** What does First Bank offer?
- 72** What can be said about the bank's overdraft protection?
- 73** How is the online banking system described?

Questions 74 through 76 refer to the following lecture.

When conducting negotiations, it is important to determine the cultural approach of both sides. Some parties see contracts as defining a relationship whereas other see personal relations as more important than contracts. Accordingly, those individuals who value contracts more than personal relations tend to prefer brief and formal communications focusing on a short-term goal. They also like very detailed contracts. In contrast, those interested in establishing a long-term business relationship are more trusting and lean towards verbal agreements. They also prefer contracts in which the obligations are not clearly defined. Both approaches have their merits, of course.

- 74** What is the preference of those who value contracts more?
- 75** What is true of those who value personal relations more?
- 76** What is the main idea behind this passage?

Questions 77 through 79 refer to the following talk.

Salary negotiations can be very tricky, and a rule of thumb is to take it slowly. If you talk about salary too soon during the interview, you run the risk of getting low-balled. It is a much better strategy to wait until you know you are on the short list, and then disclose your salary expectations. Another reason to go slow is that by demanding a high remuneration at the start, you could lose your dream job to a less expensive candidate. In summary, the best strategy is to wait until the interview process has developed, and then discuss your expectations.

- 77** What is a risk of talking about salary too soon?
- 78** What is another risk?
- 79** When should salary expectations be discussed?

Questions 80 through 82 refer to the following message.

You have reached Stratis Furniture Warehouse, located on 17 West Commerce Boulevard. We are open from 8:30 am until 7 pm Monday through Thursday and from 9:30 am until 10 pm on Friday and Saturday. We are closed on Sundays and public holidays. All lines are busy at the moment, but please hold for the first available operator. If you know your party's four-digit extension, please dial it now, followed by the pound key. For a directory of our staff, please dial 76 and then press the pound key. To talk with an operator or one of our sales representatives, please hold the line. Thank you for calling Stratis.

- 80** What might Stratis sell?
- 81** What would be an example of direct-dialing a staff member?
- 82** To speak to a salesperson, what should the caller do?

Questions 83 through 85 refer to the following order.

We would like to start with some steamed mussels in lemon-garlic broth as an appetizer. Oh, and some blackened chicken strips with ginger sauce too. With that course, we each would like a glass of sparkling water. For the main course, my partner would like the sautéed shrimps and fresh tomato over angel hair noodles in a lemon sauce. I would like the pan-roasted crab cakes with baked polenta and fennel slaw. I see that comes with a side salad, so vinaigrette please. I guess we would like to get a carafe of house white too. What do you have on offer?

83 What will be eaten in the first course?

84 What will be eaten in the second course?

85 What will they drink later?

Questions 86 through 88 refer to the following public announcement.

This has been a test of the Emergency Alert System. The broadcasters in your area, in voluntary cooperation with federal authorities, have developed this system to keep you informed in the event of an emergency. For the past 60 seconds you have heard an Attention Signal. If this had been an actual emergency, the Attention Signal would have been followed by official information, news or instructions. This station serves the San Diego area. This concludes this test of the Emergency Alert System. Now, back to your regular hit parade programming.

86 Which authorities were involved with the test?

87 How long was the test?

88 What would most likely be featured next?

Questions 89 through 91 refer to the following recording.

This is a recording. Thank you for calling South Mall Cinema, located at Thirteen Fifty West Grant Boulevard, just off the Midway Overpass, near Clarksville. South Mall Cinema is pleased to offer three films for your viewing enjoyment. "Cinderella," the Disney classic for kids, will be shown at noon and 4 pm through Sunday. "High School Dancers," the smash musical that will have you laughing out loud, can be seen at 3:30 pm and 6 pm for the next two weeks. "Until Daylight," the sensational thriller starring Buck Pierce, will play at 6 pm and 8:30 pm until Thursday. Thank you for calling South Mall Cinema. This message will repeat.

89 Where is South Mall Cinema located?

90 When can "Cinderella" be seen?

91 What kind of film is not being shown?

Questions 92 through 94 refer to the following lecture.

The decision to establish the company with a nominal capital of \$900,000 was made on March 4, 1982. According to the 4th Amendment to the Finance Act, the planning, construction, maintenance, administration and financing of the Barker Convention Center were assigned to JIU Incorporated. In the spirit of mutual collaboration and friendship, and with the intention of forming a stable basis for further economic collaboration and exchange with Canada, a syndicate agreement was signed on April 17, 1982, and a supplementary agreement was signed on January 3, 1983. Finally, on August 10, 1995, another supplementary agreement was signed.

92 How much start-up capital was used?

93 For what is JIU not responsible at the Barker Convention Center?

94 When was the syndicate agreement reached?

Questions 95 through 97 refer to the following Message.

This is Eagle Credit Cards, and we are calling to report suspicious activity on your card. Remember that if a card is lost or stolen, it remains usable until the holder notifies the bank that the card is lost. We have received no notification from you, but our analysis indicates the probability of fraud based on the card's recent transactions. For example, today we instructed a merchant in Belgrade to decline a large transaction for thousands of dollars. So please call us toll-free at 1 865 Go Eagle, that's one eight sixty-five, forty-six, thirty-two, fifty-three, and verify your recent account activity.

- 95** What number should be called?
- 96** What is the topic of the message?
- 97** What was the Belgrade merchant told?

Questions 98 through 100 refer to the following Talk.

I just got a call from the Ms. Hernandez letting us know that the Managing Director is on his way over this afternoon for a surprise visit. I want everything shipshape by the time he arrives. Get the knick knacks off your desks and hang your coats on the racks, not on the backs of your chairs, please. Company pin on your lapels everyone, and Bill, put on a tie. Heidi, have you finished consolidating the quarterly report yet? If so, print up some copies for him to sign while he's here. Also, I don't want anyone to ask him about the restructuring plans or to mention the fact that Lee gave notice.

- 98** What will happen in the afternoon?
- 99** What does the speaker want the listeners to do?
- 100** What should not be mentioned?