

## WORD PRACTICE

### LISTENING COMPREHENSION



#### Part 1 Photo

Look at the picture and listen to the sentences.  
Choose the sentence that best describes the picture.

1. (A) (B) (C) (D)



#### Part 2 Question-Response

Listen to the question and the three possible responses. Choose the response that best answers the question.

2. (A) (B) (C)      3. (A) (B) (C)

#### Part 3 Conversation

Listen to the dialogue. Then read each question and choose the best response.

- |   |   |
|---|---|
| <p>4. Why does the store need to be more competitive?</p> <p>(A) There's currently a recession.<br/>(B) Productivity has dropped lately.<br/>(C) There's a new competitor nearby.<br/>(D) New employees have little experience.</p> | <p>6. Who will the woman call?</p> <p>(A) A photographer.<br/>(B) A photocopy salesperson.<br/>(C) A customer.<br/>(D) A marketing executive.</p> |
| <p>5. How will the store attract more customers?</p> <p>(A) By giving them trial products.<br/>(B) By giving them discounts.<br/>(C) By selling new products.<br/>(D) By featuring happy customers in ads.</p>                      |   |

#### Part 4 Talk

Listen to the talk. Then read each question and choose the best answer.

- |   |   |
|---|---|
| <p>7. Who would listen to this talk?</p> <p>(A) Customers.<br/>(B) Competitors.<br/>(C) Students.<br/>(D) Salespeople.</p>  | <p>9. Where will the listeners be this afternoon?</p> <p>(A) At home.<br/>(B) In a workshop.<br/>(C) At a store.<br/>(D) With a client.</p> |
| <p>8. What are they trying to identify?</p> <p>(A) Their weaknesses.<br/>(B) How to price their service.<br/>(C) Their strong points.<br/>(D) Who the competition is.</p> |   |