

## 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. Please contact Robert Chen for----- in purchasing office equipment.

- (A) store
- (B) type
- (C) help
- (D) furniture

102. The awards ceremony will be ----- on the third floor of the Park Station Hotel.

- (A) held
- (B) raised
- (C) taken
- (D) granted 授與

103. After Massey Corporation acquired Brawley, Ltd., the ----- of its stock rose twenty percent.

- (A) valuable
- (B) valuate
- (C) valued
- (D) value (the + N)

104. In March, the Grand Symphony Orchestra will present an ----- opera by talented newcomer Maria Cruz.

- (A) excite
- (B) excites
- (C) excited 修飾人
- (D) exciting (adj + N)

105. We hope to send----- tax documents to you by the end of the week.

- (A) you
- (B) your 所有格 + 名詞
- (C) yours
- (D) yourself

106. (All **materials**----- for the upcoming seminar) need to be copied at least two days in advance.  
 (A) called  
 (B) **required (All materials that are required...)**  
 (C) questioned  
 (D) invited
107. After the switch malfunction, electrical service on the main building was----- restored at 8 P.M.  
 (A) **finally**  
 (B) constantly 不變的  
 (C) consecutively 持續的 It has been raining for three consecutive days.  
 (D) usually
108. Traveling by train to Tokyo takes approximately one hour **less**----- traveling by car.  
 (A) for  
 (B) with  
 (C) as  
 (D) **than**
109. Because Hong Kong is home to people from all over the world, a ----- of fashion styles can be seen in the city on any given day.  
 (A) **variety** 不同 vary = differ = alter, various = different = diverse  
 (B) kind  
 (C) separateness 分開  
 (D) distance
110. Midtown Hospital compares----- with 不輸給 other hospitals and provides services at lower rates.  
 (A) favor  
 (B) favored  
 (C) favorable  
 (D) **favorably** 有利的
111. ----- there **had not been** slight delays in the bus service to the airport, Ms. Suzuki **would have caught** her scheduled flight to Brussels.  
 (A) **If** If...had not + Vpp, ....would have Vpp  
 (B) Whereas  
 (C) Unless  
 (D) Even
112. Magnum Plus cameras ----- very popular **right now** because they are so easy to use.  
 (A) became

(B) are becoming

(C) to become

(D) becomes

113. The most----- memo from the personnel department announced five new job openings.

(A) constant 不間斷

(B) recent

(C) occupied

(D) modern

114. The board of trustees 理事會 will ----- vote on the revised proposal at its meeting later this month.

(A) define

(B) definite

(C) definitive

(D) definitively 絕對性地 (adv + V)

115. Because of ----- extremely focused customer bases, small business owners can often respond quickly to new economic trends.

(A) they

(B) their + N (extremely focused customer bases)

(C) theirs

(D) them

116. Payment is----- at the time you check out of the conference center.

(A) expect

(B) expecting

(C) expected (be + Vpp)

(D) expectation

117. Officials attribute 歸因為 the----- in service to a software upgrade that makes the system run faster.

(A) improvement 改進

(B) exchange

(C) relief 安心

(D) lift 升起

118. Mark Jarvela, a junior employee, proposed an innovative project that has been funded by one of the organization's biggest-----.

(A) sponsor

(B) sponsors (one of the + Ns)

(C) sponsored

(D) sponsoring

119. Fargo Electronics has----- halted (**stop / cease / terminate**) production of its newest line of video games until retailers have sold off the existing surplus. 剩餘
- (A) consecutively 持續的
  - (B) energetically 精力充沛
  - (C) vacantly 空地
  - (D) temporarily 暫時**
120. Please note that this brochure is intended as information only and **does not replace or-----** the product warranty.
- (A) supplement 補充 (V) does not V<sub>1</sub> or V<sub>2</sub>**
  - (B) supplements
  - (C) supplemented
  - (D) supplementing
121. The cost of round-trip air transportation is included----- the nine-day cruise package..
- (A) by
  - (B) in**
  - (C) at
  - (D) to
122. Dr. Sato has indicated that there may soon be an----- for an apprentice 見習生 technician in the chemical-production laboratory.
- (A) open
  - (B) opened
  - (C) openly
  - (D) opening**
123. Mr. Hernandez **is not** available at the time the work crew is schedule to arrive, and----- **is** Ms. Hakkonen.
- (A) so
  - (B) also
  - (C) neither not ... , neither V + S = S + V..., either.**
  - (D) yet
124. The meteorological 氣象 agency **recommended that** tourists to the region (**should**) be----- dressed for frigid conditions.
- (A) suitable
  - (B) suitably 修飾動詞 is dressed**
  - (C) suitability
  - (D) suitableness
125. Please ----- the bottom portion for your records.
- (A) retain 保留**

- (B) retaining
- (C) retains
- (D) retained

126. Repairing the old copy machine would have---- half as much as buying a new one.

- (A) lasted
- (B) cost
- (C) spent
- (D) paid

人 + spend = It costs + 花費 = It takes + 時間

127. The market-research department **conducted** 引導帶領 a ----- on how often people listen to the radio while driving their cars.

