SAMPLE FINAL TEST K66

LISTENING & SPEAKING 3

SECTION 1. USE OF ENGLISH

1. What does the word *impulse buying* mean?

A. Buying things after careful planning
B. Buying things without thinking carefully
C. Buying things at a lower price
D. Buying things in large quantities

2. Many advertisements are designed to _____ customers into making quick decisions.

A. persuade B. persuasion C. persuasive D. persuasively

3. Which situation best illustrates the idea of *brand loyalty*?

A. A shopper tries different brands each time
B. A customer buys the same brand despite higher prices
C. A buyer compares several options before choosing
D. A consumer chooses products based on discounts

4. You are presenting a chart about student study habits. Which action shows that you are *interpreting* the data?

A. Listing all the information from the chart
B. Reporting the data exactly as shown
C. Explaining the data about student behavior
D. Showing the chart without explanation

5. You are explaining how the environment influences behavior. Which example best demonstrates this idea?

A. A child inherits eye color from their parents
B. A student improves speaking skills through practice
C. A person is born with natural artistic talent
D. A child has similar physical features to their family

6. Which action best shows *flexibility* in a new environment?

A. Refusing to change daily habits
B. Adjusting behavior to fit new situations
C. Avoiding interaction with others
D. Comparing everything with home

7. A company wants customers to feel that a product is rare and valuable. Which strategy would be most effective?

A. Offering large discounts
B. Emphasizing limited availability
C. Providing detailed technical information
D. Reducing advertising

8. Which statement incorrectly explains *genetic influence*?

A. Some traits are inherited
B. Genes affect physical characteristics
C. All abilities are determined only by genes
D. Biology plays a role in development

9. If customers see limited-time offers, what will most likely happen? Which sentence is correct?

A. Customers will buy more products.
B. Customers would buy more products.
C. Customers bought more products.
D. Customers are buying more products.

10. The marketing manager explained the new strategy to the team. Which sentence is correct?

A. The manager said the team about the new strategy.
B. The manager told about the new strategy to the team.
C. The manager told the team about the new strategy.
D. The manager discussed to the team about the strategy.

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11. A company sells eco-friendly products. These products attract environmentally conscious customers. Which sentence BEST combines the ideas?

A. The company sells eco-friendly products which attract environmentally conscious customers.

B. The company sells eco-friendly products who attract environmentally conscious customers.

C. The company sells eco-friendly products where attract environmentally conscious customers.

D. The company sells eco-friendly products, they attract environmentally conscious customers.

12. Many companies use social media to promote their products. Which sentence is correct in the passive form?

A. Social media is used to promote products by many companies.

B. Social media uses to promote products by many companies.

C. Social media is using to promote products by many companies.

D. Social media used to promote products by many companies.

13. A student is choosing a career but is not confident about their skills. Which sentence BEST describes a hypothetical situation?

A. If the student is more confident, they will choose a better career.

B. If the student were more confident, they would choose a better career.

C. If the student was more confident, they will choose a better career.

D. If the student has been more confident, they would choose a better career.

14. A job applicant wants to ask about salary during an interview. Which sentence is correct?

A. The applicant asked what is the salary for this position.

B. The applicant asked what the salary is for this position.

C. The applicant asked what was the salary for this position?

D. The applicant asked what the salary was for this position?

15. A tourist realizes they had already visited a famous site before. Which sentence BEST describes this?

A. They remembered visiting the place before.

B. They remembered to visit the place before.

C. They forgot visiting the place before.

D. They forgot to visit the place before.

16. Which sentence best shows active listening in a discussion about teamwork?

A. Teamwork is not always necessary in every project.

B. I understand your concern, and I think cooperation can solve it.

C. Why do people always complain about teamwork problems?

D. Teamwork causes more problems than individual work.

17. During a class debate, your friend gives an opinion you disagree with. What is the most respectful response?

A. That idea makes no sense at all.

B. You are completely wrong about this issue.

C. I understand your opinion, but I see the issue differently.

D. There is no reason to discuss this further.

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18. Which sentence is the best way to interrupt politely during a meeting?

A. Stop talking because I have a better idea.
B. Can I add something briefly before we continue?
C. You are talking too much about this topic.
D. Let me speak now because your point is unclear.

19. During a job interview, the interviewer asks about a skill you are still developing. What is the best response?

A. I am not good at that skill, so I avoid using it.
B. I have not learned that skill yet and do not plan to.
C. I am still improving that skill and actively practicing it.
D. That skill is not important for this position anyway.

20. Which response best shows confidence during a presentation Q&A session?

A. I am not sure, so maybe my presentation was incorrect.
B. That question is too difficult for me to answer.
C. Thank you for your question. Based on my research, I believe…
D. I already explained that, so there is no need to ask again.

SECTION 2. LISTENING

LISTENING PART 1. Listen to a conversation and choose the best answer A, B, C, or D.

