**Question 1 – 5 refer to following passage**

Warman's, the makers of office materials, had advertised for a traveling salesman. Mr. Barlow applied for the job, and soon afterwards was invited to the company head office to meet Mr. Snell, the sales manager. Mr. Snell asked Mr. Barlow what experience he had as a salesman.

"I worked as a salesman for a brush company until six months ago. I sold brushes, dusters, tins of polish, things like that. I went from door to door selling direct to housewives" Mr. Snell then asked him why he had left the job. "Well to be honest, it was very hard work," Mr. Barlow replied. "It meant walking sometimes six or eight miles a day. But the real reason for leaving was I didn't think very highly of the goods that I was selling, and that made it difficult for me to be sincere when I had to tell housewives what was wonderful. Brushes they were. I knew perfectly well they wouldn't last beyond a month. What's more, their pay was rather poor. I realized after a while that I wouldn't be able to support a family on the money I was earning."

"I see, "said Mr. Snell. "So what did you do next?"

"For the last six months I have been a salesman in a department store" said Mr. Barlow.

"And do you think you could sell Warman's office materials with a clear conscience?" Mr. Snell asked. "Do you think you could be sincere about selling the papers, ink, copying machines and so on that we produce here?" Mr. Barlow said that he could, that Warmans's office materials enjoyed a very high reputation, and that in his department at Caldwell's he sold almost nothing else. He said that he had always wanted to work for a big company with a good name, to travel all over the country selling goods to the other companies, rather than to housewives on the doorstep and – he added with a smile – to enjoy the money and the working conditions offered with the job for which he had applied.

"Mr. Barlow," said Mr. Snell, "Do you have a clean driving license?", "Yes I do." Mr. Barlow replied. "Then as long as your medical examination proves to be satisfactory, I'm quite prepared to offer you the job." Mr. Snell got up and shook Mr. Barlow by the hand. "Congratulations" he said, "and welcome to Warman's."

1. The text tells us about …
   A. The experience of Mr. Barlow a salesman
   B. Mr. Barlow's ideals of his future career
   C. Mr. Barlow's miserable life at a brush company.
   D. What Mr. Barlow likes about Warman's.
   E. The acceptance of Mr. Barlow at Warman's
2. The purpose of inviting Mr. Barlow to Warman's head office was ...
   A. To have Mr. Barlow apply for the advertised job
   B. To find out if he were the right man for the job
   C. To explain to him more about traveling salesman
   D. To introduce him to Warman's sales manager
   E. To see what kind of products he has been selling.
3. Which of the following statements is TRUE about Mr. Barlow?
   A. He worked for a brush company for six months.
   B. He was unemployed for six months after leaving the department store.
   C. He worked at a department store for six months.
   D. He applied at Warman's six months after he left the brush company.
   E. He had worked for Caldwell's before he worked for the brush company.
4. The main reason why Mr. Barlow quitted the brush company was that...
   A. He was too tired to walk six or eight miles.
   B. He realized that the products were not of good quality.
   C. He believed that the company would stop producing brushes
   D. He found it difficult to deal with housewives
   E. He know that this customers did not really like that products
5. At Caldwell's, Mr. Barlow was in charge of selling ...
   A. Groceries
   B. Machines
   C. Machine
   D. Office material
   E. Duster



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BIMBINGAN BELAJAR SMA IPA/ IPS



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