

Test 101

- No. 1** **Location:** office
Action: reading, looking at, writing
People: coworkers, staff, men
Description: table, suit



- A. One of the men is writing on a document.
- B. One of the men is checking his watch.
- C. One of the men is looking in a drawer.
- D. One of the men is passing out pens from a box.

- No. 2** **L:** Office, indoor, on the wall
A: hanging a picture/painting
P: women, coworkers, staff
D: window, flower



- A. They're hanging a picture on a wall.
- B. They're setting the table.
- C. They're opening a window.
- D. They're rearranging some furniture.

- No. 3** **L:** lab, laboratory
A: looking, examining
P: researcher
D: microscope, equipment, apparatus



- A. She's putting away a microscope.
- B. She's taking off a coat.
- C. She's examining some safety glasses.
- D. She's using some laboratory equipment.

No. 4



L: supermarket
A: shopping, looking at
P: shoppers
D: push/shopping cart, picture frame, shelves

- A. A man is pushing a shopping cart.
- B. A man is waiting to make a purchase.
- C. A man is holding some merchandise.
- D. A man is assembling some shelves.

No. 5



L: indoor,
A:
P:
D: potted plants, trees, desk, chair

- A. Some customers are leaving a shop.
- B. A seating area is decorated with plants.
- C. A worker is repairing some light fixtures.
- D. A bench is being moved into a corner.

No. 6



L: road, street,
A: waiting, standing in line
P: passenger
D: pull over, pull out

- A. Some suitcases are being loaded onto a bus.
- B. Some people are crossing an intersection.
- C. Some buses are parked in a garage.
- D. Some people are lined up at the side of a road.

No. 7

Do you want some coffee while you wait?

- A. No, we don't need the copies now.
- B. Yes, that'd be great.
- C. It was scheduled for ten o'clock.



No. 8

Where will the conference be held this year?

- A. In Dusseldorf, Germany.
- B. Tuesday or Wednesday.
- C. Yes, I met him there.



No. 9

Who did you contact at the bank for your business loan?

- A. Her name was Leslie.
- B. Sorry, I can't lend it to you.
- C. Yes, I opened an account.



No. 10

When is the safety inspector due to visit the factory?

- A. I didn't expect it.
- B. Monday at the latest.
- C. On the factory floor.



No. 11

What's the membership fee at the fitness center on Oak Street?

- A. They were highly recommended.
- B. The shop's on Washington Way.
- C. Twenty euros a month.



No. 12

Where can I store my luggage?

- A. You can check out now.
- B. It's no trouble at all.
- C. At the service desk over there.



No.13

Who's managing the production line?

- A. In about two weeks.
- B. It's Lisa's shift.
- C. From the warehouse.



No.14

Isn't the bridge still closed?

- A. No, I think it's been repaired.
- B. It's not far from here.
- C. The store closes at nine.



No.15

The chair in my office is very uncomfortable.

- A. Let me find you another one.
- B. It's a difficult decision.
- C. There's room for six at the table.



No.16

Which printer did you buy?

- A. Unless we have more paper.
- B. The publisher's on Madison Avenue.
- C. I ordered the cheapest one.



No.17

How do I enter your contest?

- A. No, I didn't have time.
- B. The winner receives fifty dollars.
- C. The instructions are on our Web site.



No.18

I can make a list of the candidates for the receptionist position.

- A. Yes, they'll probably receive it soon.
- B. Thanks, that would be very helpful,
- C. When was Ms. Chen hired?



No.19

Is this food enough for everyone who's coming?

- A. He'd prefer pizza.
- B. That's should solve the problem.
- C. Well, some people are bringing their lunch.



No.20

You finished installing the updated software on all the computers, right?

- A. Yes, the system is working better now.
- B. A new art installation.
- C. He's a technology consultant.



No.21

Could you give me a ride to work tomorrow?

- A. For the Ritterson firm.
- B. My car's still in the shop.
- C. They're on my desk.



No.22

Why did the finance department send that memo?