- (A) design
- (B) response
- (C) survey
- (D) broadcast 廣播

128. Because the sales representatives were late leaving the office, there was very ----- time for us to talk before the client meeting.

- (A) little
- (B) small
- (C) short (a short time 短時間)
- (D) brief 簡短

129. Editors of the Financial Gazette 公報 reserve the right to review advertisements and correct ----- **errors** in spelling or format.

- (A) well (adj) 健康的
- (B) them
- (C) much
- (D) any

130. The National University **plays an important** ----- in preparing leaders for the country's educational system.

- (A) work
- (B) piece
- (C) role 角色
- (D) task

131. Research suggests the health benefits of whole grains come from the ----- of all the nutrients, not just the amount of fiber.

- (A) combination 結合
- (B) proximity 鄰近
- (C) working
- (D) settlement 安頓

132. Intercity Bus Company will be providing ----- bus service for holiday travelers next weekend.  
(A) frequent 密集  
(B) often  
(C) numerous + Ns  
(D) really
133. Although Dr. Obetz is qualified in several areas, nutritional health is one of her-----.  
(A) specials  
(B) specializes (V) (specialize in)  
(C) specialties (N) 專長 (specialty)  
(D) specialists (N) 專家
134. The president of Corvatech announced that this years annual report id ready to be -----to the company stockholders.  
(A) published 出版  
(B) distributed 分配，散布  
(C) transacted 處理 transact (formal) / do some business  
(D) disposed 配置 任憑處置 at one's disposal
135. The institution's ability to meet its----- growth levels will depend on the commitment of all staff.  
(A) objected 目的·對象  
(B) aimed 針對  
(C) targeted 目標  
(D) figured
136. Some officials stills need ---- of the importance of separate playing fields for young football and baseball players.  
(A) convince  
(B) to be convinced  
(C) be convincing  
(D) have convinced
137. ----- all the candidates applying for the job, Mr. Wang appears to be the most promising.  
(A) On  
(B) Between  
(C) Through  
(D) Of 在所有...中 Her latest CD is a compilation 編輯 of all her best singles.
138. In order to make room for new inventory, stores that ----- would not offer promotional discounts might advertise a limited-time sale.  
(A) solely

(B) further

(C) otherwise 指和前面內容相反

(D) fully

139. The manufacturer guarantees that its cosmetics products are good for three years or until the expiration date on the package,----- is sooner.

(A) what

(B) when

(C) that

(D) whichever 其中任一

140. The analyst's commentary in the progress report was sharply ----- of the leadership team.

(A) critical            be critical of 批評的

(B) critic 批評家

(C) critically

(D) criticism 批評

## PART 6

Directions: Read the text 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.**

Most consumers are familiar with bar codes. Those black-and-white stripes appear on almost every product purchased. Often the codes are scanned at the checkout counter, causing the item name and its price to appear on \_\_\_\_\_ the

- 141.** (A) so  
(B) either  
(C) each  
(D) both (both ...and...)

Cash register screen **and** the receipt. This gives a record to the consumer and helps store management monitor inventory.

Many delivery services use bar codes to track the progress of each envelope, package, or crate 條板箱 in transit. Every item \_\_\_\_\_ a bar code, which

- 142.** (A) having been issued  
(B) issuing  
(C) is issued 發行  
(D) to issued

Is read at a number of points from the moment it leaves the sender's hands to the moment the recipient accepts the delivery.

An interesting use for the bar codes has been developed by a scientist who works with bees. The scientist attached bar codes to the backs of individual bees in order to \_\_\_\_\_ them and to follow their movements. Laser scanners at

- 143.** (A) identify 辨識  
(B) mention 提到  
(C) contradict 矛盾  
(D) speculate 推測

The entrance of the hive read the bar codes to monitor how long each bee had been gone from the hive. By **keeping** \_\_\_\_\_ of individual bees, scientists

- 144.** (A) tracking  
(B) to track  
(C) tracked  
(D) track 追蹤 (keep track of)

hope to learn more about honey production . Knowing how far bees travel to gather pollen and how many trips they make back to the hive could eventually help beekeepers predict honey yields.

