

# **SAMPLE TEST**

## **ENGLISH PROFICIENCY EXAMINATION**

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**THIS SAMPLE TEST HAS BEEN PREPARED TO HELP STUDENTS PLANNING TO TAKE THE ENGLISH PROFICIENCY EXAM GIVEN BY THE SCHOOL OF FOREIGN LANGUAGES, IZMIR UNIVERSITY OF ECONOMICS.**

**THE SCHOOL OF FOREIGN LANGUAGES HAS THE RIGHT TO DECIDE ON THE NUMBER OF QUESTIONS, THE VALUE OF EACH QUESTION IN THIS TEST AND THE TIME ALLOTTED FOR THE EXAM. SUCH INFORMATION IS ANNOUNCED AT LEAST A WEEK BEFORE THE ACTUAL EXAM IS ADMINISTERED. THE SAMPLE TEST IS A SHORTER VERSION OF THE ORIGINAL ENGLISH PROFICIENCY EXAM.**

**THE ENGLISH PROFICIENCY EXAMINATION CONSISTS OF THREE PARTS:**

- 1. LANGUAGE USE (GRAMMAR AND VOCABULARY)**
- 2. WRITING**
- 3. READING COMPREHENSION**

**THE EXAM IS ADMINISTERED IN TWO STAGES; THAT IS, THERE WILL BE A BREAK (20-30 minutes) BEFORE THE THIRD SECTION BEGINS.**

**THE QUESTIONS IN THE SAMPLE TEST ARE SIMILAR TO THE ONES IN THE ORIGINAL TEST.**

**THE ANSWER KEY HAS BEEN PROVIDED AT THE END OF EACH PART/SECTION.**

## **PART I: LANGUAGE USE**

IN THIS PART, A STUDENT'S AWARENESS OF THE ESSENTIALS OF ENGLISH GRAMMAR IS ASSESSED. THIS PART CONTAINS MULTIPLE CHOICE QUESTIONS ONLY. FOR EACH QUESTION THERE IS ONE CORRECT OPTION AND THREE WRONG ITEMS (DISTRACTORS). STUDENTS ARE EXPECTED TO MARK THE CORRECT ALTERNATIVE. WHILE DETERMINING A STUDENT'S OVERALL GRADE, ONLY THE CORRECT OPTIONS ARE TAKEN INTO CONSIDERATION. WRONG ANSWERS WILL NOT BE DEDUCTED FROM HIS/HER OVERALL GRADE.

### **A. Sentence Completion: Mark the alternative which best completes each sentence given below (Questions: 1 – 15).**

1. He inquired \_\_\_\_\_ the postman had brought anything for him.  
a) that  
b) whether  
c) about  
d) what
2. Can one tractor do \_\_\_\_\_ ten horses?  
a) more work  
b) as many as work  
c) as much work as  
d) so much work that
3. \_\_\_\_\_ the money paid to you without delay when you arrived there?  
a) Did  
b) Was  
c) Is  
d) Has
4. The government has almost doubled \_\_\_\_\_ on computer education in schools in Turkey.  
a) its spending  
b) it's spending  
c) that it spends  
d) which is spent
5. \_\_\_\_\_ is often achieved with fewer workers and technologically improved machines, not the other way around.  
a) Efficiently produced  
b) More production efficient  
c) Produced efficiently  
d) More efficient production
6. I promise I won't forget \_\_\_\_\_ the cat when I get home.  
a) feeding  
b) to feed  
c) being fed  
d) to be fed

7. He pretended \_\_\_\_\_ the “No Parking” sign.  
a) not noticing  
b) not having noticed  
c) didn’t notice  
d) not to have noticed
8. From now on, we won’t be able to go out as much as we \_\_\_\_\_.  
a) were  
b) are going to  
c) used to  
d) will
9. The two cars for sale were in poor condition, so I didn’t buy \_\_\_\_\_ of them.  
a) either  
b) neither  
c) both  
d) each
10. You blew up the whole system! You \_\_\_\_\_ those two wires.  
a) have been connected  
b) shouldn’t have connected  
c) were connecting  
d) wouldn’t be connecting
11. \_\_\_\_\_ of the Amazonian ecosystem is one of the biggest problems of this century.  
a) Destruction  
b) Having destructed  
c) Destructing  
d) To destruct
12. Religious and ethical arguments \_\_\_\_\_ genetic manipulation and human cloning differ from each other.  
a) regarding  
b) to regard  
c) which regards  
d) being regarded
13. Global economic policies \_\_\_\_\_ more concerned with fighting poverty nowadays.  
a) would rather  
b) had been  
c) should be  
d) must have
14. It is difficult to maintain economic stability \_\_\_\_\_ wildly fluctuating exchange rates and uncontrolled capital flows.  
a) because  
b) as  
c) provided that  
d) due to