- A. You received a memo?
- B. I'm sure they can do that.
- C. Directly to the client.



No.23

You accept submissions from freelance writers, don't you?

- A. Not at the moment.
- B. A small application fee.
- C. He's an editorial assistant.



No.24

Can I place an international call from my hotel room?

- A. Gate six is on your right.
- B. The cashier is open.
- C. There will be an extra fee.



No.25

Who can show me how to set up the projector?

- A. I just saw this month's figures.
- B. I can in a few minutes.
- C. A new project.



No.26

Let's move to a quieter location.

- A. They moved to Singapore last year.
- B. A new apartment building.
- C. Room 503 is empty.



No.27

How did the event planner decide on the color scheme for the banquet?

- A. After the holidays.
- B. He used colors that match our logo.
- C. Please order more tablecloths.



No.28

Our train will be an hour late.

- A. I hope the client can push back the meeting.
- B. We really enjoyed the training.
- C. Tracks seven and eight.



No.29

Do you think we should leave now, or can we wait a bit?

- A. I'll have a little bit.
- B. You can leave it here, thanks.
- C. What's traffic like this time of day?



No.30

I think my interview at the television station went well.

- A. My favorite show.
- B. I didn't know they were hiring.
- C. It's on the application form.



No.31

Wasn't the budget report supposed to be finished this morning?

- A. There was an error on page two.
- B. I suppose it'll work.
- C. No, by the director's office.



32. What are the speakers discussing?

- A. A motorcycle
- B. A mobile phone
- C. A laptop computer
- D. An exercise machine

33. What does the man ask about?

- A. The prices
- B. The battery life
- C. The warranty
- D. The color options

34. What will the woman most likely do next?

- A. Request some feedback
- B. Contact a technician
- C. Complete a transaction
- D. Create an online profile

No.32-34

- M** I'm glad your store carries the new EPG8 smartphone. I've been waiting a long time to get it.
- F** Yes, there's been a lot of interest in this phone.
- M** What colors does it come in?
- F** Three: white, black, and gold. However, since the phone has been in such high demand, our store doesn't have all three colors in stock now.
- M** Oh, What color do you have?
- F** Let's see. We have black phones, but no white or gold. We can place an order from the warehouse...
- M** The black phone looks nice. I think that's the one I'll get.
- F** OK. Follow me to the register and I'll ring up your purchase. Then I'll activate the device for you.

35. What does the woman ask the man to do?

- A. Schedule an appointment
- B. Make a coworker's delivery
- C. Call a colleague
- D. Prepare an invoice

36. What does the man say he needs?

- A. Keys to a vehicle
- B. A telephone number
- C. A price list
- D. Directions to a store

37. What does the woman remind the man to do?

- A. Notify his manager
- B. Check some merchandise
- C. Print a document
- D. Get a signature

No. 35-37

- F** Hi, Charlie. The driver who usually delivers our merchandise to the J.M. Cuisine store is out today. Do you think you could make his four o'clock delivery for him this afternoon?
- M** Alright, but I've never made any deliveries to that store before, so I'll need some directions. How do I get there from our warehouse?
- F** I suggest taking Route Five and getting off at the Sixth Street exit. Once you're there, don't forget to have the store manager sign the delivery confirmation form.

38. What is the woman trying to do?

- A. Confirm an appointment
- B. Receive a refund
- C. Book a flight
- D. Register for an event

39. What has caused a problem?

- A. A business is closed.
- B. A Web site is not working.
- C. A credit card has expired.
- D. A date is incorrect.

40. What information does the man ask the woman for?

- A. A name
- B. An address
- C. A password
- D. A tracking number

No. 38-40

- F** Hi, I'm calling about the International Food expo next month ... I tried to sign up online for a display space, but I couldn't submit the form. Are you accepting any more registrations?
- M** I'm sorry, but we're currently having some problems with our Web site. But I can register you by phone. Is this your first time attending the expo?
- F** No, I had a booth last year. In fact, I'd like to have the same exhibit location again, if possible.
- M** Let me check. "What name was the registration under? I can look up the records from last year and see if that space is still available."