**Questions 145-148 refer to the following excerpt from a magazine story.**



**The “Real” Piryanka Sundarajan**  
**By Ranjit Singh, Staff Reporter**

While much has been written about famous media mogul 大人物 Piryanka Sundarajan, little is known about many aspects of her private life.

Ms. Sundarajan is married and has two sons. \_\_\_\_\_ her childhood

- 145.** (A) To spend  
(B) When she has spent  
(C) While spending  
(D) She spent

In Indonesia where her father was posted with the National Bank of India.

Ms. Sundarajan retains 保持 fond memories of the country. “I was \_\_\_\_\_ by

- 146.** (A) fascinated 著迷 (be fascinated by)  
(B) appealed to 呼籲  
(C) enjoyed  
(D) appreciated

Everything about Indonesia—especially the architecture.”

At United Media Corporation, \_\_\_\_\_ Ms. Sundarajan founded as a young

- 147.** (A) which  
(B) where ( 介系詞+ which)  
(C) who  
(D) what

College graduate, she is recognized as a tough negotiation. However, she is even better known for her ability to \_\_\_\_\_ quality employees satisfied: hardly one

- 148.** (A) obtain 得到  
(B) keep (keep + O + OC)  
(C) hire  
(D) stay

Person from the company’s senior staff—be it director, general manager, or deputy general manager—has left the organization in the last fifteen years. Employees attribute this to Ms. Sundarajan’s outstanding leadership qualities.

**Questions 149-152** refer to the following advertisement.

## SALES STAFF WANTED

At Keller Travel, we believe our unrivaled 無人可比 reputation for offering efficient and friendly service to our customers can be \_\_\_\_\_ entirely to the

- 149. (A) adapted 適應
- (B) acknowledged 認同
- (C) acclaimed 歡呼
- (D) attributed 歸因

Commitment, quality, and enthusiasm of our staff.

We are looking for well-traveled, energetic people to join our exceptional team. We(S) work(V) long hours, \_\_\_\_\_ weekends, in a very busy

- 150. (A) includes
- (B) inclusive
- (C) including ( S + V....., Ving.....)
- (D) included

Sales environments, but there are marvelous travel opportunities and a lively and sociable atmosphere \_\_\_\_\_ one of the travel industry's

- 151. (A) as well as 和
- (B) since
- (C) additionally
- (D) moreover

best salary packages. All new recruits will undergo 經歷 our comprehensive training

- 152. (A) programmable
- (B) programmer
- (C) program
- (D) programmed

To apply, please send your resume with a letter detailing your qualifications to :

Deirdre Andersen  
Keller Travel  
210 Elliot Street  
Boston, MA 02201

## 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 153-154 refer to the following e-mailing message.

**\*E-mail\***

From:

To:

Marta:

I'm sorry I didn't respond to your e-mail earlier. I had a problem with my e-mail system for a few days, and I wasn't able to retrieve new messages. I would be delighted to take on the assignment you propose. Please send me all the details about the project and the deadline. I will be out of town next week, but I look forward to hearing from you.

Megan

153. What is Megan's main purpose in writing this e-mail?
- (A) To apologize to Marta for not finishing an assignment
  - (B) To tell Marta she will accept an assignment**
  - (C) To tell Marta she will be unable to complete an assignment on time
  - (D) To explain to Marta her problems with an assignment
154. Why did Megan not respond to Marta earlier?
- (A) She needed to work on another project.
  - (B) She was not able to accept new work.
  - (C) She was out of town.
  - (D) She has a computer problem.**

Questions 155-156 refer to the following letter.

Lamberts Bank  
206 Rampton Hill  
Thompson, WY 82073-3341

June 26

Mr. Michael Hunter  
92 Woodvale Road  
Wilton, WY 82007

Dear Mr. Hunter:

Your application for a bank account has been successful, and we are able to offer you the following:

- Checkbook
- Check guarantee/debit card
- Use of Lamberts automatic teller machines (ATM's) and CONNEX ATM's
- Online banking and 24-hour telephone banking

A copy of the bank account conditions that apply to your account is enclosed.

Please deposit a minimum of \$100 into your account. Once this has cleared, we will send your check guarantee/debit card to you.

Thank you for your business.

Sincerely,

Jean Villiers

Jean Villiers (Ms.)

Accounts Manager

155. Why is the bank writing to Mr. Hunter?

- (A) He lost his checkbook and check guarantee card.
- (B) There are new charges to his account.
- (C) He asked to open an account.
- (D) He needed instructions for using the ATM's.

156. What is Mr. Hunter asked to do after receiving the letter?

- (A) Telephone the bank
- (B) Register online
- (C) Sign a contract
- (D) Make a deposit

Questions 157-159 refer to the following letter.

