

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 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. In Friday's conference, a series of short videos on health care will _____ a discussion.
(A) proceed 前往 繼續(ceed=go)
(B) exceed 超出
(C) accede 同意 (ced=yield/go)
(D) precede 先於, 在之前
- The work is proceeding.
102. They had no _____ as to why the diskette containing the customers' data was missing and where it had gone.
(A) déclaration 宣佈 (declare-v)
(B) déclamation 雄辯、朗讀
(C) explanation 解釋
(D) exclamation 驚叫(clam=叫)
de 完全
103. The reception party will be held in the Grand Square, the most popular area in the city, _____ Friday night.
(A) at 小時間、整點
(B) in 月 年
(C) on 特定日子
(D) during 活動
104. During this month, what Owen has been looking for is a solution to cut down on _____ costs of their new products.
(A) attribution 歸因 (tribute 給, 貢品)
(B) contribution 貢獻, 捐助
(C) distribution 配送
(D) retribution 報答
at 向 / con 一起 / dis 遠離 / re=again

105. The real estate company has been running in low _____ for years since ex-president Jeff resigned.
(A) key 低調
(B) gear 低檔 in low gear 低迷
(C) profile 低姿態
(D) level 低水準
106. After getting _____ off, he has now become quite depressed and melancholic. 憂鬱
(A) lay
(B) to lay
(C) laid (lay off) 解雇
(D) lain (lie, lay, lain) 躺
107. For the last month, Mr. Pearce has been working on the project and now understands how _____ it is.
(A) demanding 要求 費力
(B) serious
(C) abundant 豐富的
(D) casual
108. The latest upgraded model _____ the value of Songtech Company, so the company expects to increase its profit.
(A) ensures
(B) enlarges
(C) enriches
(D) enhances 增加
109. Ms. Peterson's tips saved me from an embarrassment which might _____ make me depressed.
(A) hardly
(B) directly
(C) otherwise 否則 要不然
(D) already
110. All the machines in the research laboratory _____ up, so my officemates were at a loss.
(A) came (come up) I'll tell him if anything comes up. 發生
(B) froze (freeze up) 動彈不得
(C) went (go up)
(D) grew (grow up)
111. The ancient half-ruined palace is a popular place _____ most of the tourists coming to this city visit.
(A) whatever
(B) whenever
(C) where 指地點
(D) wherever
112. Since their director is ill-mannered and ill-tempered _____, they dislike him and disobey him.
(A) at times 有時
(B) at the time 那時
(C) at a time 一次
(D) at one time 曾經

113. The cases of various infectious 傳染 diseases rise steeply at the _____ of summer. 盛夏
(A) height (at the height of summer)
(B) apex 最高點 頂
(C) top
(D) summit 高峰 (World Summit)
114. The chemical plant admitted to _____ a large amount of dangerous effluents 廢水 into the river near the national park.
(A) deserting 丟棄 deserted village
(B) abandon 放棄 abandoned children
(C) pouring 傾倒
(D) waive 放棄 waive ...right
115. The chairman asked management to be _____ in for the reception to welcome the new CEO next week.
(A) joined
(B) taken part
(C) appointed 指派
(D) counted (be counted in) 算入
116. The company had no success in finding an eligible person to _____ for Carol after she quit.
(A) take to
(B) take over 接替
(C) take in 留宿 接受
(D) take on 雇用(take on responsibility)
117. Stephen always listened very carefully to front-line employees who _____ with customers.
(A) interact 互動
(B) react
(C) retroact 反作用
(D) transact 處理 transact business
118. You should focus on finding ways to _____ the uniqueness of your product.
(A) explode 爆炸
(B) exploit 開發
(C) explore 探險
(D) expose 暴露 expose oneself to
119. The Web is completely changing the face of the advertising and public relations industries and their _____ roles in commerce.
(A) disrespectful 不尊重
(B) respectable 值得尊敬的
(C) respectful 恭敬的、尊敬人的
(D) respective 個別的
120. Pepsi introduced sixteen new energy drinks that are more _____ to consumer preferences.
(A) adjacent 鄰近的
(B) adopted 採取、收養
(C) adjoined 毗連
(D) attuned (attune to) 使一致