41. Where do the speakers most likely work?

- A. At an advertising firm
- B. At a bank
- C. At a law office
- D. At a travel agency

42. What does the woman mean when she says, "I really can't say"?

- A. She is not allowed to repeat certain information.
- B. She cannot make a commitment yet.
- C. She should leave for an appointment.
- D. She has to correct some errors in a report.

43. What does the man propose?

- A. Making travel arrangements
- B. Preparing a contract
- C. Joining a meeting
- D. Reviewing a report

No.41-43

- M** Hi Tricia, I was just looking over the advertisement that you finished for Jenning Bank, and you did a wonderful job.
- F** Thanks, it was a great campaign to work on.
- M** Would you consider joining my team for our new contract with Circle Bookings?
- F** They're a popular travel Web site, and they're looking to expand their market with some new advertisements.
- M** It sounds exciting, but at this point I really can't say. I have a meeting with my manager tomorrow morning though.
- F** OK.
- M** Would it help if I stop by your meeting and go over the details with both of you? This way, your manager will know what the project entails.
- F** That sounds good.

44. Where most likely does the woman work?

- A. At a utility company
- B. At a moving company
- C. At an employment firm
- D. At a real estate agency

45. What does the man say about his office?

- A. It does not have air conditioning.
- B. Its lease has expired.
- C. It is located in the city center.
- D. It is close to public transportation.

46. What information does the woman request?

- A. The timing of a visit
- B. The name of a supervisor
- C. The amount of a bill
- D. The measurements of a room

No.44-46

- M Hello, I'm calling about renting a furnished apartment from your agency. I'll be in Kiev for two months on business, and I'd rather stay in an apartment than a hotel.
- F We'd be happy to help you. Can you e a little more about what you're looking for?
- M My office is in the city center, on Pushkinska Street, and I want to be within short walking distance of it. I'd like a one-bedroom apartment that has Internet and cable television. Do you think you might be able to help me with this?
- F We do have several rental properties in that area, though need to check their availability. What are your exact arrival and departure dates?

47. Who is the woman?

- A. A chef
- B. An accountant
- C. A journalist
- D. A nutritionist

48. What has the man recently done?

- A. Won an award
- B. Hired a new caterer
- C. Given a presentation
- D. Expanded a business

49. What does the man say about the cost of the program?

- A. It is not being changed.
- B. It is justified by the benefits.
- C. It is still being determined.
- D. It was published in a newspaper.

No.47-49

- F Mr. Colson, I'm a journalist for Health and Wellness Magazine. May I ask you a few questions about the new employee wellness program that you introduced at your company? I've heard wonderful things about it.
- M Sure, thank you! Well, basically we focused on changes to our employee cafeteria. We hired Capers Caterers to create healthy menu options. They now provide all of the food for the cafeteria.
- F So what about costs? Doesn't that make the program very expensive?
- M Well, yes it does. But we feel the increase in cost is worth it in terms of employee health and morale.

50. What type of event are the speakers attending?

- A. A business conference
- B. An employee orientation
- C. A film festival
- D. A staff meeting

51. Why does the woman say, "I think we can do better" ?

- A. She prefers to try another option.
- B. She wants to encourage the man to work harder.
- C. She is disappointed in the quality of the presentation.
- D. She thinks her team is more competent than other teams.

52. What does the man say about the presentation handouts?

- A. They are printed in color.
- B. They are available near the entrance.
- C. There are not enough copies for everyone.
- D. They can be found online.

No.50-52

- F I can't wait to hear William McGraw's speech today! I've read so many of his articles on risk management. I think this is one of the best business management conferences I've ever attended.
- M I know, and there are so many people here! It looks like the only available seats are here in the back. Let's just sit in this row.
- F The last row? I think we can do better. I'd like to see the slides that go with the presentation up close.
- M Oh, don't worry about that. Look over there! There're presentation handouts piled up close to the front entrance. I'll get a copy for you if you'd like.

