STAR EDUCATION **ĐỀ CHÍNH THỨC** *(Đề thi gồm 07 trang)*	**THI THỬ TUYỂN SINH 10 PTNK 2022 – ĐỢT 1** **Môn thi: TIẾNG ANH (KHÔNG CHUYÊN)** **Ngày thi: 05/03/2022** *Thời gian làm bài: 90 phút (không kể thời gian phát đề)*

Part 1. Pronunciation (5 pts)

Choose the letter A, B, C, or D in your answer form *to indicate the word whose underlined part differs from the other three in pronunciation in each of the following questions.*

1.	A. o**f**	B. lau**gh**	C. **f**ight	D. hydro**ph**obia
2.	A. crook**ed**	B. cook**ed**	C. nak**ed**	D. belov**ed**
3.	A. ascert**ain**	B. rem**ain**	C. sust**ain**	D. fount**ain**

Choose the letter A, B, C, or D in your answer form *to indicate the word that differs from the other three in the position of the primary stress in each of the following questions.*

4.	A. distract	B. elaborate	C. comfortable	D. exposure
5.	A. environmentalist	B. contamination	C. entrepreneurial	D. hippopotamus

Part 2. Reading (30 pts)

Passage 1

Read the following extract carefully and choose the letter A, B, C, or D in your answer form *to indicate the correct answer to each of the questions.*

Pricing Approaches in Marketing

An important part of marketing is determining what price to charge consumers for goods and services. Companies **aspire** to set prices that are high enough to allow them to make a profit but low enough to encourage people to purchase their products. To determine these prices, marketing specialists must consider a variety of factors and use a number of different pricing approaches.

Cost-based approaches determine the price of a product based on how much it costs to make. This is the simplest method because manufacturers can easily determine how much it will cost them to produce their goods. After they calculate the price of materials and labour, they add a set percentage to that cost, called a standard markup, which covers advertising, marketing, and other administrative costs, as well as profit.

The main advantage to the cost-based approach to pricing is its simplicity. By using this method, businesses do not need to adjust their prices constantly based on changes in the market for their goods. However, the inability to **account for** important factors relating to the market is also the weakness of the cost-based approach. This is why many businesses also use more complex approaches to determine their prices.

In many industries, producers often pay less attention to their own costs and set prices based on those of their leading competitors instead. This is called competition-based pricing. Competition-based pricing often relies on the going rate, or the average price that consumers expect to pay for a good or service. If five companies are selling plastic tubing for two dollars per foot, a sixth company is unlikely to be successful selling that same kind of tubing for three dollars per foot. Thus, even if the sixth company's production costs are higher, they cannot afford to set their prices higher than their competitors' prices.

Competition-based pricing sometimes puts small businesses at a disadvantage. Because they can buy their materials or production machinery in bulk, very large companies often have lower production costs than smaller companies do. In order to compete, smaller companies cannot depend on cost-based pricing. They often set their prices lower than those of their larger competitors, even though their production costs may be higher, in order to make their products attractive to consumers and build or maintain their customer base. These sellers will also combine cost-based and competition-based pricing in order to find the most competitive price that will **yield** the highest profit after costs are subtracted.

While cost-based and competition-based pricing are largely based on **objective** mathematical factors, like production costs and average prices, buyer-based approaches are based on individual perspective**. [A]** Perceived value is how much consumers feel an item is worth, as opposed to its actual monetary value. **[B]** For example, a product like a pet rock, which is simply an ordinary rock marketed as a pet, has very little actual monetary value. **[C]** Marketers will not use production costs to set their price, because this would make the price too low. **[D]** Instead, they must determine how much consumers feel their product is worth.

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Because perceived value is subjective, it is difficult to calculate. **One common strategy for determining the perceived value of a product is to interview people in focus groups, small groups of people who share their feelings about a product with market experts**. The responses of focus groups often change according to the group being interviewed, so experts try to interview a large enough sample to get useful information. Along with focus groups and market experts, some businesses may even employ psychologists to help them understand the minds and emotions of consumers so that **they** can create products that people will see as valuable. The more perceived value an item has, the more a company can charge for that item, regardless of its production costs or the prices set by competitors.