121. **By the time they arrived** at their flagship store, they _____ about two hours.
(A) had been driving
(B) were driving
(C) **had driven (had + Vpp)**
(D) drove
122. **It is imperative that we _____** our return reservations before Monday.
(A) **confirm**
(B) have confirmed
(C) have to confirm
(D) will confirm
imperative=necessary
123. The _____ glassware in the container has to be treated with extra care.
(A) complicated (complex) 複雜
(B) **fragile 易碎的**
(C) genuine 真正的
(D) weak
124. She is in delicate health, and constant illness has had a bad _____ on her career.
(A) infect 感染
(B) defect 缺陷
(C) affect – V. 影響
(D) **effect 影響、結果**
125. **Instead of _____** into a nearby river or lake, **the pollution** is sent to a giant tank.
(A) dumping
(B) dumped
(C) dump
(D) **being dumped (be + Vpp)**
126. _____ **that** the tyros 安置 are people who know the business climate and circumstances well.
(A) The fortune
(B) To be fortunate
(C) Fortunately
(D) **It is fortunate (子句 that 子句)**
127. She was _____ on having got an excellent score for her brilliant performance.
(A) complemented 補充
(B) **complimented 讚美 (be + Vpp)**
(C) complementary
(D) complimentary
(praise...for, commend...for)
128. Karft Food succeeded because it _____ its products as snacks that contain only about 100 calories.
(A) located
(B) placed
(C) **positioned 定位**
(D) posited 假定

129. Our regular customers would like to pay a _____ for the unique goods and services.
- (A) premier 總理
(B) premiere 初次上演
(C) premise 前提(on the premise that) 經營場所 premises
(D) premium 額外費用、酬金
130. Because the celebration is a formal occasion, each _____ is required to wear a coat and tie or an evening gown.
- (A) attendant 參加者
(B) attendance
(C) attend
(D) attended
131. A new budget plan would end up _____ the department of human resources _____ proper expenses.
- (A) in
(B) to
(C) for
(D) of 的
132. Kelvin will be _____ to bring a gift for his boss, but he has no idea what will be appropriate.
- (A) obligatory 強制性的 = compulsory
(B) obliged 迫使，非做不可
(C) obligation 義務
(D) obliging 樂於助人的
133. Of the five candidates, Eugene thinks that only the third one is well _____ for the kind of work our task force does.
- (A) classified (sort) 分類
(B) adjusted (adjust to) 調整
(C) characterized 以...為特徵
(D) qualified 合格的
134. _____ the sale of her house, if she sell before the end of this year, her taxes will be reduced by almost 30 percent.
- (A) Regarding 關於
(B) In spite of 儘管
(C) Supposing 假設
(D) Regardless of 不管
135. Firefighters thought they had the forest fire under control when suddenly another district _____ into flames.
- (A) burst 爆裂、突然發生
(B) blast 炸開
(C) boost 提高、增加
(D) boast 誇耀
136. The medication soothed Barbara's sore throat, but it gave her a _____ appetite so she lost a lot of weight.
- (A) bad
(B) little
(C) a little
(D) poor

137. The government has new measures of tackling unemployment, _____ how complicated it is.
(A) however
(B) no matter
(no matter how + adj/adv + S + V)
(C) even if
(D) any better
138. _____ is the case for many recent jobless workers, the job market has been quite a disappointment.
(A) Such
(B) As (= as is often the case with)
像這樣的情形
(C) Like
(D) So
139. If our factory keeps producing these inferior products, we will never be able to _____ of foreign competition.
(A) catch up 趕上
(B) catch
(C) stay away 遠離
(D) stay ahead 領先
140. Gilbert feels terrible about picking quarrels with Nancy and has said many times how sorry he is _____ he has done.
(A) that which
(B) because
(C) for what
(D) for now
He is sorry for/about + N(名詞片語子句)

Part 6

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

Questions 141-144 refer to the following article.

You're going to need to **compete** _____ your rivals on speed in

141.(A) **with**

(B) to

(C) for

(D) among

the future. You're going to need to aggressively look for speed and streamline 簡化 everything you can. You must try to generate truly conspicuous 明顯的 results by reaching for speed.