15. Research has shown that there is a relationship \_\_\_\_\_ pace of life \_\_\_\_\_ rate of stress-related diseases.

- a) both ..... and  
b) between ..... and  
c) neither ..... nor  
d) not only ..... but also

**B. Mark the alternative which best completes the sentences to form a meaningful paragraph.**

**Questions: 16 – 30**

The modern cash machine 16 during the early 1970s. Until then, only 17 banks had old-fashioned cash dispensers 18 out money.

- |                      |                |                |
|----------------------|----------------|----------------|
| 16. a) created       | 17. a) a few   | 18. a) gave    |
| b) was being created | b) a little    | b) that given  |
| c) that created      | c) few of them | c) being given |
| d) was created       | d) none        | d) which gave  |

In the nineteenth century, economists believed that 19 limits to human wealth. In their opinion, 20 one man became richer, another grew poorer. If a country wished to improve its standard of living, it 21 export more than it imported. Consequently, in Britain, the main argument in those days was about free trade and protectionism. The owners of textile factories naturally supported free trade. The landowners and farmers, 22, were afraid of foreign competition. Free trade won, because Britain, at that time, was able to buy 23 cheap raw materials as it needed from its colonies and 24 them again as finished goods. Otherwise, import controls 25 damaged its position as the strongest manufacturing nation in the world.

- |                         |               |                      |                  |
|-------------------------|---------------|----------------------|------------------|
| 19. a) there are        | b) there were | c) as there          | d) they are      |
| 20. a) during           | b) for        | c) at one time       | d) when          |
| 21. a) is supposed to   | b) needn't    | c) had to            | d) don't have to |
| 22. a) as a result      | b) similarly  | c) on the other hand | d) therefore     |
| 23. a) as many          | b) too much   | c) so many           | d) as much       |
| 24. a) having sold      | b) had sold   | c) selling           | d) sell          |
| 25. a) which might have | b) would have | c) that could have   | d) had been      |

The results of a new survey 26 recently in the form of a report have led to a certain amount of discussion. The survey 27 by a team of educationalists from Coventry University, chaired by Prof. B. J. Martin. According to the report, which claims 28 strong statistical evidence, children 29 a number of different schools because of their parents 30 around the country are not academically successful.

- |                                                                                         |                                                                                   |                                                                 |
|-----------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-----------------------------------------------------------------|
| <b>26.</b> a) have published<br>b) publishing<br>c) have been published<br>d) published | <b>27.</b> a) conducted<br>b) conducting<br>c) was conducted<br>d) was conducting | <b>28.</b> a) to have<br>b) to be<br>c) having been<br>d) being |
| <b>29.</b> a) being attended<br>b) who attend<br>c) attended<br>d) attend               | <b>30.</b> a) have moved<br>b) having to move<br>c) move<br>d) have to move       |                                                                 |

**C. Sentence Construction: Mark the alternative which best completes each statement to make grammatically correct sentences.**

**Questions: 31 – 35**

**THE OBJECTIVE OF THIS PART IS TO ASSESS A STUDENT'S ABILITY TO DETECT COMPOUND AND COMPLEX SENTENCES, AND APPROPRIATE LANGUAGE STRUCTURES.**

- 31.** The harder you study, \_\_\_\_\_.
- a) you will be able to pass
  - b) your parents will be proud of you
  - c) the more successful you'll be
  - d) the results will be better
- 32.** What you did \_\_\_\_\_.
- a) was unforgivable
  - b) you will be sorry for that
  - c) they can question you
  - d) which I told you not to do

33. One of the most critical \_\_\_\_\_.
- a) areas of the world, the Middle East
  - b) questions was yours.
  - c) moments when he reached the peak of the mountain
  - d) things you have done during the lab experiment
34. The man who attacked the girl \_\_\_\_\_.
- a) and killed her
  - b) managed to run away
  - c) in the middle of the street
  - d) while she was walking home
35. Switzerland is one of the countries which \_\_\_\_\_.
- a) you can find beautiful watches there
  - b) have wonderful ski resorts
  - c) offer perfect banking services
  - d) lacks oil