6. The word **aspire** in paragraph 1 is closest in meaning to:
A. decide. B. hurry. C. aim. D. attempt.

7. The phrase **account for** in paragraph 3 is closest in meaning to:
A. summarize. C. formulate.
B. take into consideration. D. make clear.

8. In paragraph 4, the author implies that a company with higher production costs couldn't afford to charge more than its competitors because the company would:
A. lose money because customers would choose its competitors' products.
B. be expected to lower its production costs to match its competitors' costs.
C. have to buy equipment that would lower its production costs.
D. be forced to use the same pricing strategies as its top competitors.

9. The word **yield** in paragraph 5 is closest in meaning to
A. balance. B. result in. C. withhold. D. make larger.

10. According to paragraph 5, what can be inferred about large businesses?
A. They are more likely to use only one pricing approach.
B. Their prices are influenced by the pricing strategies of small businesses.
C. They spend less money on marketing than small businesses do.
D. They tend to have higher production costs when using competition-based pricing.

11. According to paragraph 6, what do cost-based and competition-based approaches have in common?
A. They are based on the value of a product or service.
B. They depend on measurable information.
C. They rely equally on personalized information and averages.
D. They focus on the costs to the customer.

12. Why does the author mention a pet rock in paragraph 6?
A. To give an example of a product with a low perceived value
B. To illustrate why using perceived value is appropriate for certain products
C. To contrast the actual and perceived value of a specific item
D. To explain how buyer-based and competition-based pricing can be used together

13. Which of the following best expresses the essential information in the bold sentence in paragraph 7?
A. In order to determine the perceived value of a product, some focus groups interview experts about their feelings on a product.
B. Interviewing people in focus groups is one way that market experts determine the perceived value of a product.
C. Focus groups allow market experts to interview people about how they form their ideas about the value of an item.
D. One strategy for interviewing small groups of people about perceived value involves asking them how they feel about a product.

14. According to paragraph 7, what is NOT true about an item's perceived value?
A. It allows companies to set prices without concern for other marketing factors.
B. It may vary from group to group.
C. It reflects the psychology of the consumer.
D. It is often higher than the actual value.

15. At which point in paragraph 6 would the following sentence best fit?
"In buyer-based pricing, companies set prices based on the perceived value of a commodity."
A. Point [A] B. Point [B] C. Point [C] D. Point [D]

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Passage 2

You are going to read an article about football fans around the world. For questions 16-20, match the headings (A-G) with the appropriate paragraph. There are TWO headings which you do not need.

Pleasing The Crowds

It is by the results of international fixtures that the status of a country's football is judged. Success in the World Cup, when it was held in England in 1966, induced a kind of euphoria in the minds of football fans who had long felt that the English game was lagging behind that of the Europeans and South Americans. Hungary's defeats of England 6–3 and 7–1 in 1953 and 1954 had made it clear that British soccer could no longer claim to be the best in the world. Not only Europeans, but to an even greater extent the South Americans, showed themselves to be more skillful and imaginative than the English at both international and at club level, and a proliferation of European competitions proved the point beyond all doubt.

As the crushing defeats by Hungary in 1953 and 1954 had marked the decline of British football, so the winning of the World Cup in 1966 appeared to mark a period of new supremacy for the victors. However, the next World Cup in 1970, and the subsequent failure even to qualify for the finals in 1974, made it clear that the quality of the English game, with its tactical stereotypes, had fallen behind that of the best of the overseas competition. The repeated claims of managers that the English First Division was the best in the world had failed to convince a public which takes a close interest in the international results, and the fall in gates after the English team failed to qualify in 1974 indicated quite clearly that domestic football is judged in an international context.