One restaurant has been highly successful by taking the place of the traditional **appetizer-entrée-main dish-** _____ dining process with

142.(A) desert 沙漠 拋棄(V)

(B) deserts

(C) **dessert**

(D) desire 欲望

one in which diners soon get a series of small plates and enjoy every delicious food immediately. This creates a pleasant and _____ atmosphere

143.(A) active

(B) vivid 鮮豔的

(C) lively

(D) **dynamic** 有活力的

for the restaurant and keeps the customers interested and

engaged. The same kind of _____ **is** going to happen in other

144.(A) situations

(B) conditions

(C) **phenomena** 現象 (phenomenon 單數)

(D) cases

fields as people integrate speed into their business models. Think about how you can operate with speed in your own field and make speed your most trusted partner.

Questions 145-148 refer to the following article.

Every store of OmniMart has a service desk right at the front of the store— where **customers can return anything they have purchased no questions asked.**

Some stores have even _____ customers for anything

- 145.(A) refreshed 恢復精神
- (B) refunded 退款**
- (C) refused 拒絕
- (D) regarded 視為

purchased elsewhere in order to create a satisfied customer who will come back to OmniMart in the future. This sends customers a strong message that they can buy anything at OmniMart _____ they don't like it or don't want it, the item

- 146.(A) and yet
- (B) so that
- (C) even as
- (D) and if 並且如果**

can be returned for a complete refund.

OmniMart's perfect goal was to have everything the customer could ever want to purchase _____ inside his stores so there was no reason for

- 147.(A) coincidentally 恰巧
- (B) availably 可獲得地**
- (C) suitably 合適地
- (D) flexibly 有彈性地

customers to ever need to go anywhere else. OmniMart realized, however, that its competitors were also going to be trying to achieve the same aim, so OmniMart decided early on that the best way to distinguish OmniMart would be by combining every-day low prices with the best service offered by any _____.

- 148.(A) consumer 消費者
- (B) supplier 供應商
- (C) retailer 零售商**
- (D) customer

Questions 149-152 refer to the following message.

Henry Ford didn't actually invent any of key auto technologies. Those he used were all in use in other industries. Ford's successes **derived** _____

- 149.(A) down
- (B) **from** 源自
- (C) upon
- (D) in

the fact that he was the first automaker to grasp the potential of those technologies and bring them together.

Henry Ford invented nothing new. He simply **assembled** _____ a car the

- 150.(A) to
- (B) **into** 組裝
- (C) by
- (D) on

discoveries of other people behind which were centuries of efforts. _____

- 151.(A) **Had**
- (B) Has
- (C) Having
- (D) Have

he worked one hundred or fifty or even ten years before, he **would have failed**.

假設語氣 If...had + Vpp, ...would have + Vpp

If he had worked..., he would have failed.

Had he worked

Therefore, progress happens when all the factors that _____ it

- 152.(A) make into
- (B) make up 補足
- (C) **make for** 走向、導致
- (D) make out 親熱 應

付

are ready.

Part 7

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

Questions 153-155 refer to the following report.

With a threatened shutdown of (154) Louis Metro set for midnight Sunday, negotiators for the metro company and its drivers and attendants were still talking Saturday. (155) It was clear that the standoff 僵局 is already costing the metro company lost business. The Union of Metro Attendants, whose 600 members say they haven't had a raise in more than five years, has said it would stage a five-day strike and selective disruptions of the metro company's operations if (153) no agreement can be reached. But the company has declared to shut down almost all of its operations Sunday night rather than subject passengers to the chaos of train cancellations and delays. Meanwhile, a spokesman for the Louis Metro says they're suggesting that clients take other vehicles.

153. What will the metro company do if there is no agreement?

- (A) Suggest other forms of transportation.
- (B) Give the attendants a raise.
- (C) Stop almost all operations.
- (D) Stage selective disruptions of operations.

154. What is happening with Louis Metro?

- (A) Metro attendants are worried they may go on strike.
- (B) Metro attendants may go on strike. (shutdown 關閉)
- (C) The strike was ended a week ago.
- (D) They are on strike.

155. Why is the metro company losing money?

- (A) The company can't operate. (standoff 僵局)
- (B) Due to train cancellations and delays.
- (C) They haven't had a raise in five years.
- (D) They have almost 600 employees.