Excelon Travel Service, Inc.  
711 Market Street  
San Francisco, California 94102

Dear Mr. Mirza:

Thank you for giving Excelon Travel Services the opportunity to **arrange your family's vacation** travel plans. As an additional service to you, we have provided an overview of your travel and hotel arrangements(all times are local):

Date	Flight No.	Place/Time Depart	Place/Time Arrive
March 3	CM045	San Francisco-8:40 A.M.	Honolulu-10:50 A.M.
March 10	CM1226	Honolulu-1:00 P.M.	San Francisco-8:50 P.M.

Upon your arrival at Honolulu, your rental car will be waiting for you-just go to the **Fritz Rentals** service desk. As we discussed, room reservations have been made at the Mahalo Hotel; **directions to the hotel will be available at the car rental desk.**

We pride ourselves on over twenty years of providing the highest level of customer satisfaction and would very much appreciate your feedback on your experience with Excelon Travel Services. To help us continue to improve, please visit our Web site at [www.excelonts.com](http://www.excelonts.com) and **fill out our customer satisfaction survey.**

Sincerely,

Janet S. Ono

Janet S. Ono

Customer Service Associate

Excelon Travel Services

**157.** Why will Mr. Mirza travel to Honolulu?

- (A) To conduct a business transaction
- (B) TO attend a conference
- (C) To set up a Web site
- (D) To go on vacation with his family**

**158.** Where will Mr. Mirza get directions?

- (A) At the travel agency
- (B) At the Fritz Rental desk**
- (C) At the Mahalo Hotel
- (D) At Excelon's Web site

**159.** What does Ms. Ono ask Mr. Mirza to do?

- (A) Call her when he gets to Honolulu
- (B) Send payment as soon as possible
- (C) Complete a survey**
- (D) Give her his e-mail address

Questions 160-162 refer to the following article.

### £ 50m Print Works 工廠 to Open

The city of Reading this week landed one of the biggest and most significant 重要的 investments in the city in years—a £ 50m print works that promises 1,000 jobs. The Scorpia Group, one of Europe's largest independent printing companies, has chosen a site on Compton Way for its new plant. This was the former Hartland Steelworks location.

Local leaders are delighted at the prospect of hundreds of highly skilled jobs and training opportunities being created in the Reading area. Robert Andrews, chief executive of the Reading City Investment Initiatives said, "The scale and nature of this project will give a huge boost to the local economy."

The printing plan will offer top-quality and fast color production of magazine, catalogs, and other publications. The Compton Way site is owned by Scorpia's development partner, which was asked to draw up plans for the site. The company has chosen the Compton Way site on the basis of its location, the financial grants that are available from the central government, and the local labor market.

The chief executive of Scorpia said, "The location of our new plant, with access to the road network and rail freight links, and the reputation of the workforce in the region had a big impact on our decision-making process. In addition, the attitude and cooperation of local authorities in Reading is a positive example to the rest of the country of how to attract new investments."

**160.** What is the article mainly about?

- (A) Job openings at a steelworks factory
- (B) Investment opportunities in Europe
- (C) The proposed site of a new plant
- (D) New laws enacted by the Reading City Council

**161.** What is NOT mentioned as a reason for choosing the location on Compton Way?

- (A) It has good road and trail links.
- (B) It has been enlarged recently.
- (C) The government offers financial assistance.
- (D) Plenty of labor is available locally.

**162.** Why does the head of Scorpia praise Reading's local government?

- (A) It has established strong ties with Europe.
- (B) It cooperates with the local news reporters.
- (C) It has encouraged development in the city.
- (D) IT offers financial aid to residents.

Questions 163-165 refer to the following memorandum.

**Memorandum**

To: Motor Pool Users  
From: Hafid Benabou, Director  
Date: February 27  
Subject: Motor Pool Checkout Card

**Company policy states** 説明 everyone who use a company vehicle must have a valid motor pool checkout (MPC)card. All MPC cards will expire April 30.

Current cardholders should apply for renewal by March 31. New cards will be approved only for employee drivers fulfilling the requirements below.

1. Vehicles are lent ONLY to carry company business.
2. All drivers must be **in compliance with** 依照 all current motor vehicle laws.
3. All drivers must complete an eight-hour National Safety Council (NSC)defensive driving course before an MPC car will be issued.

Please fax MPC card requests to Mark Fernandez(1149 27384). Include your **driver's license number and expiration date, a certified copy of your driving record** (obtainable from the central police station), **and a copy of your NSC defensive driving** 防禦駕駛 **certificate**. To enroll in the defensive driving course(**next session, March15**), phone Jennifer Latourche(ext.2525).