Despite mixed fortunes in the 1980s the popularity of football in most European countries is fairly high, and the performance of local clubs and national sides is perhaps the most common subject of talk in cafes, clubs and factories. However, the future is not altogether bright. Leading teams like Barcelona and Liverpool enjoy the continued support of loyal fans, irrespective of how individual games turn out on the day, but support for most teams varies from week to week with their fortunes, and future planning in terms of ground development, the provision of amenities and spending in the transfer market is difficult. The impecunious position of some well-known teams is indicative of the danger to even the mightiest of clubs.

However, football can also be very big business. Some clubs do take considerable sums at the gates each week. But the really big money comes from sponsors. Sponsors include tobacco companies and car manufacturers. In return for their cash they insist that their name be displayed at the ground, on programmes and on the players' shirts. They also insist on competitions bearing their name; thus even non-smokers have the cigarette company's product on their lips every time they refer to the football scene. Sponsorship helps enormously to stabilize the financial fortunes and standing of clubs. The money is there, even when the results go against them. But they have to beware, since the sponsors will quickly withdraw their support if the downturn in a club's performance lasts for too long. Crowd trouble, too, and the bad publicity this can attract, will drive them away.

Bad crowd behaviour, with hooliganism both inside the ground and outside as well, has now become one of football's most disturbing features. As long as football remains 'the people's game' it will reflect current social problems and it might even create a will to resolve them, before they deter increasing numbers of people from attending grounds.

Which of the paragraphs suggest the following?

A. Football and society
B. Uncertain loyalty from fans
C. Leading teams' pride restored
D. No longer the leaders
E. Topics that are worth discussing
F. Support in exchange for advertising
G. Hopes that didn't come true

16. Paragraph 1
17. Paragraph 2
18. Paragraph 3
19. Paragraph 4
20. Paragraph 5

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For questions 21-25, read the passage and decide which is the best answer A, B, C or, D.

21. In 1966, the result of the World Cup:

A. was a great achievement for Hungary.
B. reflected England's general form.
C. gave the English false hopes.
D. showed that England had fallen behind other countries in skill.

22. The 1974 World Cup led to:

A. fewer English people attending football matches.
B. managers claiming that English teams were the best in the world.
C. the standard of English football falling behind the standard of some other countries.
D. people judging teams at home by how they did in foreign countries.

23. According to the passage, when was English football comparatively poor?

A. In the 1950s.
B. In the 1960s.
C. In the 1970s.
D. In the 1950s, 1960s and 1970s.

24. The writer says that support for most teams depends on:

A. the state of the club's finances.
B. how well they do in each match.
C. how well they plan their spending on their grounds and their teams.
D. how well they cope with bad behaviour.

25. Which of the following things does the passage say about sponsorship?

A. It leads to non-smokers taking up smoking.
B. It leads to competitions being named after cigarette companies.
C. It carries on, even if the sponsor's sales do not improve.
D. It stops when a club starts to lose its matches.

Passage 3

Read the following passage and choose A, B, C or D to indicate the correct word or phrase that best fits each of the numbered blanks front 26 to 35.

The Sydney Opera House

The Sydney Opera House in Australia is one of the most famous buildings in the world. This massive arts centre (26) _____ beautifully into its setting on the waterfront at Sydney Harbour. Designed by Danish architect, Jorn Utzon, its huge curved roofs (27) _____ people of the yachts which are constantly sailing by, or of an enormous, shiny white shell. The design and building of the basic structure took eight years to complete (28) _____ the fact that it broke so many of the architectural rules of the time. The whole opera house took sixteen years to complete, finally opening in 1973. The Sydney Opera House has been described as one of the great masterpieces of human (29) _____, and in 2007 it was added to the UNESCO World Heritage List. Only the most (30) _____ buildings on Earth, such as the Taj Mahal, The Pyramids of Egypt and the Great Wall of China, are recognised in this way.

