

Questions 186–190 refer to the following advertisement and e-mails.

Harper Realtor  
86 Peachtree Boulevard  
Atlanta, GA  
Tel: 731-4932 Fax: 731-4931

Let Harper Realtor find the ideal business or commercial space for you. Tell us what you're looking for, and our staff will locate exactly the place you need at just the right price. Here are a few of the properties we have for sale or rent:

498 Main Street – 1,200 square meters of commercial space in 12-story building; on the second floor; perfect for a clothing store or similar place; rent only; \$4,500/month

84 16th Avenue – 800 square meters; on the first floor of a 20-story building; restaurant facility; for purchase or rent; \$250,000 or \$2,000/month

590 7th Avenue – 5-story building; for purchase only; call for price

15 Pine Street – entire third floor of 10-story building; ideal for small or medium-sized company; for rent only; \$10,500/month

Call or e-mail us ([information@harperrealtor.com](mailto:information@harperrealtor.com)) to inquire about the available properties or to schedule a tour of one. All prices are negotiable. We hope to do business with you.

To: Greg Turner <[gturner@hamilton.com](mailto:gturner@hamilton.com)>  
From: Marcie Aybar <[marcie@harperrealtor.com](mailto:marcie@harperrealtor.com)>  
Subject: Visit  
Date: April 16

Dear Mr. Turner,

Thank you for sending us an e-mail regarding the property you saw on our website. I would like to let you know that it is still available. According to what you told me, it appears to be the ideal location for your diner. I'm very familiar with the building it is in. It has a large number of office workers. In addition, the neighborhood has a high amount of pedestrian traffic, so you should have no problem attracting customers.

Why don't I show you the property? I'm available anytime this week. If you are familiar with the Atlanta area, I can meet you right in front of the property. If you're not sure where it is, how about telling me where to meet you, and then I can pick you up and drive you there? Let me know which option you prefer.

Sincerely,

Marcie Aybar  
Harper Realtor

To: Marcie Aybar <marcie@harperrealtor.com>  
From: Greg Turner <gturner@hamilton.com>  
Subject: Offer  
Date: April 20

Dear Ms. Aybar,

I appreciate your taking the time to meet me yesterday. The property you showed me looks to be perfect for the business that I intend to open. I'm very interested in renting the property and would like to sign a 2-year agreement at the soonest possible time.

There is one thing though. I noticed that the facilities in the property are a bit old. My guess is that it will require around \$4,000 to \$5,000 to upgrade everything. Normally, that would be the responsibility of the owner. In this case though, I'm willing to pay for all of the upgrades myself if I can get a reduction in the monthly rent I would be paying. If I can pay \$500 less per month, I will visit your office tomorrow to sign a contract. I wonder if this is possible.

Sincerely,

Greg Turner

186. What is NOT mentioned about Harper Realtor?

- (A) It has places that are for sale.
- (B) It helps customers get bank loans.
- (C) It is willing to negotiate on prices.
- (D) It deals with commercial properties.

187. In the advertisement, the word "ideal" in line 9 is closest in meaning to:

- (A) interesting
- (B) unique
- (C) perfect
- (D) possible

188. Which property is Mr. Turner interested in?

- (A) 15 Pine Street
- (B) 498 Main Street
- (C) 590 7th Avenue
- (D) 84 16th Avenue

189. What does Ms. Aybar suggest that Mr. Turner do?

- (A) Visit her office to sign a contract
- (B) Look at a property with her
- (C) Make a counteroffer to the owner
- (D) Pick her up to go to the property

190. How much would Mr. Turner like to pay in rent?

- (A) \$500 a month
- (B) \$1,500 a month
- (C) \$4,000 a month
- (D) \$4,500 a month

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Questions 191–195 refer to the following article, announcement, and letter.

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### **Surprise Merger Announced**

Richmond (October 3) – This morning, the CEO of Pennington's, Amy Emery, spoke at a press conference and said that her company and Rosebud, Inc. had agreed to merge. Both businesses are among the most popular grocery stores in the states of California, Nevada, and Arizona. Pennington's has 186 stores in those three states while Rosebud has 109. When the companies merge, the Rosebud name will be dropped, and all of the stores will be renamed Pennington's.

Rosebud was founded only 3 years ago but has seen its popularity dramatically increase due to the high quality of the food it sells at low prices. Ms. Emery stated that Pennington's will be adopting many of the business practices at Rosebud. She also mentioned that some stores will be closed to avoid redundancy in certain areas where two stores are located close to each other. The merger is expected to be complete by November 1.

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### **Rosebud Store to Close**

On October 31, the Rosebud Grocery Store located at 494 Sedona Avenue in Phoenix, Arizona, is going to close its doors for the last time at midnight. This is related to the merger between Rosebud, Inc. and Pennington's and has nothing to do with the financial performance of the store, which is quite strong. We urge all Rosebud customers to shop at Pennington's, where they can expect the same fantastic quality and low prices they currently get at Rosebud.

Since the store will be closing, everything in it must go. On October 30 and 31, we will be having a special sale. Everything we sell will be available at half off its regular price. We're also going to remain open all day and night for those two days to make sure that our customers can maximize their shopping experience.



November 1

Dear Rosebud Gold Card Member,

While Rosebud, Inc. no longer exists as a corporation, you can still have the same shopping experience you were used to getting there. Just visit your nearest Pennington's Supermarket. We understand it may take a while to get used to shopping at a new grocery store, so we'd like to make the transition easier for you.