Questions 156-157 refer to the following advertisement.

**A BEAUTIFUL LANDSCAPED OUTDOOR POOL
FOR SUMMER ENJOYMENT.
PUT YOURSELF ON THE PATH TO BETTER
PHYSICAL FITNESS TODAY WITH A MONTHLY
MEMBERSHIP, INDIVIDUAL OR GROUP, AT THE
ATTRACTIVE HEALTH CENTER.**

Type of membership	Times Per month	Monthly fee
Equipment Exercise	3	\$ 30
• Including sauna	6	\$ 55
• Daily 7 a.m. to 10 p.m.	9	\$ 70
Aerobics Classes	6	\$ 30
• Without sauna		
Swimming		
• Mon. – Fri. 7 a.m. to 8 p.m.		
• Sat. 7 a.m. to noon (Weather permitting)	3	\$ 40
• Closed Sundays and holidays		
• Open May 5 to Oct. 20		

Group membership of 10 and above will receive a 20% discount.

156. How many people grouped can get a reduction at this health center?

- (A) eight
- (B) non
- (C) ten and above
- (D) individual

157. When can members use running machines?

- (A) Mon. – Fri. 7 a.m. to 8 p.m.
- (B) Sat. 7 a.m. to noon
- (C) Daily 7 a.m. to 10 p.m.
- (D) May 5 to Oct. 20

Questions 158-159 refer to the following postcard.

Dear friend,
Greetings from the Grand Shopping Plaza! We are now in the process of **updating the plaza's mailing list**. Please affix 貼上 your mailing label to this postcard and send it back to us, should you wish to continue receiving our current illustrated 插圖 catalogue. Thank you very much for your time.

Sincerely Yours,
Ralph Wu
Public Relations Manager

PLACE STICKER HERE

158. Where is the postcard from?

- (A) Sales dept.
- (B) Public relations dept.**
- (C) Desk clerk
- (D) Personnel

159. What is the postcard?

- (A) A thank you card
- (B) An invitation card
- (C) A congratulations card
- (D) A card for renewing the recipient's information**

Questions 160-162 refer to the following message.

Though the recent run-up 上漲 in gasoline prices has been steep, it hasn't been debilitating 使衰弱 for most Americans. They are better-positioned to handle a run-up in fuel prices than they were a quarter-century ago. Gasoline now accounts for 佔比率 only 3.1% of total personal-consumption spending, down from 4.5% in 1990. That gives many consumers less reason to contemplate 考慮 cutbacks when prices rise. Even Americans who want to slash 大幅削減 their gasoline use will find it hard to do so in a society built on cheap energy, where far-flung 偏遠的 suburbs and powerful cars are the rule.

What influences gasoline use more quickly than gasoline prices, experts say, is a change in personal income. Among the first things Americans do as their paychecks get bigger is to buy zippier 能高速行進 cars and drive their existing cars more. Incomes have been rising in the U.S., as they have throughout most of the industrialized world. The result is that the gasoline price takes a very big price increase to have a big impact on Americans' gasoline use.

160. According to the passage, what will be able to greatly influence Americans' gasoline use?
- (A) Powerful cars
 - (B) the industrialized countries
 - (C) pay rise
 - (D) high increase in gasoline
161. Why can Americans NOT greatly reduce their gasoline use?
- (A) They always take up residence in far-flung area.
 - (B) The gasoline is free in the US.
 - (C) They have zippier cars.
 - (D) Energy is cheap in American society.
162. What is NOT mentioned in this passage?
- (A) To develop energy substitute
 - (B) Driving powerful cars is usual in the US.
 - (C) Americans do not consider reduction in gasoline use when prices rise.
 - (D) Gasoline accounted for 4.5% of Americans' total personal consumption spending in 1990.

Questions 163-165 refer to the following ballot.

Employee Recognition Program

Paradise Bird Hotel & Resort is committed to providing you with a level of personal attention, courtesy and comfort that outshines 優於 your every expectation.

We're also committed to a company-wide program that recognizes employees who truly excel in serving you, the *Service Plus* program.

If one of our employees has done something extra for you, something truly outstanding, please take a moment to nominate that person as our **Star Employee of the Season**.

Simply complete this ballot 選票 and deposit it in the *Service Plus* ballot box located in the lobby.