53. What type of business is the man calling?

- A. A doctor's office
- B. A delivery service
- C. A copy center
- D. A publishing company

54. What problem does the woman mention?

- A. An appointment was canceled.
- B. A payment was not received.
- C. An address is incorrect.
- D. A form has not been signed.

55. What does the woman say she will do?

- A. Submit an invoice
- B. Update contact information
- C. E-mail a document
- D. Speak with a colleague

No.53-55

- M Hello. This is Jeremy Sato. I was a patient at your medical clinic, but I recently moved to Kyoto. I requested that my records be sent to my new doctor here but ... they haven't received them yet.
- F Mr. Sato ... yes. I see the request in your file, but because it's not signed, we haven't been able to transfer your records.
- M Oh. I must have forgotten to sign it. I don't need to come in to do that, do I?
- F I can e-mail the form to you. Just sign it and send it back by express mail.

56. What problem does the company have?

- A. Customer reviews have been negative.
- B. Product sales have gone down.
- C. Some deliveries have been lost.
- D. Office space is limited.

57. What does the woman suggest?

- A. Hiring new employees
- B. Offering product discounts
- C. Purchasing updated equipment
- D. Starting an online advertising campaign

58. What does the woman ask Bob to do?

- A. Set up a conference call with clients
- B. Review a budget proposal
- C. Share information at a team meeting
- D. Contact a graphic designer

No.56-58 with three speakers

M1 To start today's meeting, I'd like to talk about the recent drop in sales for our vitamins. Does anyone have any ideas?

F You know, what we really should do is start advertising on social media Web sites. That would increase our client base and give Nectar Vitamins a more modern image. Bob, didn't you create ads for social media at your last job?

M2 Yes, I did. I was responsible for promoting all of our products online.

F That's great. Well, Bob, would you be willing to present some tips on online advertising at our next team meeting?

M2 Sure. I can do that.

59. What are the speakers discussing?

- A. Expanding a client base
- B. Hosting a sales event
- C. Providing a training session
- D. Using an employment agency

60. What type of business does the woman own?

- A. A landscaping company
- B. An advertisement agency
- C. A sporting goods store
- D. An accounting firm

61. What does the man suggest?

- A. Reviewing a resume
- B. Touring a facility
- C. Looking for a different company
- D. Calling a client

No.59-61

F Hello, Mr. Tan. Didn't your company use Zane Staffing Company to find a lot of your employees? Are you happy with the service they provide?

M Yes, We've used Zane several times to find qualified temporary help.

F Now that it's summer, my landscaping business is getting pretty busy. I'd like to hire a few part-time employees to help with some of our large outdoor jobs.

M Oh, actually Zane focuses on filling office jobs, so I don't think that their company would be the right one for you. I'm sure if you look on the Internet, you'll find a company that specializes in staffing for landscaping work, though.

62. What type of event are the speakers discussing?
 A. A theater performance
 B. A museum exhibit opening
 C. A photography workshop
 D. A live music concert

63. Look at the graphic. What ticket price will the speakers 'probably pay?
 A. \$8
 B. \$12
 C. \$15
 D. \$20

Admission Price per Person	
University student	\$8
Group of 10 or more	\$12
Member	\$15
Nonmember	\$20

64. What does the woman suggest the man do?
 A. Leave work early
 B. Call a coworker
 C. Pay with a credit card
 D. Rent some equipment

No.62-64 and **chart**

F Tom, there's a new theater production opening at the Town Playhouse, and some of us from work are planning to go. Are you interested?
M Sure, I've heard it's a good play. How much do tickets cost?
F It depends. Look, here's the information. We already have more than ten people interested, so we should qualify for that price.
M That's certainly reasonable. Would that be for this weekend?
F Yes, after work on Friday. Do you want to go?
M Sure, are you going to order the tickets?
F No, Mary Jones in the finance department is. You could give her a call and let her know to include you.

