

**Read the following passage and mark the letter A, B, C, or D**

When we meet people for the first time, we often make decisions about them based entirely on how they look. And of course, we too are being judged on our appearance. Undoubtedly, it's what's inside that's important but sometimes we can send out the wrong signals and so get a negative reaction, simply by wearing inappropriate clothing.

When selecting your clothes each day, it is therefore important to think about who you're likely to meet, where you are going to be spending most of your time and what tasks you are likely to perform. Clearly, on a practical level, some outfits will be more appropriate to different sorts of activity and this will dictate your choice to an extent. However, there's no need to abandon your individual taste completely. After all, if you dress to please somebody else's idea of what looks good, you may end up feeling uncomfortable and not quite yourself.

Some colours bring your natural colouring to life and others can give you a washed-out appearance. Try out new ones by all means, but remember that dressing in bright colours when you really like subtle neutral tones or vice versa will make you feel self-conscious and uncomfortable. You know deep down where your own taste boundaries lie. It may be fun to cross these sometimes, but do take care not to go too far all at once.

**Reappraising** your image isn't selfish because everyone who comes into contact with you will benefit. You'll look better and you'll feel a better person all round. And if in doubt, you only need to read Professor Albert Mehrabian's book *Silent Messages*, which showed that the impact we make on each other depends 55 percent on how we look and behave, 38 percent on how we speak, and only seven percent on what we actually say.

1. Which could be the best title for the passage?
  - A. Making Your Image Work for You
  - B. Choosing Appropriate Business Suits
  - C. Making Judgements about People's Appearance
  - D. Creating a Professional Image
2. According to paragraph 1, people can get a negative reaction from others by \_\_\_\_\_.
  - A. wearing inappropriate clothes.

- B. expressing too strong emotions
  - C. sending out right signals.
  - D. talking about other people's behaviours
3. The word "**outfits**" in paragraph 2 mostly means \_\_\_\_\_.
- A. types of gestures
  - B. sets of equipment
  - C. sets of clothes
  - D. types of signals
4. Which of the following is NOT mentioned in paragraph 2 as a factor to be considered when choosing clothes?
- A. Places you spend time in.
  - B. Kinds of tasks you perform.
  - C. Other people's views on beauty.
  - D. People you meet.
5. The word "**others**" in paragraph 3 refers to \_\_\_\_\_.
- A. taste boundaries
  - B. colours
  - C. means
  - D. neutral tones
6. The word "**Reappraising**" in paragraph 4 is closest in meaning to \_\_\_\_\_.
- A. reconsidering
  - B. reapplying
  - C. reminding
  - D. recalling
7. According to Professor Albert Mehrabian, the impact we make on each other depends mainly on \_\_\_\_\_.
- A. how we look and behave
  - B. what we read
  - C. what we actually say
  - D. how we speak