Thank you for your assistance. We value your patronage 惠顧 and look forward to seeing you again.

I would like to recognize

EMPLOYEE NAME (PLEASE PRINT)

DEPARTMENT

DATE

for (please be specific)

GUEST NAME

163. What is the *Service Plus* program?

- (A) It's an interesting indoor sports.
- (B) It's a survey of customer's opinion.**
- (C) It's a beauty pageant.
- (D) It's a sales drive.

164. How many times is the activity held every year?

- (A) Once a year
- (B) Once a month
- (C) Four times a year**
- (D) Two times a year

165. What is the purpose of this ballot?

- (A) To promote an employee
- (B) To demote 降級 an employee
- (C) To expel 開除 an employee
- (D) To commend 表揚 an employee**

Questions 166-169 refer to the following message.

When traveling the USA, always purchase traveler's checks in US\$ only, in a **mix of denominations**. 面額 Use them as cash in shops, restaurants and many other establishments.

Traveler's checks are widely recognized as cash in the US, so there is no need to encash them at banks for US\$ currency.

Keep the Sales Advice 購買憑證 in a safe place, separate from your checks. **You will be required to present it, if you make a refund claim.**

When you purchase traveler's checks, sign each one immediately. Do not countersign 連署會簽 any checks until you need to cash them, and then only in the presence of the acceptor. When changing checks you may be asked to show your passport or similar proof of identity.

166. What will you have to show if you ask for a repayment as your right?

- (A) Passport
- (B) Any checks
- (C) The Sales Advice**
- (D) US\$ currency

167. When do you NOT countersign your traveler's checks?

- (A) When encashing them
- (B) When purchasing something
- (C) When using them as cash in shops
- (D) When keeping it on hand**

168. How do you use traveler's checks while traveling the USA?

- (A) Exchange them for US dollars at banks.
- (B) Sign them immediately.
- (C) Make a refund claim.
- (D) Use them as US dollars.**

169. Which description is correct about the traveler's checks?

- (A) It has different standards of value.**
- (B) It has the same denomination only.
- (C) It is inconvenient for your sightseeing in the US.
- (D) It is not encashed for US\$ currency

Questions 170-173 refer to the following memo.

Memo: To all division managers

Re: Overtime, Certificate...

Because **we try to find the way to keep cost down** in the busy season ahead, all managers are requested to aim at overtime totals to less than 40 hours per week. It goes without saying that **overtime is costly to our bottom line** 損益表底限 **and last season our overtime expenditures exceeded our budgeted targets**. If overtime hour totals exceed 40 hours in your branch, contact personnel immediately and new staff will be assigned to you to ease overtime workload.

Meanwhile, review all employees' files and ensure that they have their certificate, work permit and proper work documentation. It's each branch manager's responsibility to make sure all employees are **compliant**. 適用遵守

If this season is as busy as last season, we should enjoy another prosperous year, and this resort 訴諸 will increase turnover and profits again.

Thanks,

Manuel

President

170. In this memo, the word "compliant" in the last line of paragraph 2 is closest in meaning to _____.

- (A) diligent 勤勉
- (B) courteous
- (C) complimentary 免費 讚美
- (D) **complying 遵守**

171. What is the purpose of this memo?

- (A) **To keep overhead 經常性開支 costs down**
- (B) To welcome newcomers
- (C) To hire new staff
- (D) To review all employees' overtime

172. What is each branch manager's duty?

- (A) To get the accounts in order
- (B) To check the overtime hour totals
- (C) To work more overtime
- (D) **To confirm that all employees are qualified**

173. How are this company's finances?

- (A) It' is in the red
- (B) It is in a terrible mess 一團糟

- (C) It is better than ever
(D) It is having some difficulties

Questions 174-176 refer to the following letter.

April 13, 2010
Mr. Herbert Fox
4321 Royal Street
Los Angeles, CA 90082

Dear Mr. Fox,

Our accounting department has found a serious error in the billing of your recent order for a four-poster bed and two wooden rocking chairs. In computing the total amount, our accountant (176) Tracy failed to include the estimates given to you for two wooden rocking chairs. Our quote of \$2,500 was seriously in error. The true cost including chairs totals \$2,900. A new invoice is attached now.