Unfortunately, there is a sad (31) _____ to the story of the Sydney Opera House. Utzon never saw his masterpiece completed. His design was chosen from more than two hundred entries in an international competition. After winning the competition, Utzon continued developing and testing his designs. The design was so (32) _____ of its time that new building techniques had to be developed with the help of some of the best engineers around the world. When a new government was elected, they questioned the amount of money and time that was being spent on the opera house, and even the design of the building (33) _____ in for criticism. Utzon, (34) _____ position had become impossible, resigned in 1966 and returned to Denmark. The building was completed (35) _____ the direction of local architects.

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26.	A. suits	B. fits	C. matches	D. feels
27.	A. are reminding	B. remind	C. will be reminding	D. have been reminded
28.	A. because	B. except for	C. due to	D. since
29.	A. creation	B. creativeness	C. creator	D. creativities

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30.	A. standing	B. standing out	C. outstanding	D. upstanding
31.	A. side	B. view	C. hand	D. line
32.	A. forward	B. before	C. in front	D. ahead
33.	A. came	B. fell	C. brought	D. dropped
34.	A. when	B. whose	C. which	D. where
35.	A. under	B. during	C. in	D. for

Part 3. Grammar and Vocabulary (20 pts)

Choose the letter A, B, C, or D in your answer form *to indicate the correct answer to each of the following questions.*

36. I _____ endless problems with the car the whole ten years I owned it.
A. had B. was having C. have had D. had had

37. It was essential to submit the plan the following day. Therefore, _____ he was near exhaustion, he went on working late into the night.
A. whereas B. while C. however D. though

38. Hurry up! We have _____ time than you think!
A. much little B. fewer C. far less D. much more

39. Don't call me after 11pm. _____ then and I don't like to be disturbed while I am recharging my own battery after a hectic schedule.
A. I will be sleeping B. I am sleeping C. I will sleep D. I'd be sleeping

40. Hey Tom, mom would rather us _____ anywhere until the weather improves.
A. don't go B. didn't go C. hadn't gone D. haven't gone

41. She swam strongly and_____ cross the river easily, even though it was swollen by the heavy storm.
A. used to B. was able to C. could D. was supposed to

42. When they reached Malaysia last week, their reserved room _____ empty without any announcements.
A. had left B. has left C. had been left D. has been left

43. The hotel _____ we stayed was not very clean.
A. that B. which C. at which D. at where

44. It's your own fault if you feel terrible this morning. You _____ so much last night.
A. shouldn't have eaten C. wouldn't have eaten
B. mightn't have eaten D. mustn't have eaten

45. Since my childhood, I've been following my mom's expectations to appease her and it's time I _____time _____ my own dream.
A. spend/realizing B. spend/to realize C. spent/to realize D. spent/realizing

46. Everyone thought the play was very funny except Mary. She just wasn't in the _____ for a comedy.
A. disposition B. feeling C. mood D. humour

47. The meeting will start at 3 o'clock _____, so don't be late.
A. on the point B. in the point C. on the dot D. in the dot

48. Implementation of this plan will be difficult and expensive. _____, we have no guarantee that it will work.
A. What's more B. And more C. What more is D. What's most

49. Tom hasn't found a job yet but he has written his CV. That's a step _____ direction, I suppose.
A. up the right B. to the front C. in the right D. forward in

50. You can't believe a word he says. Everything he has told you is a _____ of lies
A. sack B. pack C. bag D. ball

51. I haven't read any articles on this subject for years, so I'm _____ with recent developments.
A. out of touch B. out of step C. touch and go D. a soft touch

52. The captain's magnificent performance _____ an example to the rest of the team.
A. gave B. set C. made D. laid

53. The film is _____ based on a true story, but most of it is fiction.
A. loosely B. casually C. faintly D. lightly

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54. Still half-asleep, I put my sweater on _____.