**163.**What is the purpose of the memo?

- (A) To announce a change in staffing assignments
- (B) To notify employees of a new course
- (C) To remind employees of a company policy**
- (D)To introduce new staff members

**164.** When does the next driving course start?

- (A) February 27
- (B) March 15**
- (C) March 31
- (D) April 30

**165.** What does NOT need to be faxed with the card request?

- (A) Driver's license information
- (B) A copy of a driving course certificate
- (C) A copy of a driving record
- (D) A copy of the old MPC card**

**Questions 166-169** refer to the following letter.

December 4  
Benedetto Consulting Services  
Riva Schiavoni 5321  
Venice, Italy

Dear Sir/Madam:

I am interested in applying for the managing **consultant position** you have posted on your Web site. I believe that my background and experience make me an attractive candidate for your consideration.

After graduating from State University, I founded a small computer graphic-design company, **Online Style**. This company became increasingly successful over the years. I hold 65 percent of the shares and **continue on its board of directors as chairperson**, although I have relinquished 放手 my position as general manager and stepped down as CEO.

The agency I now direct, Business First, provides consulting services for companies interested in improving the effectiveness of their advertising. Despite the success of this new business venture, I am seeking at this time to **relocate to Venice for personal reasons**.

As you can see from the enclosed resume, I have a broad **background in business development and marketing as well as advertising**. Despite the success of this new business venture, I am seeking for large audiences and planning successful business meetings.

I believe my skills and abilities fit the description of the person you are seeking. While I am knowledgeable about general business issues in both the domestic and international arenas, I will want to thoroughly understand those that are unique to your business, and I am confident that I can do so rapidly. One of your requirements, **maintaining good community relations, happens to be one of my greatest strengths**. I would be happy to provide you with names of people who can personally testify to this.

I would welcome the opportunity to discuss how my skills could benefit your organization. Please find my telephone number and e-mail address in my resume. I look forward to hearing from you.

Sincerely,  
Estelle Juti  
Estelle Juti  
enclosure

**166.** How is Ms. Juti currently involved with Online Style?

- (A) She is the business manager.
- (B) She is the chairperson of the board of directors.**
- (C) She is the financial consultant.
- (D) She is the head graphic designer.



**167.** What kind of service does Business First provide?

- (A) Marketing
- (B) Foreign investment
- (C) Consulting
- (D) Computer repair

**168.** What does Ms. Juti say about why she wants to relocate to Venice?

- (A) Her new company is not successful.
- (B) Her reasons are personal.
- (C) She needs more experience.
- (D) Her family is in Venice.

**169.** What does Ms. Juti NOT say is one of her qualifications?

- (A) She has worked in many different countries.
- (B) She has extensive business experience.
- (C) She has a background in advertising.
- (D) She has expertise in arranging business meetings and presentations.

**Questions 170-172** refer to the following information.

Milltown Community Theater  
Board Meeting Minutes  
Sunday, November 16  
Milltown Public Library

**OPENING:** President Eliot Rogers conducted the meeting. He introduced the new board member, Anita Russell. Ms. Russell has volunteered at the theater since its beginning. She most recently worked to successfully secure financial support for next season's productions.

**MINUTES:** Minutes from the September 28 meeting were approved with minor corrections.

**FINANCIAL REPORT:** The financial statements from October were reviewed by Patty Schmidt, Treasurer.

會計・出納 She explained that recent reductions noted in the operating fund were due to a rise in the price of heating oil. Schmidt noted that a grant has been received from the Acme Saving Bank. These funds will be used to initiate a summer program for children.

**DEVELOPMENT COMMITTEE:** Members of the committee led discussions of recent attempts to obtain new grants 同意・補助金, other fund-raising possibilities, and an initiative to attract publicity for the theater through local business.

**NEXT BOARD MEETING:** The next meeting of the board will be on Sunday, January 25, at 2:00 P.M. in the Milltown Library.

Meeting adjourned at 3:45 P.M.

Respectfully submitted,  
Nancy Fordham  
Nancy Fordham

170. Who was in charge of conducting the meeting?

- (A) Eliot Rogers
- (B) Anita Russell
- (C) Patty Schmidt
- (D) Nancy Fordham

171. What has recently increased?

- (A) The cost of gifts for new board members
- (B) Fees for administering a grant
- (C) Expenses for a summer program for children
- (D) The cost of heating fuel

172. What was NOT discussed in the meeting?

- (A) Efforts to increase funding
- (B) Advertising in the local community
- (C) Plans to attract new volunteers (attract publicity for the theater through local business.)
- (D) The report of the September meeting

Question 173-176 refer to the following letter.