We deeply regret any inconvenience Tracy's error has caused you. We pride ourselves on being the lowest-price furniture bidder, but I'm sorry Tracy made a terrible mistake.

We appreciate your down payment of \$1,500 and request that the new (174) balance due of \$1,400 be paid within twenty days. Again, we apologize for the trouble and confusion. And we appreciate your patronage. 惠顧

Sincerely,
Jeremy Dubon
President, Furnicare Co., LTD.

174. How much does Mr. Fox still owe?
(A) \$2,900
(B) \$400
(C) \$1,400 (balance 餘額)
(D) \$1,500
175. What is NOT stated in the letter?
(A) New invoice
(B) Double bed (four-poster bed)
(C) The cost of the furniture
(D) The amount of money that Mr. Fox owes
176. What did Tracy do wrong?
(A) She did not apologize for raising the price.
(B) She told Mr. Fox that two chairs would cost \$400.
(C) She undercharged a customer job by failing to include two chairs.
(D) She was the lowest bidder for the furniture job.

Questions 177-180 refer to the following e-mail.

To: Natalie Kate [nataliek@sonicine.com]

From: Clyde Berna [clydeberna@electroid.com]

Subject: Reschedule Our Meeting

Date: May 25, 2010

Dear Natalie,

With regard to your business trip down here that is scheduled for the 14th next month, my boss just informed me that (179) I'll be attending a trade exhibition in Seoul City from the 14th to the 18th in place of an officemate, Rodney Saucer, who was tragically killed in a pile-up on the coast highway the day before yesterday.

Obviously, this does not give me any time to (179) show you our new factory and explain the new operating procedures we have (178) implemented to produce your company's product. I was wondering if you would be able to reschedule your visiting for the week of the 20th. If it proves to be impossible for you, please e-mail my assistant, Emily, who will be able to schedule another meeting with you, as (177) I'll be on vacation for the next five days.

I sincerely apologize for the change and the inconvenience caused to you.

Regards,

Clyde

177. What will Clyde do next?

- (A) He will be on holiday.
- (B) He will attend a trade meeting.
- (C) He will show Natalie the new factory.
- (D) He will spend sick leave for five days.

178. In the e-mail, the word "implement" in paragraph 2, line 2, is closest in meaning to _____.

- (A) plan
- (B) carry out 實施執行
- (C) indicate 指示
- (D) guide up 引導

179. Why can't Clyde make it to the meeting?

- (A) He will arrange for Rodney's funeral.
- (B) He will replace Rodney to attend the trade show.
- (C) He will be on vacation for five days.
- (D) He will be busy preparing for briefing.

180. What is the purpose of Natalie's business trip?

- (A) To attend the trade exhibition
- (B) To make friends with Clyde
- (C) To visit a new plant where her company's goods are produced
- (D) To be on a vacation

Questions 181-185 refer to the following letters.

Dear Mr. Palmar,

It can be very depressing that you request to (183) raise your product prices of recently introduced new models by 10% effective October 15 to cover growing cost pressure.

We fully understand your need to raise prices at times to ensure profits. However, (182) we have spent a great deal of money on sales promotion last quarter and you are strongly encouraged to see that these products get off to a good start. This cost has not been recovered yet. It is also the problem of our (184) retailers, who will be very unreceptive 不願接受 to a steep rise in price after introduction. And it really puts us in deep trouble.

Consequently, we insist that you postpone any price increases until sales of the new models get off the ground.順利開始

Your positive consideration of our position as well will greatly help mutually rewarding marketing efforts here. And your understanding in this matter will be deeply appreciated.

Sincerely,

Robert Harris

Marketing Manager

Dear Mr. Harris,

(181) Your request for delaying the ten percent price increase effective from October 15 has been given every consideration. It goes without saying that we are able to maintain the current price to ensure maximum market share would be to our mutual benefit.

(185) However, keeping up the current price structure would leave us in the red. One of the main reasons for this is the fact that our new models have been greatly upgraded and are far superior to 優於 existing ones. Please don't ignore the fact that the qualitative advantage has given you the chance to excel competitors.

We hope this will be a good start for a long and profitable business relation. And your full understanding would be most appreciated.