65. Where do the speakers work?
 A. At a law firm
 B. At a manufacturing plant
 C. At a beverage company
 D. At a publishing house

66. Look at the graphic. According to the man, what event is Greg in charge of?
 A. Networking Event
 B. Equipment Installation
 C. Management Meeting
 D. Accounting Department Meeting

67. What does the woman say she will do?
 A. Research a competitor
 B. Conduct a job interview
 C. Ask a coworker to change rooms
 D. Revise a company policy

CONFERENCE ROOM A: THURSDAY	
TIME	EVENT
Noon	Networking Event
1:00 P.M.	Equipment Installation
2:00 P.M.	Management Meeting
3:00 P.M.	Accounting Department Meeting

No.65-67 and **Room Schedule**

F Mr. Schaffer, the president of Greenwich Industries, just called. He's looking for a new law firm to represent his company, and he wants to come in on Thursday afternoon at three to discuss our legal services.
M That's exciting news—Greenwich Industries is a huge company, and they'd be our biggest client. Could you please reserve conference room A for the meeting? It's our nicest room.
F Actually, I already tried to, but that meeting room's already booked at three.
M Let me take a look ... Ah, it's been reserved by Greg. Well, I'm sure Greg wouldn't mind using room B instead.
F Yeah, that's true. I'll give him a call and ask him if he's willing to make that change.

68. Why is the man unable to access his e-mail?
 A. His password has expired.
 B. His Internet connection is not working.
 C. He forgot to update some software.
 D. He left a power cord at home.

69. Look at the graphic. Who sent the e-mail the speakers are referring to?
 A. Mike Collins
 B. Jared Huber
 C. Darla Rosenfeld
 D. Janice West

FROM:	SUBJECT:
Mike Collins	ATTACHED: Budget Report
Jared Huber	Sales Projection Assistance
Darla Rosenfeld	Conference Agenda
Janice West	CANCELED: Technology Seminar

70. What does the man ask the woman to do?
 A. Call for technical assistance
 B. Prepare some training materials
 C. Print out a document
 D. Review some sales figures

No.68-70 and List

M Hey Jenny, is the Internet working on your computer?
F Yeah. I'm not having any issues with it.
M Well, I can't connect to it, so I can't see my e-mail. 69Did the one with the latest budget report come yet?
F Hmm... Let's see. Yes, here it is. Do you want me to send a response?
M That won't be necessary, but 70could you print it out for me? I need a copy of the budget report for the meeting this afternoon.

71. Where does the speaker work?
 A. At an electronics store
 B. At a plumbing company
 C. At a car repair shop
 D. At a cleaning service

72. What does the speaker say he has done?
 A. Scheduled an appointment
 B. Completed a repair
 C. Adjusted an invoice
 D. Ordered a part

73. What does the speaker offer?
 A. Use of a vehicle
 B. An extended warranty
 C. A free inspection
 D. Expedited delivery

Q74 - 76 telephone message

Hi Ms. Xiao. 71 This is Franklin Moore calling from Franklin Auto Express. I found the problem with your car's air conditioner-you've got a bad sensor switch, which needs to be replaced. 72 I ordered the part this morning, but it won't arrive at the shop until tomorrow. 73 So if you'd like, we can offer to lend you a car to use until your car is fixed. Please give me a call back at 555-0101.

74. Who most likely are the listeners?

- A. Factory workers
- B. Medical specialists
- C. Supermarket cashiers
- D. Hotel clerks

75. What is the topic of the meeting?

- A. Interacting with customers
- B. Operating new equipment
- C. Protecting merchandise from damage
- D. Maintaining a clean work area

76. What will the listeners do next?

- A. Turn on a machine
- B. Tour a building
- C. Give feedback
- D. Work with a partner

Q74 – 76 excerpt from a meeting

Good morning. I called this meeting to discuss how all cashiers at our store should interact with customers. I've noticed that some of you are so focused on scanning items and getting people through the line quickly, that you're ignoring the customers. We want to leave customers at our supermarket with a good impression, so it's crucial that you greet them. Be sure to be pleasant when they arrive at your cash register. I'm now going to have you work in pairs to play the part of the cashier and customer to practice being friendly, while also being fast and efficient.