**Peterson Turbines**  
**500 Main Boulevard**  
**Peoria, IL55490**

June 20

Mr. Fred Higgins

President

First Rate Lawn Supply

31 Nightshade Street

Peoria, IL55490

Dear Mr. Higgins:

Three years ago we chose to buy lawn sprinkler 灑水 valves 閥 from our new headquarters because we knew of you as a neighborhood business that lives up to the reputation of its company slogan: "Quality is our main priority."

As you may recall, your sales representative Andrew Peterson spoke to me at length about our needs. I told him that we were more interested in durability than in saving a few dollars. Andrew said that you carried both brass and plastic valves, brass for \$75 each and plastic for \$50 each, both from reliable manufactures. We knew that the brass are usually good for 6 years. Andrew assured us that the plastic would hold us as well, if not better.

On Andrew's recommendation our company purchased 48 plastic automatic sprinkler valves from you. Over the past 3 months the sleeve connecting the top of the valve to the main water pipe has burst or cracked on 12 of the valves. Last Sunday one-third of the lawn was out flooded for a full day, since 2 valves broke while our small maintenance crew was out handling a problem in another building across town.

The result is that besides repairing considerable damage to the lawn (estimates run about \$1,000), we will need to replace the 12 valves.

We are aware that our warranty expired a year ago. However, since the plastic valves were purchased on your recommendation, we think you should be willing to stand behind your work and **provide the labor to install brass valves**. We are willing to pay for the new valves themselves.

Sincerely yours,

Maria Palmer

Maria Palmer

Maintenance supervisor

**173.** When did Peterson Turbines purchase valve from First Rate Lawn Supply?

- (A) Three months ago
- (B) Six months ago
- (C) One year ago
- (D) Three years ago**

**174.** Why did Peterson Turbines choose to do business with First Rate Lawn Supply?

- (A) First Rate had offered a substantial discount.
- (B) First Rate had a reputation for commitment to quality.**
- (C) First Rate had the best selection of products.
- (D) First Rate had relocated to a convenient neighborhood.

**175.** Who is Andrew Peters?

- (A) An employee of First Rate Lawn Supply**
- (B) The owner of Peterson Turbines
- (C) A colleague of Maria Palmer
- (D) A salesperson at the valve manufacture

**176.** What does Maria Palmer ask Mr. Higgins to do?

- (A) Repair damage to her lawn
- (B) Pay the water-damage bill
- (C) Provide workers to replace the valves**
- (D) Pay for new brass valves

Questions 177-180 refer to the following letter.

Department of International Business  
Bangkok Business University  
1855 Henry Dunant Road \* Bangkok10330

March 30

Ms. S. Veratanavanit  
Diwikar Oil and Gas Corporation  
Bangkok

Dear Ms. Veratanavanit,

I am writing to thank you for authorizing Mr. Shinawakra of your staff to arrange a very fruitful visit by fifteen graduate students and faculty from the Bangkok Business University to the Diwikar Oil and Gas Corporation. Mr. Shinawakra planned a very interesting round-table discussion in the morning with several of your senior executives responsible for strategy implementation, concentrating in particular upon consumer behavior, cost dynamics, and corporate social responsibility-some of my students' particular areas of interest.

After eating lunch with the group, Mr. Shinawakra presented a very professional summary of career opportunities in corporate Thailand, especially at Diwikar Corporation. As a former executive of Diwikar, I was pleased that **he did such an excellent job representing the company**. We were all extremely **impressed by many details of the visit**.

Very truly yours,

**Thaksin Panupong**

Thaksin Panupong

177. What is the purpose of this letter?

- (A) To commend a company employee (讚美 commend / compliment / praise)
- (B) To authorize an official visit
- (C) To arrange for a discussion
- (D) To explore future collaborations

178. Where does Thaksin Panupong work?

- (A) At an accounting office
- (B) At a travel agency
- (C) At a university
- (D) At an engineering firm

179. Which of the following did the visitors NOT do in the afternoon?

- (A) Teat lunch with Mr. Shinawakra
- (B) Take a tour of Diwikar Corporation
- (C) Learn about corporate Thailand
- (D) Hear about career opportunities

180. What does Thaksin Panupong say about Mr. Shinawakra?

- (A) He works in the human resources department.
- (B) He has a good sense of humor.
- (C) His position is senior executive.
- (D) He is attentive to detail.