1. What does David suggest the team should discuss before planning the project?

A. The responsibilities of each department.
B. The process for making the decision.
C. The budget for every project phase.
D. The expected completion date.

2. What does Jani mean by taking an "agile approach"?

A. Completing every stage before starting the next one.
B. Beginning work early and adjusting plans when necessary.
C. Dividing the project equally among all departments.
D. Allowing each department to follow its own schedule.

3. Why does Carolina say she disagrees with David?

A. She believes projects should remain flexible as circumstances change.
B. She thinks planning is unnecessary for successful projects.
C. She wants each department to create its own project plan.
D. She believes the team has already spent too much time planning.

4. Why does David interrupt the discussion near the beginning of the meeting?

A. To explain why the project schedule needs to be changed.
B. To recommend assigning tasks to different departments.
C. To ask everyone to vote before sharing opinions.
D. To suggest deciding how the team should make its decision first.

5. What can be inferred about David after the team reaches its decision?

A. He accepts the decision despite continuing to have reservations.
B. He becomes convinced that the agile approach is the best option.

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C. He refuses to participate in the remaining project phases.

D. He expects the project to finish earlier than originally planned.

6. Which statement best summarizes how the team makes its final decision?

A. Most members support a flexible approach, and the others agree to follow it.

B. The project leader makes the decision without listening to the team.

C. The team delays the decision until every project phase is fully planned.

D. Each department chooses the approach that best suits its own work.

7. Which statement best describes Jani's leadership style during the meeting?

A. She expects team members to follow her instructions immediately.

B. She encourages discussion before guiding the team toward a decision.

C. She avoids expressing her opinion until everyone has voted.

D. She allows each department to make its own final decision.

LISTENING PART 2. Listen to a talk and choose the best answer A, B, C, or D.

8. Which service is mentioned as being available in most co-working spaces?

A. Private meeting rooms

B. Free business training courses

C. Company-owned parking areas

D. Public transport discounts

9. Why have more remote workers started using co-working spaces in recent years?

A. Office buildings have become less expensive to rent.

B. More businesses require employees to travel frequently.

C. Many companies now allow employees to work from home.

D. Home internet connections have become less reliable.

10. What is the main benefit of co-working spaces for individual workers?

A. They make it easier to build professional relationships.

B. They provide better salaries for freelance workers.

C. They encourage people to change careers regularly.

D. They reduce the amount of office technology required.

11. Why does the speaker mention a photographer and a jewelry maker?

A. To illustrate how professionals can support each other's work.

B. To compare two common jobs in co-working spaces.

C. To explain why creative businesses prefer shared offices.

D. To show that freelancers usually work in similar industries.

12. Which person would benefit most from using a co-working space, according to the speaker?

A. A factory worker whose job requires operating heavy machinery.

B. A shop assistant who works regular shifts in a supermarket.

C. A taxi driver who spends most of the day travelling between customers.

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D. A freelance designer who finds it difficult to work effectively at home.

13. What can be inferred about companies that use co-working spaces?

A. They value flexibility as well as lower operating costs.

B. They prefer shared offices because they are larger.

C. They expect employees to work in the office every day.

D. They mainly use co-working spaces for customer meetings.

14. Why does the speaker discuss privacy near the end of the talk?

A. To point out an important limitation of co-working spaces.

B. To explain why remote work is becoming less popular.

C. To recommend avoiding shared workspaces completely.

D. To describe how companies organize office equipment.

15. Which statement best summarizes the speaker's overall message about co-working spaces?

A. They balance practical advantages with a few important limitations.

B. They work best for companies with permanent office staff.

C. They mainly attract professionals from the same industry.

D. They remove the need for traditional offices completely.

LISTENING PART 3. Listen to an interview and choose the best answer A, B, C, or D.

16. How does Mark usually meditate?

A. By following guided sessions or mindful daily activities.

B. By sitting silently for long periods every morning.

C. By listening to music while exercising outdoors.

D. By practising yoga with close friends every week.

17. According to Mark, how is meditation different from zoning out?

A. It keeps attention on one focus.

B. It depends on complete silence.

C. It improves memory through practice.

D. It helps people fall asleep faster.

18. Why does Mark mention doing the dishes during the conversation?

A. To explain why housework often feels stressful.

B. To describe his usual evening routine at home.

C. To recommend cleaning as a daily exercise.

D. To show meditation can happen during everyday tasks.

19. What does Mark's way of handling stress suggest?

A. Helping others improves their own mood.

B. Ignoring problems makes life easier.

C. Solving problems should come first.

D. Meditation works in every situation.

20. Which statement best summarizes the conversation?

A. People can manage stress in different ways.

B. Silent meditation is always the best choice.

C. Mobile apps make meditation unnecessary.

D. Relaxation depends mainly on exercise.

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