FINAL TEST
Level: Pre-intermediate

SECTION 1: VOCABULARY AND GRAMMAR

A. Read the conversation and circle the correct word(s) in *italics*.

a. Would you mind if I had a (1) *quick / long* look at your newspaper?

b. No, (2) *get / go* ahead. Are you waiting for a flight?

a. Yes, but unfortunately, it's (3) *delayed / missed*.

b. Yes, (4) *me / mine* is, too. I wonder if I could ask you a (5) *help / favor*?

a. What is it?

b. Could you (6) *let / lend* me your mobile phone? My phone is being repaired.

a. Actually, I'm not very (7) *keen / happy* with that idea.

b. Oh, alright. Not to (8) *problem / worry*.

B. Choose the best word(s) to complete each sentence.

1. "I want to start the meeting at 10 o'clock."

   She says she *wants / wanted* to start at 10 o'clock.

2. "Our new offices are amazing!"

   He said that their new offices *have been / were* amazing.

3. "The backup software is working properly."

   She said the backup software *will be / was* working properly.

4. "My new job has been very fun!"

   She told her boss that her new job *had been / was* very fun.

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5. "The company's stock has been performing badly."

   The newspaper said that the company's stock *had been / were* performing badly.

6. "We need to invest in a new intranet server."

   She said *we needed / we'd need* to invest in a new intranet server.

C. Complete the sentences below with the words in the box.

deadlines	duties	workaholic	work environment	schedule

1. A firefighter's _____ can be extremely dangerous. Lars had special training to deal with emergency situations.

2. Construction workers are expected to work hard to meet _____. Builders must adhere to a strict schedule.

3. Lois is an accountant and she likes to start work early in the morning. Her work_____ allows her to start at 7:30 and finish by 4:30.

4. Steve's_____ as a social worker can be a great challenge. On any given day, Steve is scheduled to visit between 10 and 12.

5. To become an advertising executive, Joanna must be a _____. Currently, she works 12-hr days, six days a week.

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SECTION 2: READING AND COMPREHENSIVE

A. Read the article and then complete the memo written by the HR manager. Fill in the blanks with 2 to 5 words. Use words and phrases from the article to help you. (See example).

Airline Gags Employees. Employers of the Fastair Airlines have been prohibited from gossiping during work hours. Employees were surprised when they received a memo from the HR manager yesterday. The memo said that employees who spread rumors or engage in gossip about their colleagues face immediate termination. Trade Unions at the company are asking for an apology but the HR m going to say sorry. He told journalists: "Employees have the right to work in a professional environment. I believe the decision will promote integrity in the workplace. I wrote the memo because some staff complained to me about increasing gossip. Fastair's management team agrees with me and wants it to stop immediately." However, it may not stop the gossip – the new rumor at Fastair is that the memo may cause a strike.

Memo
From: HR Manager
Attn: All Staff

I have recently received complaints from (0) *staff members about increasing gossip*. I and the entire (1) _____ at Fastair would like such gossip (2) _____. We believe that employees have the right to (3) _____ and that we should all promote (4) _____. In conclusion, I'd like to remind our staff that anyone who spreads (5)_____ could face possible dismissal.

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B. Purchasing an Airline Ticket

How is it possible that two passengers sitting shoulder to shoulder on the same plane can pay such different prices for their tickets? Buying airline tickets has become a test of skill and timing, where the customer is responsible for finding the best possible deal. With online reservation sites offering reduced priced airline tickets it is your fault if you get a bad deal, because there is no travel agent to blame.

Nowadays, all airlines have a pricing department which is responsible for 'yield management. In other words, their job is to adjust the price of tickets in order to get the maximum possible profit for each seat on the flight. Ticket prices vary according to supply and demand and depend on how full the flight is and when you make your reservation. The result is a tremendous difference in prices. In one investigation, Le Monde newspaper made enquiries at different times about Air France tickets for the same flight from Paris to New York City in economy class. They were quoted over a dozen varying prices, ranging from €467 to €3,228.

Airlines justify these variable pricing policies on the extremely narrow profit margins of the business. To illustrate this, EasyJet uses a graphic which shows the seating plan of a plane with one hundred fifty-five seats. They need to sell thirty-nine of these seats to cover airport costs. They need to sell thirty-seven seats go in fuel costs and fifteen to pay the pilots and crew. That leaves just 9 seats for profit.

Another airline, Ryanair, puts the blame on extra fees for pushing up the prices. For example, each passenger pays a bit extra for the wheelchair the plane is required to carry on. Since the attack on the World Trade Center in 2001, an additional fee has been included for insurance. It is also the case that if your luggage is over the allotted weight limit or you have additional bags, the passenger will be charged an additional fee for 'excess baggage.' On top of that - you aren't entitled to a refund if your flight is delayed. And if you're five minutes late for check-in the airline personnel won't allow you through, which means that you've missed your flight.

1. Read the article and answer the questions.

a. Why won't you have anyone to blame if you get a bad deal on your airline tickets?

_____

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b. If more than nine seats are empty, why will EasyJet not achieve financial targets?

_____

c. If you ask a Ryanair representative about their prices, what will they say?

_____

2. Complete the sentences based on the information in the article.

a. If you book your ticket at a different time from another passenger, the price of your tickets _____.

b. If there isn't a high demand for seats on a flight, the price _____.

c. You can only blame yourself if you _____ deal.

d. If they only sell 91 seats, _____profit.

e. EasyJet doesn't make a profit on a flight if _____ seats left.

f. If you have an extra bag, _____.

g. They won't let you get on your flight if _____.

SECTION 3: WRITING

Find an object/ item/ product in your home or office that you like/ use. Write an email to you a friend describing this object/ item/ product. Use as much descriptive language as possible in a logical and cohesive letter. Your email will graded based on the quality of your composition and not the quantity of words you use.

Describe:

- Material
- Size
- Weight
- Color(s)/ Pattern(s)

Mention the use(s), benefit(s), and/or sentimental value.

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SECTION 4: LISTENING

A. (audio track 2.01)
Preview what you need to listen for. Listen to the information about Marcos Galperin. Then, choose the correct answer (a. b. or c.). Listen to the information once only.

1. ***2001***

a. was the year Galperin's company became a partner of Ernst and Young

b. was the year Galperin's company became a partner of eBay

c. was the year Galperin's company became a partner of Ibazar

2. ***Stanford***

a. is the university where Galperin did his MBA

b. is the place where Galperin worked for an oil and gas company

c. is the place where Galperin grew up

3. ***John Muse***

a. was the founder of a private equity fund

b. was the co-founder of Mercado Libre

c. was a student at a private university

4. ***Latin America***

a. is where eBay" was a start-up company in the 1990s

b. is where Galperin focused mainly on marketing and public relations

c. is where Mercado Libre is the largest online commerce platform

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5. ***1.2 million***

a. is the number of buyers of Mercado Libre products in 2010

b. is the number of Mercado Libre products sold annually

c. is the number of Mercado Libre's monthly transactions

B. (42-50) (audio 2.22)

Listen to a presentation about time management. Put the speaker's given advice into the correct order. Listen to the presentation once.

_____ Analyze what you are doing,

_____ Have a positive attitude towards your work.

_____ Change the behavior of other people around you.

___*1*___ Make 'to do' lists

_____ Choose the right moment to do vital tasks.

_____ Leave your voicemail to deal with calls.

_____ Have reasonable expectations about how much you can do.

_____ Close your door

___*2*___ Prioritize

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