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

Graphic Designer wanted. Design and create graphics for **weekly newspaper**.  
University degree in communication art or design necessary, plus one year of **job-related experience**.  
Familiarity with publishing helpful. Applicants should also possess knowledge of current trends in  
technology. Send resume by **July5** to Betty Kang, Computer Times Weekly, 225 Camble St., Vancouver,  
BCV5Z1M2or  
bkang@computertw.com

From: Tanaka, Stephen

To: Kang, Betty

Cc:

Subject: Graphic Designer Position

Sent: Fri.6/1511:33 AM

Dear Ms. Kang:

I am writing in response to your advertisement for a graphic designer that appeared in the May 30 issue of the BC Bulletin. I believe **I am very qualified for this position**. As you will see from **my attached resume**, I have a college degree in communication design and have worked as a graphic designer in Los Angeles **for the past two years**. I will be relocating to the Vancouver area on August 1, and I am available for employment from that time.

Please do not hesitate to contact me if you need additional information. I will be happy to supply references and to submit a portfolio of my designs.

Sincerely,

Stephen Tanaka

stanaka@email.net

181. Where does Betty Kang work?

- (A) At a university
- (B) At a public-relations firm
- (C) At a computer store
- (D) At a newspaper

182. What is NOT mentioned as a requirement for the position?

- (A) Former employment in graphic design
- (B) Knowledge of computer programming

- (C) A college degree in the field
- (D) Familiarity with recent developments in technology

183. By what date should applicants respond to Betty Kang?

- (A) May 30
- (B) June 15
- (C) July 5
- (D) August 1

184. Why does Stephen Tanaka mention his work in Los Angeles?

- (A) He has more experience than the minimum amount required.
- (B) He met Betty Kang once at his office there.
- (C) He needs more advice about a project he is doing.
- (D) He is not sure if his background is appropriate.

185. What did Stephen Tanaka send with his e-mail?

- (A) An advertisement
- (B) Some designs
- (C) Some reference
- (D) A resume

Question 186-190 refer to the following two memos

MEMO

TO: ALL Staff

FROM: Norma Nguyen, product-development team

DATE: May 13

RE: Request for new product ideas

I would like to announce that a product-development team has formed to review new Product ideas for personal-care products. We strongly encourage you to submit any ideas you have for new products. One advantage of submitting your ideas through the team is that we make your participation in the development of the product possible, giving you valuable insights into the development process as whole.

The team has created an idea submission guide, which outlines the kind of information necessary for the team to review your new product idea, offer you feedback, and move your idea forward toward implementation. Please contact me if you would like me to send you a copy of the guide.

Please do not hesitate to contact me, or any member of the team, if you have questions about the new product-submission procedures. We look forward to your participation!

TO: Norma Nguyen  
FROM: Sam Patel  
DATE: May 17  
RE: Request for new product ideas

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I have little experience in the area of developing personal-care products, but I have been thinking about the potential of a hair-care product line for men that might interest the product-development team. Please **forward a copy of the idea submission guide to me**. In addition, I would like to talk with you to make sure this is the type of product your team is interested in developing. Please contact me at extension 553 at your earliest convenience.

**186.** What is the purpose of Norma Nguyen's memo?

- (A) To announce a new line of personal-care products
- (B) To tell staff about a new product-development team**
- (C) To encourage staff to buy personal-care products
- (D) To ask staff to review competitors' products

**187.** What is a stated advantage of contacting the product-development team?

- (A) Employees can receive a bonus for developing a successful product.
- (B) Employees can participate in developing the products they have proposed.**
- (C) Employees can meet regularly to come up with new product ideas.
- (D) Employees can get discounts on new products.

**188.** What can be inferred about the idea submission guide?

- (A) It is being sent to every employee.
- (B) It gives examples of new products.
- (C) It is attached to Ms. Nguyen's memo.
- (D) It explains the new product-development process.**

**189.** Who is Sam Patel?

- (A) An applicant for a job
- (B) A member of the product-development team
- (C) An employee with an idea**
- (D) A hair-care specialist

**190.** What will Norma Nguyen probably do when receives the memo from Sam Patel?

- (A) Send him the idea submission guide**
- (B) Contact him for a job interview
- (C) Ask him to submit a cost analysis his idea
- (D) Ask him about his experience working on personal-care products

Question 191-195 refer to the following article and letter

STEREO REVIEW  
SMALL WONDER MAKES BIG SOUND

by William Franklin

After 30 years at Superior Sound Labs(SSL), legendary audio engineer John Anderson has left and started an independent firm, Anderson Associates, to sell his latest creation. The **A2000 radio is only 5 centimeters tall**, but despite its small dimensions, it delivers excellent sound and usually gets very good reception. Mr. Anderson is best known as one of the engineers who invented the RX3 noise-reduction system.

From the outside, the design of his new product is breathtakingly simple. The A2000 radio consists of two knobs and a speaker-the large knob is the tuning dial and the small one controls the volume. **The A2000 sounds far better than anything else in its modest price range.** I tested it against an expensive stereo system I own and was very surprised at how well its performance compared. My only complaints are that the radio comes only in white and that I had a little trouble picking up one of my favorite stations on the tuner.