**D. Giving Responses: Mark the alternative which best answers/reacts to the comments/questions.**  
**Questions: 36 – 40**

**THE OBJECTIVE OF THIS PART IS TO ASSESS A STUDENT'S ABILITY TO COMPREHEND A SPOKEN INPUT, IDENTIFY ITS PURPOSE AND PROVIDE AN APPROPRIATE RESPONSE.**

36. **A:** You don't look very surprised to see me!  
**B:** \_\_\_\_\_.
- a) I took advantage of your being away
  - b) I knew you would come
  - c) I'm often very surprised
  - d) No, I don't see you very often
37. **A:** I'm sure she'll manage to solve the problem. She's very sensible, isn't she?  
**B:** Yes, \_\_\_\_\_.
- a) you're right. She is very sensitive.
  - b) I think she won't be able to solve the problem
  - c) she is a reasonable person.
  - d) I knew she could have done that
38. **A:** Does your company currently need to take on new staff ?  
**B:** \_\_\_\_\_.
- a) They could have employed at least ten more workers
  - b) Yes, I've seen so many new faces around
  - c) The new staff will have to go through the training program
  - d) Probably! Do you want me to inform you if they do?

39. A: The media in your country seems to play a strong role in the conduct of your government.

B: \_\_\_\_\_.

- a) Is this a generalization about all of these items?
- b) Yes. The government has always been very powerful.
- c) It seems to me that this is a serious problem which should be dealt with
- d) Our newspapers don't carry much information about current events

40. A: What can I do to improve my communication skills?

B: \_\_\_\_\_.

- a) Written or oral?
- b) You should have answered questions briefly
- c) There are different accents and dialects in a country
- d) One method was to shorten sentences and to use active verb forms

## E. VOCABULARY

**THE OBJECTIVE OF THIS PART IS TO ASSESS A STUDENT'S ABILITY TO DETECT THE CORRECT VOCABULARY ITEM WITHIN THE GIVEN CONTEXT.**

**Questions 41 - 50**

### **I. Mark the alternative which best completes the given statements.**

41. She was \_\_\_\_\_ of the direction, and unfortunately she didn't have a map.

- a) unsure      b) definite      c) accurate      d) unconscious

42. It has been \_\_\_\_\_ recently that people and businesses should be taxed according to how environmentally friendly they are.

- a) persuaded      b) convinced      c) suggested      d) obtained

43. The gases which \_\_\_\_\_ to the warming up of the atmosphere are mainly carbon dioxide and methane.

- a) respond      b) suspect      c) determine      d) contribute

44. A large-scale campaign to alert people of the dangers of smoking has been \_\_\_\_\_ in many countries, so the number of smokers has been declining.

- a) reduced      b) suffered      c) undertaken      d) discouraged

45. Several methods have been \_\_\_\_\_ to prevent computer crime.

- a) devised      b) confirmed      c) based      d) disturbed

**II. Mark the alternative which best explains the meaning of the underlined word within the given context.**

46. It is believed that advertisements published each week increasingly reflect social changes within a community, such as eating habits or the fashion.  
a) adopt            b) indicate            c) concern            d) adjust
47. The direct effects of the escape of chemicals into the environment can be devastating, putting an end to lives of inhabitants in the area.  
a) efficient            b) deadly            c) unexpected            d) violated
48. It has been proved that people who are interrupted regularly during sleep exhibit emotional disturbances, such as psychological depression.  
a) show            b) react            c) regret            d) allow
49. Many of the paleolithic paintings, such as those at Altamira in Spain, are found deep in the caves not easily accessible.  
a) potential            b) agreeable            c) appealing            d) reachable
50. Why exactly did war start between the two countries?  
a) turn up            b) set in            c) break out            d) worn out

**PART I : ANSWERS**

**In this part each question is 0.50 pts.**

1. b    2. c    3. b    4. a    5. d    6. b    7. d    8. c    9. a    10. b    11. a    12. a  
13. c    14. d    15. b    16. d    17. a    18. d    19. b    20. d    21. c    22. c  
23. a    24. d    25. b    26. d    27. c    28. a    29. b    30. b    31. c    32. a  
33. b    34. b    35. d    36. b    37. c    38. d    39. c    40. a    41. a    42. c  
43. d    44. c    45. a    46. b    47. b    48. a    49. d    50. c

