Level: Advanced
Date: December, 2025

FINAL EXAM **Name:**

LISTENING

Listen to 5 people talking about their journeys to work every day. Match the speakers (1-5) to what they mention in connection with their journey (A-H).

Speaker 1 ☐
Speaker 2 ☐
Speaker 3 ☐
Speaker 4 ☐
Speaker 5 ☐

A the journey being unpredictable
B moving to a different work location
C other modes of transport being too complicated
D being lucky
E numbers of commuters increasing
F having a low opinion of other commuters
G other people changing the way they get to work
H remaining calm despite a problem

GRAMMAR

1- 'WISH/IF ONLY'. Complete the sentences with the correct form of the verb in brackets.

1 I wish I _____ (know) the answer to your question.

2 If only Stephen _____ (be) a bit more reliable, then we wouldn't have to wonder if the job is being done correctly.

3 If only you _____ (not forget) to bring your wallet, we'd be able to buy a drink.

4 I wish I _____ (able to) find a job closer to home.

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2- Different forms and uses of 'HAVE'. Complete the sentences with the correct form of the verbs.

Example: *Has* Dana *lived* in Singapore since she was a child? (live)

1 I _____ time to watch TV tonight. (not have)
2 Luis and Maria _____ married for 15 years and are very happy together. (be)
3 I can't believe Paolo isn't here yet. I _____ for two hours. (wait)
4 _____ you _____ work late again tonight? (have to)
5 We didn't have time to do it ourselves, so we _____ our lounge _____ by a professional. (decorate)
6 How many guests _____ she _____ in her house right now? (have got)
7 Did my phone ring while I _____ a bath? (have)

3- 'PRONOUNS'. Complete the sentences with the correct word.

1 _____ can use the internet for research when you write your term paper.
One You Each other
2 _____ say it's harder to learn languages after you're 12.
They They're Their
3 _____ need to remember that we're very lucky to have good food on the table for each meal.
One Ourselves We
4 Alex talks to _____ when he's writing. It's pretty annoying!
myself each other himself
5 Bruce and I built the shed in the garden _____.
ourselves by one another by myself
6 Do you and your parents talk to _____ every weekend?
yourselves each other another

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4- 'INVERSION'. Adding emphasis: complete the sentences with the correct form.

1 Not only _____ late, you're also not dressed properly.
you are are you you're

2 Never _____ such a silly excuse.
have I heard I heard I have heard

3 _____ Arthur arrived than he and Evan started to fight.
As soon No sooner had Sooner than

4 Only when you watch someone make a basket _____ what an art it is.
you do realize you realize do you realize

5 Not until I see the money with my own eyes _____ that you have been paid.
will I believe do I believe I believe

6 Rarely _____ so relaxed.
have felt I have felt have I felt

5- 'ELLIPSIS'. Complete the sentences with one word.

1 She went to Paris _____ didn't see the Eiffel Tower.

2 A Did you go to the party?
B No, but Joanne _____. She said it was a lot of fun.

3 I felt really sad when _____ realized that Mina had left without saying goodbye.

4 You didn't help make dinner last night, but you really should _____.

5 A Are you going to the office picnic tomorrow?
B I suppose _____, unless it rains.

6 A Did Amanda get the job she wanted?
B I'm afraid _____. They offered it to someone else.

7 The kids wanted to go to the lake, but I told them not _____. It's too far.

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READING

Read the article and choose A, B, or C.

THE SCIENCE OF PERSUASION

A

Persuasion is key to business and to much more besides. In many walks of life and in many situations, persuading people to do what you want them to do is the key to success. Is persuasion a science with rules that can be taught and learnt, or is it simply a matter of instinct and personal experience? Researchers have looked into different aspects of persuasion and come up with some interesting results.

B

One advertising copywriter, for example, came up with an approach to selling a product on a TV shopping channel via phone sales that differed from the norm for such advertising. Instead of being instructed: 'Operators are waiting, please call now', viewers were told 'If operators are busy, please call again'. This might appear to have been a risky tactic – putting potential buyers off by suggesting that they would have to waste their time calling repeatedly until they finally got through to someone to take their order. But the results were extraordinary and an unprecedented number of sales resulted. The advert suggested that instead of there being lots of operators sitting there and hoping people would call, there were so many people who wanted the product that people might have to wait until they could get it. This showed just how desirable the product was. Potential customers decided that if so many other people wanted it, they definitely wanted it, too.

C

What role does choice have in persuading people to buy or get something? One study looked at the choices employees made when offered different retirement programmes. This showed that the more choices people were given, the less likely they were to choose anything at all. Another study in a supermarket revealed a similar effect of choice. A particular supermarket displayed either 6 or 24 different kinds of jam. When there were 24 jams to choose from, 3% of customers went to the display and bought one of the jams. When there were 6 jams on display, 30% of customers did so.

D

To what extent can fear play a part in persuasion? One experiment involved public health leaflets on the dangers of tetanus infection. Some of the leaflets consisted almost entirely of frightening images of infected people, with a bit of information about infection, while some contained no images at all, only information about infection. Some included information on where people should go to get tetanus injections to protect themselves,

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while others only gave this information and nothing else. The outcome was that the greatest number of people who went for injections were those who had been given the leaflet with both frightening images and instructions on where to go for injections. People who had been given the leaflets dealing only with infection did nothing. The conclusion was that fear paralyses people if no solution is offered, but if people are frightened and offered a solution they are motivated to take action.

E

Research has also looked into the issue of restaurants persuading people who have booked to let them know if they are not going to turn up. This shows that getting people to promise to do something makes them more likely to do it than simply asking them to do it. If the restaurant asks people to call if they can't make it, 30% of them simply don't turn up and don't tell the restaurant. If, however, the restaurant asks them to call if they have to cancel and they reply that they will do so, only 10% fail to notify the restaurant in advance that they will not be coming.

F

Another aspect of persuasion concerns getting someone to change their mind. Everyone knows how hard this can be. It's hard to prove to someone that a previous decision was wrong, and as people get older they get less and less willing to change their minds. This is because people want things to be consistent; they want their attitudes, statements, values and actions to follow a set pattern. The only way to persuade them to change is to acknowledge this by agreeing that the previous decision they made was a perfectly understandable one. This allows them to focus on your suggestion without feeling that their previous decision was wrong in any way. As a result, they may be persuaded to break out of their established pattern without feeling uncomfortable about doing so.

1 In section A, the writer raises the question of whether or not _____.

A business is different from other walks of life with regard to persuasion

B persuasion is as important as people say it is

C it is possible to generalize about how persuasion works

2 The writer says that the instruction mentioned in section B _____.

A sounds like a bad idea

B was given by mistake

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C was necessary in the circumstances

3 How did some people react to the instruction mentioned in section B?

A Many of them bought more than one of the product.

B Their interest in the product increased.

C They bought something they didn't want.

4 In both of the studies mentioned in section C, _____.

A some of the choices proved more attractive than others

B the number of choices affected what people did

C only a few people selected any of the choices

5 What is said about the leaflets mentioned in section D?

A Some of them contained images that were not frightening.

B Some of them contained images and information.

C Some of them contained only images.

6 What did the experiment described in section D show?

A Fear alone can prevent people from taking action.

B Fear always causes people to take action.

C Fear persuades people to take action more than information does.

7 The research described in section E involved _____.

A asking people to do different things

B making the same request more than once

C people agreeing to a request

8 In section F, the writer says that trying to persuade people to change their minds can _____.

A take longer with some people than with others

B seem like a challenge to ordinary behaviour

C fail for reasons that do not seem logical

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