To: **Editors of Stereo Review**

Thank you for your positive review of our new product. I feel that the A2000 is designed for people who care more about how a radio sounds than how it looks. However, my business partners have convinced me that not everyone feels the way I do. Consequently, I would like to inform your readers that we will be releasing the A2000 in four decorator colors in time for the holidays this year.

**To improve FM reception, try moving the radio closer to a window or outside wall, plugging it into a different outlet, or moving around the power cord(which also functions as an antenna wire).**

By the way, your review contains one inaccuracy that I would like to take this opportunity to correct. **I was an engineer employed by SSL** at the time that RX3 was developed, but I was not involved with that project in any way.

Sincerely,

John **Anderson**

President, Anderson Associates

191. What is unusual about the A2000?

- (A) Its distribution system
- (B) Its color
- (C) Its development
- (D) Its size**

192. What comparison is made in the review?

- (A) The RX3 to the A2000
- (B) The product's performance to the product information brochure



(C) The A2000 to an expensive stereo system

(D) Superior Sound Labs to Anderson Associates

193. What is the purpose of Mr. Anderson's letter?

(A) To correct information in a previous letter

(B) To inform the editors of a new partnership

(C) To respond to comments in a magazine article

(D) To request extra copies of a magazine

194. What was Mr. Anderson's occupation when he worked at SSL?

(A) Musician

(B) Engineer

(C) Editor

(D) Historian

195. What suggestion does Mr. Anderson NOT make to Mr. Franklin about his radio?

(A) Adjust the power cord

(B) Put it near a window

(C) Plug it into a different outlet

(D) Buy a newer model

Question 196-200 refer to the following two letters.

### BLACK DIAMOND ARCHIVES

February 27

Ms. Susan Lanford  
Lanford, Ltd.

Dear Ms. Lanford,

Thank you for your recent inquiry regarding our **filing services**. This letter is to follow up on our call of February 23 and to set forth our terms in writing for your reference and company approval.

As you know, Black Diamond Archives has been a trusted partner since 1937 to the thousands of companies that turn to us for their records management needs. We have 400 records centers worldwide where we offer storage, duplication, and shredding of documents.

In our conversation we discussed the standard pick-up and storage rate for approximately 40 to 50 cartons of files, to be taken to our fully air-conditioned Westhaven facility. I am pleased to inform you that **after further consideration I am able to offer you a special volume rate of \$300 per month, plus a \$60 pick-up fee, effective March 1**. If this special rate is acceptable, please call me at 699-555-1857 as soon as possible, and I will send over an authorization form for your signature. I look forward to doing business with you.

Yours truly,

Jeremy Tartt

Jeremy Tartt

Manager

### DIAL-A-FILE HOME OFFICE SERVICES

Dear Ms. Lanford,

Your company's name was given to us as someone who might be interested in huge savings on their **file organization costs**. You may not have heard of us before now, but ask any of our customers about Dial-A-File, and you'll hear about our great reputation.

Call us anytime, and we'll bring a large filing cabinet to your office very quickly on the same day. When it is full and ready to be stored, just call us again, and we'll pick up within three hours. Anytime you need access to those files, we will deliver the cabinet to your office **within 24 hours**. That is the Dial-A-File advantage: we come to you whenever you need us. We even offer free pickup and delivery for customers signing a five-year contract.

Our storage facility has state-of-the-art security and **automatic climate control systems**. For more information about our services and customer testimonials, please check out our Web site at [www.dialafile.com](http://www.dialafile.com).

Sincerely yours,

196. What service do both these companies provide?
- (A) They store files.
  - (B) They record meetings in company offices.
  - (C) They provide air-conditioning for office facilities.
  - (D) They design filing cabinets.
197. What feature is advertised by both companies?
- (A) Extended contracts
  - (B) Superior security
  - (C) Free pickup
  - (D) Temperature control
198. What can be inferred about the \$300 monthly rate Mr. Tartt offers Ms. Lanford?
- (A) It is lower than his previous offer.
  - (B) It is applicable at all Black Diamond facilities.
  - (C) It is cheaper than the Dial-A-File rate.
  - (D) It will double after March 1.
199. What can be inferred about Mr. Weinstein from his letter?
- (A) He manages the Black Diamond Web site.
  - (B) He works at a facility in Westhaven.
  - (C) He has not done business before with Lanford, Ltd.
  - (D) He is interested in buying office furniture.
200. What does Mr. Weinstein emphasize about the service provided by his company?
- (A) It has a money-back guarantee.
  - (B) It is very fast.
  - (C) It is inexpensive.
  - (D) It is available internationally.