**IMPORTANT**

**In the original ENGLISH PROFICIENCY EXAM, PART 1 consists of 80 multiple-choice questions: Total 40 points**



## **PART II: WRITING (20 pts)**

**THIS PART CONTAINS TWO TYPES OF QUESTIONS: PRODUCTION AND RECOGNITION.**

**THE OBJECTIVE OF THIS PART IS TO ASSESS A STUDENT'S ABILITY:**

- **TO RECOGNIZE THE RELATIONSHIP BETWEEN IDEAS WITHIN A TEXT, AND**
- **TO PRODUCE A WELL-ORGANIZED PARAGRAPH.**

**STUDENTS ARE EXPECTED TO BE CAREFUL ABOUT ORGANISATION AND TRANSITIONS THAT TIE IDEAS TO ONE ANOTHER.**

**A. In the following questions, there are paragraphs. In each paragraph, one (1) sentence is missing. Mark the alternative which best completes each paragraph.**

Although technology solves many problems, it also creates many new ones. Automobiles, for instance, makes life so easy and pleasant that almost every family owns a car, but the huge increase in the number of cars has resulted in air pollution, traffic congestion and even injuries and death. \_\_\_\_\_ **51** \_\_\_\_\_. In fact, no one can deny the advantage of finishing a very complicated task within minutes, but what about computer crimes which have been causing serious problems for companies and banks for years? It is obvious that unless technological advances are clearly understood, they can do more harm than good.

- 51.** a) Washing machines or dryers have become an important part of our lives  
b) Much of industry has become dependent on automated machinery  
c) Take computers! They are the wonders of the 20th century  
d) Macintosh, IBM and Hewlett Packard have been competing for years

We always talk about consuming or using up matter resources, but actually we don't consume any matter. We only borrow some of the earth's resources for a while; taking them from the earth, processing them, using them, and then discarding or reusing them. In the process of using matter, \_\_\_\_\_ **52** \_\_\_\_\_, but we can neither create nor destroy any measurable amount of matter. This is the law of conservation of matter: matter is neither created nor destroyed, but only changed from one form to another.

- 52.** a) we may change it to another form  
b) the matter cannot be recycled  
c) for instance, we can destroy garbage  
d) matter is consumed and used up

**B. In the following questions, there are topic sentences. In each question; three (3) of the alternatives support the idea mentioned in the topic sentence, but one (1) alternative DOES NOT. Mark the alternative which DOES NOT SUPPORT the idea/ concept indicated in the topic sentence.**

53. Schools cannot refuse to be inspected; nor can the inspectors order the dismissal of any member of staff.
- a) In England, for instance, nine out of ten higher educational institutions were inspected last year.
  - b) The courses offered at schools and what standards are achieved have to be examined.
  - c) Inspectors have the right to ask the school administration not to renew the contract of an instructor.
  - d) Even a school known for its particularly high standards is inspected.
54. It is not surprising that political parties win or lose elections according to how well they convince people that inflation can be controlled by their policies.
- a) The ordinary voter will support a party if he believes that pay rises will be as much as price increases.
  - b) Very often, political parties try to persuade people that they will provide the best medical, educational and social services.
  - c) The party which promises to restore the value of money has the best chance to win.
  - d) People usually vote for the party which promises immediate restoration of economic life.

**C. Rewriting: Rewrite the following sentences, beginning as given, so that the meaning stays the same.**

C.1. "Please don't leave all the lights on, it's very annoying."

I wish you \_\_\_\_\_.

C.2. "I advise Jane to see a doctor immediately."

I suggest \_\_\_\_\_.

C.3. "I'm sorry I couldn't attend your conference."

I really apologise \_\_\_\_\_.

C.4. Mr. Watkins asked his secretary to write the report.

Mr. Watkins had \_\_\_\_\_.

C.5. "We should leave now."

I think it's time \_\_\_\_\_.

- D. The paragraph below doesn't have a topic sentence. First, read the paragraph at least two times, and then WRITE a **TOPIC SENTENCE** for the paragraph on the lines provided below.
- 
- 

One reason why gifted and talented students do not reach their full potential is inappropriate educational programs. Most schools do not have programs designed for gifted and talented students, and not all teachers are qualified to educate these students. Another reason is cultural. In some societies, for instance, girls are not allowed to attend schools, and therefore, their abilities are not detected. Another important factor is, of course, the ignorance of families. Most parents are not aware of their children's potential. Even worse, since in some families the abilities of these children are misinterpreted, they may be under physical or emotional stress. Every effort needs to be made by a society to detect the gifted and the talented students, and to meet the needs of these students so that they can reach their full potential.