Sincerely,

Paul Palmer

Vice President

181. What is **Mr. Harris requesting**?
- (A) A sales drive of new models
 - (B) A price increase of new models
 - (C) Maintaining original price of product**
 - (D) Some cut-price new models
182. Why does **Robert disagree over rising in price of new models**?
- (A) These products got off to a good start.
 - (B) The cost of sales drive has not yet been got back.**
 - (C) Paul insists on price increase.
 - (D) The retailers don't like new models.
183. When will the price of **new models go up**?
- (A) Until sales of the new models get off the ground
 - (B) From at least the next fiscal year
 - (C) From mid-October (Oct.15)**
 - (D) Until new models get off to a good start
184. How would the **retailers think the price increase**?
- (A) They would think it reasonable.
 - (B) They would think it rather high.**
 - (C) They would think it moderate.
 - (D) They would think it praiseworthy.
185. Why does **Mr. Palmer insist on price rising** of new models?
- (A) Maintaining present price would leave his company in a deficit.**
 - (B) Mr. Harris' company is willing to pay for the best.
 - (C) New models are good enough to gain all market share.
 - (D) Mr. Palmer has found a motivated agent to promote new models.

Questions 186-190 refer to the following reports.

The biggest challenge facing businesses today is not taxes, government regulation or access to capital, but a labor shortage. About half of small businesses are looking to hire someone, and more than 50 percent encounter hiring difficulty. **About half of these companies looking to hire someone end up choosing an employee less qualified than they originally thought.** Meanwhile, not having had profit-sharing systems, these companies face another grim 嚴肅 trouble—experienced employees' job-hopping 換來換去 problem. It makes labor shortage more serious.

Rock Brand believed that by sharing profits with all staff he is treating them the way he would treat a partner. Employees who are treated as partners begin to act like partners in their interactions with customers, suppliers and their own management. Partners are empowered 授權的 people, and thus staff begin to feel empowered and do their duties more seriously and ardently.熱情的

The idea of profit-sharing was actually quite common when Rock Brand started doing it in 1999. In later years, however, Mr. Brand would identify this practice as being the single best thing the company had ever done.

At first, Rock Brand thought he would provide profit-sharing opportunities to his managers only. His younger brother managed to persuade him it would be better to offer profit-sharing to all employees, even part-time employees. He suggested this would encourage everyone to think and act like an integral 不可或缺的 part of the business rather than being only employees. Rock Brand saw the wisdom in this idea and started placing a fixed percentage of Supertech's profits into a pool that was then distributed to all company employees.

According to the Supertech profit-sharing plan, the company contributes about 7 percent of each employee's wages to a personal profit-sharing plan account. When the employee leaves the company, he or she is entitled to take whatever is in their account either in Supertech stock or in cash. In addition, employees can also earn an incentive 獎勵 or bonus as an extra percentage of their wage based on performance. Employees may also receive a holiday bonus based on their length of service with Supertech.

186. How many small businesses have trouble finding eligible employees?

- (A) Less than half
- (B) More than half
- (C) Half
- (D) Not specified

187. What point is addressed in both articles?

- (A) Government regulation for hiring new employees
- (B) The inability of businesses to find qualified staff
- (C) Taxes facing small businesses
- (D) Employee's benefits

188. What happens to half of the companies hiring new staff?

- (A) They hire people with fewer skills than they want.
- (B) They find much better staff than they anticipate.
- (C) They don't hire anyone because no one is qualified.
- (D) The new employee doesn't last long at the new job.

189. What is NOT mentioned in these articles?

- (A) Human resources

- (B) Business merger
- (C) How to distribute bonus
- (D) How to treat employees well

190. Who is Rock Brand?

- (A) An accountant
- (B) A financial analyst
- (C) A businessperson
- (D) An American style dinner house chef

Questions 191-195 refer to the following report and memo.

Autotech, the biggest manufacturer of semi-conductors in Asia, reported a (191) 80% drop in third-quarter earnings on Monday. Financial analysts in the company blamed this on (194) a sudden drop in demand for semi-conductors since last quarter.

(195) Autotech expects its economic climate to remain as it is or even fall as much as 20% more in the future, and is trying to come up with innovative ways to cut costs in its manufacturing methods. "We have unwillingly decided to close one factory and cut 800 jobs, but we have no choice." An Autotech spokesman said.