77. Where most likely is the speaker?

- A. At her house
- B. At an airport
- C. In a taxi
- D. On a train

78. What does the speaker imply when she says, "Can you believe it"?

- A. She is annoyed.
- B. She is excited.
- C. She is embarrassed.
- D. She is confused.

79. What does the speaker ask the listener to do?

- A. Lock a door
- B. Check an address
- C. Meet a colleague
- D. Pick up a package

Q77 – 79 telephone message

Hi, it's your neighbor, Indira. My return flight was scheduled to leave in an hour and they just announced it's been canceled. I'm standing in line right now, waiting to talk to a ticket agent. I'm so tired of traveling, but it looks like I won't make it home this evening- I think the next flight's in the morning. Can you believe it? Anyway, I have a favor to ask. "Could you go by my house after work? A package was supposed to arrive today, and I'd rather it didn't just sit in front of my door overnight. I really appreciate it!

80. Where is the tour most likely taking place?

- A. At an outdoor market
- B. At a fabric factory
- C. At a fashion museum
- D. At a trade fair

81. What does the speaker say has changed about the tour?

- A. The duration
- B. The distance
- C. The starting location
- D. The tour guide

82. What does the speaker offer the listeners?

- A. A special discount
- B. A longer tour
- C. Free membership
- D. Product samples

Q80-82 tour information

Welcome to the Hoffman Textiles Factory tour. As most of you know, our factory provides quality fabrics to clothing manufacturers around the world. During the tour of the facility, you'll see the care that goes into making each of our many types of fabrics. Now, normally we'd start by showing you how fabric is made on the weaving machines, but another tour group is still in that area. So today we'll start in the final packaging room and do the tour in reverse, visiting the weaving machines at the end. Then we can offer you a 10% discount on fabric purchases today only.

83. According to the news report, what will happen at the end of the year?

- A. A tourist resort will be renovated.
- B. An airline merger will take place.
- C. Construction on a new railway line will begin.
- D. A hotel association will select a new president.

84. What benefit to travelers does the speaker mention?

- A. Automated reservation service
- B. Comfortable seats
- C. Lower prices
- D. Shorter travel times

85. Who does the speaker say is pleased with the news?

- A. Local mayors
- B. Airline pilots
- C. Tourism professionals
- D. Construction supervisors

Q83-85 news report

In local news, Westcot Railway officials have revealed a plan for a new railway line to be installed between the capital city, Milton, and the popular tourist destination Greenview City. Construction on the project is scheduled to begin at the end of this year. According to the announcement, railway cars on the new line will offer travelers more comfortable seats for the twelve-hour train ride. The Travel and Tourism Association has already voiced its strong support for the new railway line. Jackie Hall, spokesperson for the association, says tourism professionals are happy to see this much-needed upgrade and anticipate a boost to their industry.

86. Who most likely are the listeners?

- A. Teachers
- B. Lawyers
- C. Writers
- D. Publishers

87. What does the speaker mean when he says, “another conference is scheduled to begin here at 1:00” ?

- A. He wants to start the session now.
- B. He is recommending an event.
- C. A presentation will need to be canceled.
- D. The room will need to be cleaned.

88. What will the speaker distribute to the listeners?

- A. Parking passes
- B. Training materials
- C. A sign-up sheet
- D. A conference schedule

Q86-88 announcement

Welcome to this morning's seminar for freelance writers. Today we'll be discussing strategies for negotiating contracts between you and your publisher. I know some people are still on their way, but another conference is scheduled to begin here at one o'clock. So let's go over some administrative details. As you know, the parking fee was included in your registration, so I have passes for everyone. I'll come around and hand those out now. Just show it to the attendant on your way out and you won't be charged.

89. What does the speaker say about the company?

- A. It acquired additional contracts.
- B. It launched a product.
- C. It appointed a new president.
- D. It started a charity fund.