**PART II: ANSWERS (Total: 20 pts.)**

- A. 51. c    52. a    (each question is 1-one- pt.)  
B. 53. c    54. b    (each question is 1-one- pt.)

**C. Each question is 1 (one) point:**

- C.1. I wish you didn't/wouldn't leave all the lights on, (it's very annoying).  
C.2. I suggest that Jane see a doctor immediately./ ...that she should see....  
C.3. I really apologise for not attending your conference.  
C.4. Mr. Watkins had his secretary write the report/ ..had the report written (by his secretary).  
C.5. I think it's time we left now. / I think it is time to leave/to go.

*D. Topic Sentence: One (1) pt.*

The paragraph above discusses **the reasons why gifted and talented students do not reach their full potential**. Therefore, it is expected that **the topic sentence** should mention that, and also mention three **(3) important factors** discussed in the paragraph: 1- inappropriate educational programs 2- cultural factors 3- ignorance of families.

Students may come up with different answers (different topic sentences), but their answers should be similar to the topic sentence given below:

Suggested Topic Sentences: One (1) pt.

- **Gifted and talented students do not reach their full potential / because of inappropriate educational programs, cultural factors and ignorance of their families.**
  - **Inappropriate educational programs, cultural factors and ignorance of families / are some of the reasons why gifted and talented students do not reach their full potential (prevent gifted and talented students from reaching their full potential).**
-

## **PARAGRAPH WRITING ( 10 pts.)**

**IN THIS PART STUDENTS ARE REQUIRED TO WRITE ONE PARAGRAPH.**

**THE OBJECTIVE OF THIS PART IS TO ASSESS A STUDENT'S ABILITY TO USE GRAMMATICALLY ACCURATE STRUCTURES, APPROPRIATE VOCABULARY AND LINKERS TO PRODUCE A WELL-ORGANISED PARAGRAPH.**

**A PARAGRAPH WILL BE GRADED BY TAKING INTO CONSIDERATION THE FOLLOWING POINTS:**

- **IS THE TASK COMPLETE?** (Have the students understood what is expected from them? Have they approached the task in full?)
- **THE LENGTH AND APPEARANCE OF THE PARAGRAPH**
- **ORGANISATION** (Does the paragraph have appropriate introduction, supporting ideas and conclusion?)
- **COHESION AND COHERENCE** (Does the paragraph develop logically?)
- **RELEVANCE** (Are all ideas relevant to the topic?)
- **DISCOURSE FEATURES**
  - **VOCABULARY** (Is there a variety of vocabulary? Is the vocabulary used appropriate?)
  - **LINKAGE** (Is there a smooth transition between ideas? Are appropriate connectors used?)
- **ACCURACY** (Are sentences grammatically accurate?)
- **PUNCTUATION and CAPITALIZATION**

### **SAMPLE 1**

**Write one (1) paragraph of 125 – 150 words describing CAUSES OF POVERTY.**

- a) **GIVE EXAMPLES from Turkey or other developing countries .**
- b) **In your paragraph you should talk about at least three (3) causes.**

The list below is given to help you:

- low wages
- lack of education
- unemployment
- government policies
- economic crises, inflation
- large families
- alcohol, drugs, gambling
- war
- natural disasters (drought, famine, flood, earthquake)

## SAMPLE 2

Write one (1) paragraph of 125 – 150 words **COMPARING AND CONTRASTING RAILWAY TRANSPORTATION AND HIGHWAY TRANSPORTATION IN TURKEY.**

In your paragraph; you are expected (a) to explain which form of transportation is better (more economical) for transporting cargo in Turkey, and (b) to support your idea by using the clues below.

	<u>TRUCKS</u>	<u>TRAINS</u>
Capacity	: 1 truck: carry 10 tons	1 train wagon: 50 tons
Cost	: 1 truck: \$ 30,000	1 train wagon: \$ 30,000
Type of fuel used:	petrol (expensive)	coal (relatively cheaper)
Road/railway capacity of Turkey:	not all roads suitable (for trucks)	rails : limited to certain regions (not all regions connected)

## SAMPLE 3

Write one (1) paragraph of 125 – 150 words discussing the following question:

**SHOULD SMOKING BE BANNED IN ALL PUBLIC PLACES?**

Use the points below to write an argumentative paragraph.