Memorandum

To: All employees

Date: November 2, 2009

Dear all,

Some (191) employees' jobs may be terminated because of economic depression and business cutbacks, and they may get pay cuts or become unemployed right before New Year.

These are truly hard times for our company and (192) management has plans to cut staff (193) before the end of the year. Under increasing cost pressure, cost containment measures to offset our financial downtrend have been underway for two quarters. We did our best to cover cost, but it was still ineffective.

If you are concerned about your job security, please talk to your supervisor or the director of human resources. We value all our employees and the work they do. Downsizing would be our very last solution.

Simon Lee

President

191. What is the purpose of the memorandum and news? 主旨大意題

- (A) To let readers realize how serious current business downturn is
- (B) To raise people's awareness of security

- (C) To ask readers to support closing the factory
- (D) To tell people that there will be no cuts in the future

192. Who is **in charge of the cuts** in staff?

- (A) **The management**
- (B) Employees
- (C) Financial advisor
- (D) Marketing manager

193. If the company is downsized, **when would cuts in staff occur?**

- (A) Before Christmas
- (B) **Before New Year**
- (C) After New Year
- (D) Next quarter

194. Why did **Autotech's business not pick up?** 生意沒起色

- (A) They recently sold out most of their stock.
- (B) They never analyze their financial situation.
- (C) **Buyers have bought few semi-conductors lately.**
- (D) They never cover growing costs.

195. How does **Autotech expect its business** to change in the future?

- (A) They have no idea.
- (B) The same or better.
- (C) It'll be greatly slashed.
- (D) **The same or worse.**

Questions 196-200 refer to the following report and notices.

NEW SYSTEM AVAILABLE!

From now on, **you needn't buy tickets from the machine in the subway station or at the bus stop** every time you get on the train or bus, and we need not mention the hassle 麻煩 for you to get exact change.

Now any rider can buy a pre-paid, rechargeable card to use on our MRT train and transfers on all city bus services. Just buy an **add-value card, and each time you get on the train or the bus, the fare will be deducted from the card's remaining amount.** When its stored value runs out, just take it to any add-value machine at any MRT station, where you can add value to the card.

All add-value cards are valid forever from the date of purchase, so any money left on a card will not be nullified 廢止. We hope the system will allow for more convenient and pleasant train or bus rides.

New Fare Information

- ※ **Save 25% 28-DAY PASS** Valid for 28 calendar days, including intervening 介於中間的 weekends and statutory holidays, for any MRT trains, and transfers on all city bus services.
- ※ **Save 15% WEEKLY PASS** Valid for five MRT operating days, plus intervening weekends and statutory 法定 holidays, for any MRT trains, and transfers on all city bus services.
- ※ **RETURN TICKET** AM issued tickets valid for same day return on any MRT trains, plus transfers and unlimited travel on all **city bus services from 6 a.m. until 11 a.m., and from 2 p.m. to midnight.**
- ※ **ONE-WAY TICKET** Valid for one-way trips on any MRT trains, plus transfers and unlimited travel on connecting city bus services from 6 a.m. until 11 a.m., or 2 p.m. to 9 p.m.

196. Who are these notices aimed at?

- (A) People who liked the bus services
- (B) People who ride the subway
- (C) People who rarely ride the train and bus
- (D) **People who commute by train or bus**

197. Which is a characteristic of the add-value card?

- (A) Unlimited rides forever
- (B) Rides are not discounted
- (C) **The card's amount can be deducted while riding**
- (D) The card's value remains the same

198. What kind of ticket will cost you much, if you want to stay for 6 days?

- (A) **28-day pass**
- (B) Weekly pass
- (C) Return ticket
- (D) One-way ticket

199. When is the return ticket UNVALID on city bus services?

- (A) 7 a.m. until 9 a.m.
- (B) 4 p.m. to 8 p.m.
- (C) **3 a.m. to 5 a.m. (6 -11 a.m.)**
- (D) 8 p.m. to midnight

200. Which of the following is NOT mentioned in these two notices?

- (A) Train and city bus service links
- (B) Discount fare

(C) Half-fare for the elderly

(D) Round-trip ticket

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.