90. According to the speaker, what decision was recently made?

- A. To move a company overseas
- B. To remodel an office
- C. To upgrade technology
- D. To hire more staff

91. What does the speaker ask the listeners to do?

- A. Attend a workshop
- B. Make recommendations
- C. Sign a contract
- D. Submit a list of questions

Q89-91 excerpt from a meeting

OK, the next topic I want to discuss is staffing. First of all, the management team, knows how hard you've all been working in the Information Technology department, and we want to say thank you. The company has grown a lot over the last year—we've doubled our number of contracts! Because of this, we've decided to hire five additional employees to help with the work load in our department. We recently posted the openings online, but uh, we're hoping to fill these positions as soon as possible. So if you can recommend anyone who meets the qualifications, please contact me at your earliest convenience.

92. What is the talk mostly about?
 A. A concert series
 B. A music award
 C. A television show
 D. A guest speaker

93. What does the speaker imply when he says, "this will be a big event" ?
 A. A review was positive,
 B. A performer is very popular.
 C. Tickets are sold out.
 D. An event venue is too small.

94. Why does the speaker suggest that listeners visit a Web site?
 A. To read a promotional brochure
 B. To access an event schedule
 C. To pay for registration in advance
 D. To check a list of approved items

Q92-94 broadcast

Thanks for listening to Radio KVS. I want to remind all our listeners that our free summer concert series starts next week. The first show'll feature legendary guitarist Dimitri Phillips, performing with his band, so this will be a big event! The performance is next Wednesday in Salsbury Park, beginning at seven, but make sure you get in line early for your free ticket. Attendees can bring in their own food and drink, but certain items are prohibited. For a full list of what is allowed in the park, check out the park department Web site. And if you can't make this show, there will be many concerts throughout the summer.

95. What is the main topic of the meeting?
 A. A magazine article
 B. A company merger
 C. Clothing trends
 D. Sales results

96. Who most likely is the speaker?
 A. A shipping supervisor
 B. A marketing consultant
 C. A business owner
 D. A fashion reporter

97. Look at the graphic. What will the speaker most likely discuss next?
 A. Reducing product prices
 B. Not charging for shipping
 C. Offering different styles
 D. Changing a Web site

	Susie's Boutique	Fashion Plus
Low prices	✓	✓
Free shipping		✓
Variety of styles	✓	✓
Convenient Web site	✓	

Q95-97 excerpt from a meeting and a chart

Before we talk about our sales results from this year, let me say how pleased I am with the success that Susie's Online Clothing Boutique has been having. When I started the business last year, I was not sure how well it would do, but the results show that we've exceeded our goal! Of course, there's always room for improvement. We know our biggest rival is Fashion Plus, This chart compares features of the two companies. If we want to be competitive, we'll have to offer all the same services. So let's talk about what we can add to our services so that we can keep up with Fashion Plus.

98. Who is the talk intended for?

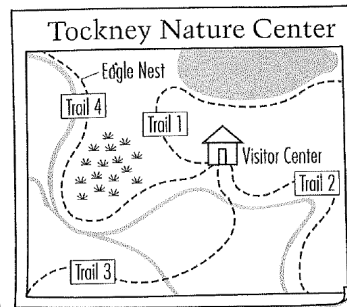
- A. Nature photographers
- B. City officials
- C. New park employees
- D. University students

99. Look at the graphic. Which trail is closed to visitors?

- A. Trail 1
- B. Trail 2
- C. Trail 3
- D. Trail 4

100. What project is the Center participating in?

- A. A series of seminars on wildlife conservation
- B. A research study on a bird species
- C. An annual clean-up day
- D. A program to plant more trees



Q98-100 talk and map

Welcome to the new employee orientation at Tockney Nature Center. We're happy that you'll be guiding our bird-watching tours! Behind me there's a trail map of the Nature Center. We'll be walking down trail two so I can show you some interesting spots to take visitors. You can use the other trails as well, except for this trail right here because there's a family of bald eagles nesting nearby. For the first time, the Center's collaborating with the state university on a research project about eagles. We've positioned a live camera on one tree there, and we don't want anything to disturb the birds for the duration of the study.