### FOR

- Smoking damages the health of smokers, non-smokers, children
- Cause cancer
- Smoking is anti-social
- Smoking pollutes the environment
- “Cigarette smoke” is worse than smoking itself.

### AGAINST

- Banning smoking is a restriction of personal freedom
- It is against human rights
- Smoking should be banned only in certain areas

#### **SAMPLE 4**

Write a paragraph of approximately 125 - 150 words on the Classification of Societies.  
Use the information below.

<b>Type of society</b>	<b>Characteristics</b>	<b>Examples</b>
Pre-industrial	-governed by monarchy -rural population -agriculture, little industry -education level low	-Britain: pre-history to 18 <sup>th</sup> century -Ottoman Empire: 19 <sup>th</sup> century
Industrial	-basic form of democracy -urbanisation of population -increasing level of industry -education more widespread	-Britain: 19th century -Turkey: late 20th century
Post-industrial	-full parliamentary democracy -large majority of population in cities -traditional industry and agriculture decline; service industries increase	-Britain: 21st century.

#### **IMPORTANT:**

In the original English Proficiency Exam, Part II is 20 pts.

## **PART III: READING COMPREHENSION**

The objective of this part is to assess the students' ability to understand and identify the purpose of texts/sentences/paragraphs, the author's point of view, the key ideas in a text, and to be able to answer questions related to these.

Part III consists of multiple-choice questions only, and each question is one (1) point. Part III is 40 pts.

### **A. Logical Sequence**

Mark the alternative which **best completes** the given statement.

1. The prices are still rising contrary to \_\_\_\_\_.
  - a) the statistics which show the price increase
  - b) people who are pleased to see that prices are lowered
  - c) what the government says
  - d) the price of gold which is still rising
  
2. The twin brothers, Gerry and John, were separated at birth, nearly fifty years ago. Nevertheless, \_\_\_\_\_.
  - a) they have been together for fifty years
  - b) the two recognised each other the instant they met
  - c) they had never spent a whole day together in their lives
  - d) Gerry and Tom spent fifty years in different families
  
3. Today, statistically, cars are considerably more reliable than they used to be. However, \_\_\_\_\_.
  - a) they last much longer than you anticipate
  - b) in the past, most accidents occurred due to defects in cars
  - c) the prices are so high that it is difficult for most people to afford them
  - d) people would rather buy new cars because they are more reliable

## **B. Sentence Comprehension**

**Mark the alternative which is closest in meaning to the given statement.**

4. The progress of society is being constrained by leaders who refuse to look ahead.
- a) Due to the inability of leaders to evaluate the future, the country is not being developed.
  - b) The leaders of the country are prevented from taking the necessary steps that will help the country progress.
  - c) The progress of society has been accelerated because the leaders have refused to impose limits on people.
  - d) It is impossible for leaders to prevent the development of a country.
5. He couldn't have been at Ann's party because I was there and I would have seen him.
- a) I wish that he could have come to Ann's party as I was there to see him.
  - b) He couldn't go to Ann's party because he knew I would be there and see him.
  - c) I am sure he wasn't at Ann's party for I was there and I didn't see him.
  - d) If he hadn't gone to Ann's party, I wouldn't have seen him when I was there.
6. There was an awful culture clash when the two firms merged; they had entirely different approaches.
- a) When the two companies joined, serious cultural problems arose because their ways of doing things were not the same.
  - b) When the two companies emerged, they tried to eliminate the cultural problems existing between them.
  - c) There were cultural differences between the two firms, but they tried to solve the problem by adopting different approaches.
  - d) Due to cultural differences and different approaches, the two firms decided to end their partnership.

## **ANSWERS:**

**1. c    2. b    3. c    4. a    5. c    6. a**



## **C. Text Comprehension**

Mark the alternative that **best** answers the questions or completes the statements about the paragraphs/texts.

### **Text 1**

A group of more than 1,500 independent petrol retailers are launching an assault on the government over what they see as unfair wholesale prices being charged by oil giants, such as BP, Shell and Esso. The Petrol Retailers Association (PRA) is accusing the giants of unfair pricing and has condemned the government for encouraging it. According to them, oil companies want to raise pump prices to compensate for revenue which was lost during the fuel protest last autumn. They are considering legal action to bring prices down.