First, visit your local Pennington's and trade your Rosebud Gold Card for a Pennington's Gold Card. You will get all the benefits you had at Rosebud and more. From now until November 15, you qualify for a 20% discount off every purchase you make. In addition, check out the coupons we included with this letter. They offer discounts on the most popular items Rosebud used to sell.

We'd like to make Pennington's your new home for grocery shopping. If there is anything we can do for you, don't hesitate to ask. Call 1-888-559-5768 with any questions or comments.

Sincerely,

Amy Emery  
CEO, Pennington's

101. Why was the article written?

- (A) To suggest a solution to a problem
- (B) To advertise a sale
- (C) To describe a business deal
- (D) To announce the hiring of a new CEO

102. What is suggested about the Rosebud at 494 Sedona Avenue?

- (A) It was the first Rosebud ever to open.
- (B) The company's headquarters is there.
- (C) A Pennington's is located near it.
- (D) The store is not attracting customers.

103. What is going to happen on October 30?

- (A) A supermarket is not going to close.
- (B) Some new employees will be hired.
- (C) A store is going to go out of business.
- (D) All items will be sold at 25% discounts.

104. What will Rosebud Gold Card members NOT receive?

- (A) A discount
- (B) A new card
- (C) A free item
- (D) Coupons

105. What does Ms. Emery encourage Rosebud Gold Card members to do?

- (A) Call her directly with questions
- (B) Begin shopping at Pennington's
- (C) Sign up on her firm's website
- (D) Complete a customer survey card

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Questions 196–200 refer to the following e-mails and memo.

To: Ryan Crisp <ryancrisp@privatemail.com>  
From: Jessica Peabody <j\_peabody@ytp.com>  
Subject: Managerial Position  
Date: September 9

Dear Mr. Crisp,

After careful consideration, the board of directors would like to offer you the position of manager of the IT Department at the YTP Corporation. We want you to start as soon as possible but no later than October 1.

Your starting salary will be \$74,000 a year, and you will be paid twice a month. You will receive a comprehensive benefits package (please download the attachment to see what you qualify for) as well as 2 weeks' paid vacation, 6 sick days, and 3 personal days a year.

In your position, you will be responsible for the daily operations of the IT Department. This includes, but is not limited to, the hiring and firing of employees and the managing of the departmental budget.

We request that you respond to this offer within 2 days. Please let me know if you accept our offer or not.

Sincerely,

Jessica Peabody  
Manager, HR Department  
YTP, Co.

To: Jessica Peabody <j\_peabody@ytp.com>  
From: Ryan Crisp <ryancrisp@privatemail.com>  
Subject: Re: Managerial Position  
Date: September 10

Dear Ms. Peabody,

Thank you for your offer of employment. I reviewed the benefits and am pleased with them, but the salary you are offering is too low. At the second interview I attended, I was assured that I would receive a salary no lower than \$85,000 a year. Accepting the job at YTP means that I will have to move my family to a state with a higher cost of living than the one I currently reside in. Since I make \$70,000 a year now, there is no incentive for me to accept the position unless my salary demands are met. Therefore, I conditionally accept the offer. If you raise my pay to the above-mentioned number, I can begin the moving process and start work on September 24. If you cannot match that number, then I am afraid I must reject your offer.

Sincerely,

Ryan Crisp

To: All Employees, IT Department  
From: Helga Martinez, Assistant Manager, IT Department  
Subject: Ryan Crisp  
Date: September 21

It is my pleasure to announce that we finally have a new head of the IT Department. Ryan Crisp has accepted the job and will begin his first day of work next Monday. Mr. Crisp attended the University of Texas, where he double-majored in physics and economics. After graduating, he worked at Fairmount Manufacturing for three years and then Haverford, Inc. for four years. His last place of employment was the Landers Company, where he worked for three years.

On Monday at 10 A.M., we are going to have a reception for him. Everyone in the department should attend. We will also have lunch together at Benson's at noon. Please don't bother Mr. Crisp with your problems on the first day of work. He's going to be meeting with each of you individually on Wednesday and Thursday, so you can discuss any issues or projects you'd like to work on with him then.

196. What does the position of IT Department manager require a person to do?
- (A) Handle financial matters
  - (B) Conduct scientific research
  - (C) Promote employees
  - (D) Assist with transfers
197. What does Ms. Peabody send to Mr. Crisp?
- (A) A contract to sign
  - (B) A résumé to look at
  - (C) A file to read
  - (D) A budget to examine
198. What does Mr. Crisp need before he accepts the position?
- (A) Financial compensation for moving
  - (B) \$11,000 more for his annual salary
  - (C) One more week of paid vacation
  - (D) Assistance setting after moving
199. According to the memo, what is NOT going to happen on September 24?
- (A) Employees will have a meal together.
  - (B) A new employee will begin working.
  - (C) A special reception will be held.
  - (D) Individual meetings will take place.
200. What is suggested about Mr. Crisp?
- (A) He has already met all of his colleagues.
  - (B) He will go on a business trip in October.
  - (C) He will receive an annual salary of \$85,000.
  - (D) He has several projects he wants to work on.

**Stop! This is the end of the test. If you finish before time is called, you may go back to Parts 5, 6, and 7 and check your work.**