A. front to back B. back to front C. upside-down D. back to back

55. After a few days, the cheese began to _____ a pungent smell.

A. give off B. let off C. send off D. put out

Part 4. Error Identification (5 pts)

Choose the letter A, B, C, or D in your answer form *to indicate the underlined part that needs correction in each of the following questions.*

56. Children **subjected to** violence, exploitation, abuse and neglect are **in** risk of death, poor physical and **mental** health, **HIV/AIDS infection**, and educational problems.

A. subjected to B. in C. mental D. HIV/AIDS infection

57. **Thanks to** his obstinacy, he achieved **what** he wanted. If he **were** discouraged **earlier** by this failure, he would not have reached his aims.

A. Thanks to B. what C. were D. earlier

58. **Of** all seashore plants, seaweeds are **best** able to tolerate long periods out of water, followed **by** long periods **covering** by water.

A. Of B. best C. by D. covering

59. The Nobel Prize **winning** candidate, together **with** his wife and children, **are** staying in Sweden **after** the presentation.

A. winning B. with C. are D. after

60. **After driving** for twenty miles, he suddenly **realized** that he **has been driving** **in** the wrong direction.

A. After driving B. realized C. has been driving D. in

Part 5. Word Formation (20 pts)

Use the words on the right of the text, listed 61-70, to form ONE word that fits in the same numbered space in the text. ***Type ONLY ONE WORD for each question*** *and type it in LOWERCASE LETTERS in your answer form. Spelling mistakes will be penalised. There is an example at the beginning.*

WALKING IN BRITAIN	
Great Britain has more public (0) *footpaths* than any nation on Earth. The network in England and Wales is more than 120,000 miles long; in Scotland, where the law is **(61)** ____, walkers **(62)** ____ enjoy even more open access to the countryside. Moreover, in England and Wales, the right to wander the countryside is supported by an **(63)** ____ principle of law, itself an **(64)** ____ of many of the principles of **(65)** ____ freedom we take for granted.	0. foot **61.** differ **62.** theory **63.** interest **64.** body **65.** society
If a path is in use without a break for 20 years, it is presumed to be a right of way. A **(66)** ____ can prevent this by closing the path just once during the 20-year period; but the principle, and the **(67)** ____, of creating new paths always exists.	**66.** land **67.** possible
A right of way is just what it says: a right of **(68)** ____ across someone's land. The holder of the land may **(69)** ____ object if the walker does damage or leaves litter. But he may not complain – **(70)** ____ – if the walker pauses on the path to enjoy the view, or to eat lunch.	**68.** pass **69.** right **70.** legal

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Part 6. Key Word Transformation (20 pts)

Complete the second sentence so that it has a similar meaning to the first, using the word given. Do not make any changes to the word given and ***type in your answer form NO MORE THAN FIVE words*** *in total. Write your answer in LOWERCASE LETTERS.*

Example:

0. He had taken an anorak so that he wouldn't get wet. **avoid**
He had taken an anorak _____ wet.

*The correct phrase to fill in the blank is "**to avoid getting**", so this is what you should type in your answer form:*

to avoid getting

71. Were you able to complete all your work yesterday? **get**
Did you manage _____ all your work yesterday?

72. Don't get depressed because of such a small problem. **let**
It's such a small problem that you shouldn't _____ down.

73. He did not buy a present for her; he gave her some money. **instead**
He gave her some money _____ present.

74. If you keep practising, you'll improve. **give**
If you _____ practising, you'll get better.

75. Because of what you advised me, I did the right thing. **advice**
Thanks _____ me, I did the right thing.

76. In my opinion, they're the best band in the world. **concerned**
They're the best band in the world, as _____ .

77. I haven't got my wallet – it must be at home. **left**
I have not got my wallet – I _____ at home.

78. I was driving home from work when the accident happened. **time**
I was driving home from work _____ the accident.

79. I have just noticed that the car has almost run out of petrol. **hardly**
I have just noticed that _____ left in the car.

80. I have been too busy to answer my emails, but I will do it soon. **round**
I have _____ my emails yet, but I will do it soon.

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