1. From the text it is understood that \_\_\_\_\_.
  - a) independent petrol retailers have attacked the government
  - b) petrol retailers have gone out of business because of high petrol prices
  - c) petrol retailers are planning to protest the government through official channels
  - d) the government is convinced that the wholesale prices are unnecessarily high
  
2. The Petrol Retailers Association (PRA) claims that BP, Shell and Esso have increased pump prices because \_\_\_\_\_.
  - a) independent retailers are accusing the government and the oil giants
  - b) they want to regain money lost during the fuel protest
  - c) there are over 1,500 petrol retailers in the country, so the profit will be very high
  - d) PRA authorities and the oil companies have been in conflict for years
  
3. It can be inferred from the text that, PRA \_\_\_\_\_.
  - a) is an organisation set up to defend the rights of petrol retailers
  - b) has been established by big oil companies
  - c) blamed the petrol retailers for high petrol prices
  - d) organised petrol protests which took place last year
  
4. This text is probably taken from \_\_\_\_\_.
  - a) a course book
  - b) a university student's notes
  - c) PRA's magazine
  - d) a newspaper

## **Text 2**

*The Times*, one of the most famous newspapers in the world, was first published in 1785. In 1814, it pioneered new technology that used steam-driven presses to print 1100 sheets an hour. These presses were installed secretly because the owners were afraid of machine-breakers. Over the next 170 years, it developed its reputation as a quality newspaper. In 1978 a strike by print union members kept *The Times* out of circulation for nearly a year. In 1986, the paper's new owner moved to a new computerized plant. This change in technology meant that machines could be operated by members of the electricians' union, and print union members were made redundant. There were huge demonstrations by the print union, but in the end the new technology was adopted throughout the newspaper industry.

5. According to the text, *The Times* is the first newspaper which\_\_\_\_\_.
- a) was published in 1785
  - b) lasted more than 300 years
  - c) is accepted as the world's most famous newspaper
  - d) used steam-driven presses
6. It can be inferred from the text that \_\_\_\_\_.
- a) The Times has been in circulation from 1785 up till now without any intervals
  - b) The Times pioneered computerized presses
  - c) after the print union's strike had ended, The Times had a new owner
  - d) The Times has always been the first to introduce new technology
7. The reason why the print union members became unemployed was because \_\_\_\_\_.
- a) they kept The Times out of circulation
  - b) of the new technology
  - c) the new owner moved to a new plant
  - d) members of the electricians' union were made redundant

### Text 3

#### WOMEN IN BUSINESS

Until recently, most American entrepreneurs were men. Discrimination against women in business, the demands of caring for families and lack of business training had kept the number of women entrepreneurs small. Now, however, businesses owned by women **account for** more than \$40 billion in annual revenues, and this figure is likely to continue rising throughout the 1990s. As Carolyn Doppelt Gray, an official of the Small Business Association, has noted: "The 1970s was the decade of women entering management and the 1980s **turned out to be** the decade of the woman entrepreneur."

What are some of the factors behind **this trend**? For one thing, as more women earn advanced degrees in business and enter the corporate world, they are finding obstacles. Women are still excluded from most executive suites. Charlotte Taylor, a management consultant, has noted: "In the 1970s, women believed that if they got an MBA and worked hard, they could become chairman of the board. Now, they've found out that isn't going to happen, so they go out on their own."

In the past, most women entrepreneurs worked in "women's fields" - cosmetics and clothing, for example, but **this** is changing. Consider ASK Computer Systems, a \$22-million-a-year software business. Sandra Kurtzig, who was then a housewife with degrees in maths and engineering, founded it in 1973. When Kurtzig started the business, her first product was software that let weekly newspapers keep track of their newspaper carriers - and her office was a bedroom, with a shoebox under the bed to hold the company's cash. After she succeeded with the newspaper software system, she hired several bright computer-science graduates to develop additional programs. When these were marketed and sold, ASK began to grow. It now has 200 employees, and Sandra Kurtzig owns \$6.9 million of stock.

Of course, many women who start their own businesses fail, just as men often do. They still face **obstacles** in the business world, especially problems in raising money because the banking and finance world are still dominated by men, and old attitudes die hard. Most businesses owned by women are still quite small, but the situation is changing; there are likely to be more Sandra Kurtzigs in the years ahead.

