

**PART 1.** You will hear a conversation between two people. First you will hear questions 27 through 33. Then you will hear the conversation. Choose the best answer to each question in the time provided.

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| <p>27. (a) He plans to send it to a publishing company.<br/>(b) Kate borrowed it for her theater class.<br/>(c) He is preparing for his photo exhibit.<br/>(d) He wants to be a member of the school's newspaper club.</p> <p>28. (a) write a script<br/>(b) demonstrate her acting skills<br/>(c) take photographs<br/>(d) direct a play</p> <p>29. (a) She was not confident in her acting ability.<br/>(b) She was already a member of the club.<br/>(c) She had to perform in other plays.<br/>(d) She preferred to join other theatrical groups.</p> <p>30. (a) do a dance presentation<br/>(b) perform different acting roles<br/>(c) execute various floor exercises<br/>(d) carry out a song number</p> | <p>31. (a) It will help her make better videos for her classes.<br/>(b) It will teach her how to operate the light and sound systems.<br/>(c) It will help her write longer scripts.<br/>(d) It will hone her directing skills.</p> <p>32. (a) Members will receive a free newspaper subscription.<br/>(b) Members will receive a scholarship.<br/>(c) Members will be given free tuition.<br/>(d) Members will receive a salary for each issue submitted.</p> <p>33. (a) talk to Paul about the how to write scripts<br/>(b) continue preparing to join the newspaper club<br/>(c) accompany Kate to her study group session<br/>(d) sign up for a theater-club audition</p> |
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**PART 2.** You will hear a man talking about tips on how to close a sale. First you will hear questions 34 through 39. Then you will hear the talk. Choose the best answer to each question in the time provided.

34. (a) to have a source of additional income  
(b) to be able to sell their personal items  
(c) to persuade people to purchase their product  
(d) to force people to offer their services
35. (a) to explain the reason he is talking to the customer  
(b) to state how much time he has to talk  
(c) to demonstrate what the advantages of the product are  
(d) to show how the conversation will flow
36. (a) by paying attention to their reactions and gestures  
(b) by analyzing how they converse with him  
(c) by determining if they are interested or not  
(d) by asking them appropriate questions
37. (a) that you are anxious  
(b) that you are unreliable  
(c) that you are scared  
(d) that you are irritated
38. (a) "Would you prefer wood over cement?"  
(b) "Are you going to pay in cash or credit card?"  
(c) "Do you need more time to think about it?"  
(d) "Would you like it delivered to your house or your office?"
39. (a) a real estate agent  
(b) a sales manager  
(c) a store owner  
(d) a customer service person

**PART 3.** You will hear a conversation between two people. First you will hear questions 40 through 46. Then you will hear the conversation. Choose the best answer to each question in the time provided.

40. (a) She thinks her son is too young to be left in one.  
(b) She's not sure about their child care qualifications.  
(c) She doesn't want to be separated from her son.  
(d) She wants to wait for 10 more months.
41. (a) baby-sitters  
(b) those educated in child care  
(c) children  
(d) high school students
42. (a) It is reasonably priced.  
(b) It is sanitary.  
(c) Its amenities are suitable for kids.  
(d) It is near the high school their baby-sitters attend.
43. (a) get a degree in child development  
(b) manage a day care center  
(c) hire a nanny  
(d) give their son the attention he needs
44. (a) They are younger.  
(b) They are certified with a degree.  
(c) They have been thoroughly investigated.  
(d) They are less expensive.
45. (a) by doing some research  
(b) by visiting a nanny agency  
(c) by calling a nanny friend  
(d) by conducting an investigation
46. (a) ask their household helper to take care of their son  
(b) take a course on child care  
(c) do further research on nanny agencies  
(d) get a nanny from an agency

**PART 4.** You will hear an explanation of a process. First you will hear questions 47 through 52. Then you will hear the explanation. Choose the best answer to each question in the time provided.

47. (a) It encourages saving.  
(b) It prevents unnecessary spending.  
(c) It increases one's money.  
(d) It guarantees that purchases are sensible.
48. (a) computing daily expenses  
(b) estimating monthly taxes  
(c) requesting financial statements from the bank  
(d) adding up earnings for the month
49. (a) dinner items  
(b) a restaurant meal  
(c) watching a movie  
(d) going to an amusement park
50. (a) find a cheaper house  
(b) lessen monthly purchases  
(c) delay payments for credit cards  
(d) increase the allotment for regular expenses
51. (a) a possible change of residence  
(b) emergency cases  
(c) future credit card purchases  
(d) potential investment or business
52. (a) kinds of expenses  
(b) the importance of saving for emergency expenses  
(c) factors to be considered when budgeting  
(d) tips on investing money

*THIS IS THE END OF THE LISTENING SECTION  
DO NOT GO ON UNTIL TOLD TO DO SO*