8. All of the following are mentioned in the text as problems that women faced in the past EXCEPT that women\_\_\_\_\_.
- were required to stay at home with their families
  - lacked the ability to work in business
  - faced discrimination in business
  - were not trained in business
9. "this trend" (para. 2) refers to the fact that \_\_\_\_\_.
- recently women have started to open their own businesses
  - there have always been difficulties for women in business life
  - nowadays most women can be managers in big companies
  - men don't allow women to become executives in their firms

10. “**this**” (para. 3) refers to the fact that \_\_\_\_\_.
- a) women have lost interest in setting up firms
  - b) women entrepreneurs mostly work in “women’s fields”
  - c) women have started working in “men’s fields”
  - d) most men today realise how women suffer in business
11. Charlotte Taylor claims that most women in the 1970s \_\_\_\_\_.
- a) were mistaken about women’s opportunities in business
  - b) were more interested in education than business
  - c) faced fewer problems in business than they do today
  - d) were unable to work hard enough to succeed in business
12. Which of the following best explains the term “**account for**” (para.1)?
- a) make calculations
  - b) explain the cause of
  - c) continuation of
  - d) show the number
13. “**turned out to be**” (para. 1) can best be replaced by \_\_\_\_\_.
- a. ensured
  - b. changed
  - c. involved
  - d. became
14. “**obstacles**” (para. 4) can best be replaced by \_\_\_\_\_.
- a. difficulties
  - b. opportunities
  - c. alternatives
  - d. solutions
15. It is understood from the text that women still have problems in getting money from banks to finance their businesses because \_\_\_\_\_.
- a) they have small firms
  - b) most women who start businesses fail
  - c) most executives in banks are men, and they refrain from giving money to women
  - d) nowadays women are not capable of running big profitable companies
16. What is the main idea of this passage?
- a) Women today are better educated than in the past
  - b) The computer is especially profitable for women today.
  - c) Women are better at small businesses than men.
  - d) Today more women are starting businesses of their own.

## **Text 4**

### **GENERATION Y**

All across America, a new generation of consumers is making its presence felt. In one shopping mall, a saleswoman says: "These teenagers say 'My mom and dad got me these and I want to change them'. Asked what brands are cool, these teens give a list of names their parents have never heard of. "They just went out of style," shrugs Lori Silverman, 13. "It doesn't matter to me what other people wear," says Joe White, 14. These teenagers are part of Generation Y.

Sociologists have identified three generations of US consumers: Baby Boomers, Generation X and Generation Y. Between 1946 and 1964, 72 billion babies were born in the baby boom in the USA. They are marked by their strong ideals and love of family. Between about 1965 and 1978, 17 million babies were born, and they are called Generation X. They live in the present and experiment. Then, 60 million babies were born between 1979 and 1994. According to most sociologists, Generation Y is technologically literate, materialistic, selfish and disrespectful.

Generation Y rivals the Baby Boomers in size and will soon rival it in buying power. Companies who are unable to connect with Generation Y will lose out on a vast new market. Marketers who don't learn the interests and obsessions of Generation Y will meet a wall of cynicism and distrust. Will the brands, like Levi's, Converse, Nike, McDonalds and Coca-Cola, that grew up with Baby Boomers re-invent themselves for Generation Y, or will the new brands of the millennium bear names that most of us have not yet heard of?

17. From the text, it is understood that \_\_\_\_\_.
- a) the popularity of brands does not change across generations
  - b) Generation Y does not know which brands to buy
  - c) each new generation differs from the preceding one in many aspects
  - d) Baby Boomers have a strong influence on the choices of Generation Y
18. Generation Y is important for companies because Generation Y \_\_\_\_\_.
- a) is technologically literate
  - b) is a potentially very big market
  - c) thinks about the future
  - d) consumes in the same way as their parents do
19. Generation Y and Baby Boomers are similar in that they both \_\_\_\_\_.
- a) have the same preferences
  - b) are materialistic and selfish
  - c) are big in number
  - d) buy similar products
20. It can be inferred from the text that sales of famous brands, like Nike and Levi's may fall in the market \_\_\_\_\_.
- a) as long as they compete with the other companies
  - b) if they improve the quality of their products
  - c) if they do not meet the demands of Baby Boomers and Generation X
  - d) unless they adopt new policies to meet the desires of Generation Y

ANSWERS (Text Comprehension):

1. c   2. b   3. a   4.d   5. d   6. c   7. b   8. b   9. a   10. b   11. a  
12. b   13. d   14. a   15. c   16. d   17. c   18. b   19.c   20. d

IMPORTANT

In the original English Proficiency Exam, PART III has 40 multiple-choice questions, and it is 40 points.