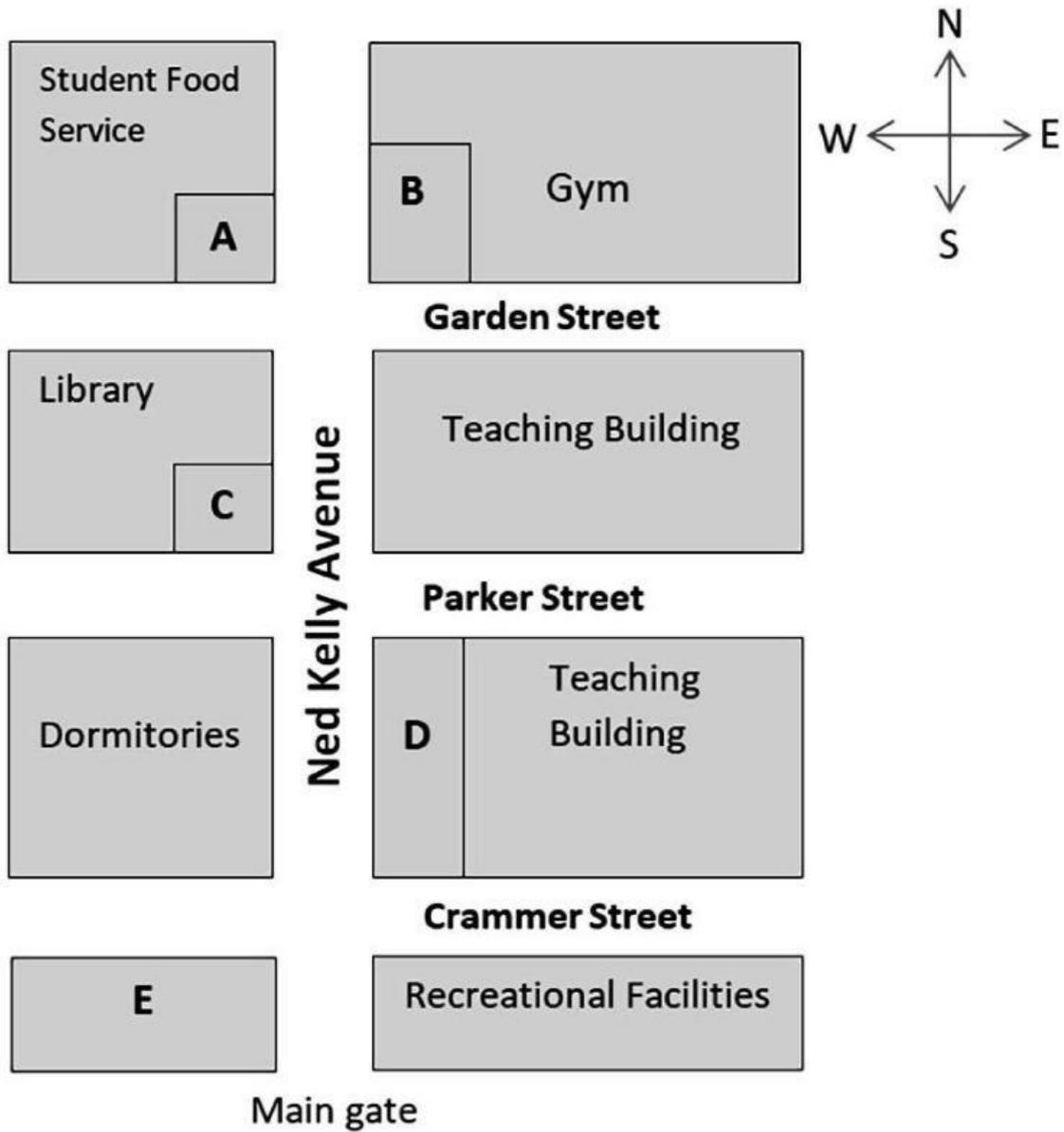


**PRACTICE 1:**  
**Questions 11-15**

*Listen to the directions and match the places in questions 11-15 to the appropriate place among A-E on the map.*



- 11 Student Centre
- 12 Health Centre
- 13 Internet Unit
- 14 Complaint Office
- 15 Cafe

### Questions 16-20

Complete the sentences below.

Write **NO MORE THAN TWO WORDS AND/OR A NUMBER** for each answer.

Students in a room don't need to share a **16**..... with ones in other rooms.

Everyone has to write down his name on the **17**.....

All the students use a **18**..... to enter the dorm's front door.

If you want to wash your clothes, go to the laundry room which is located in the **19**.....

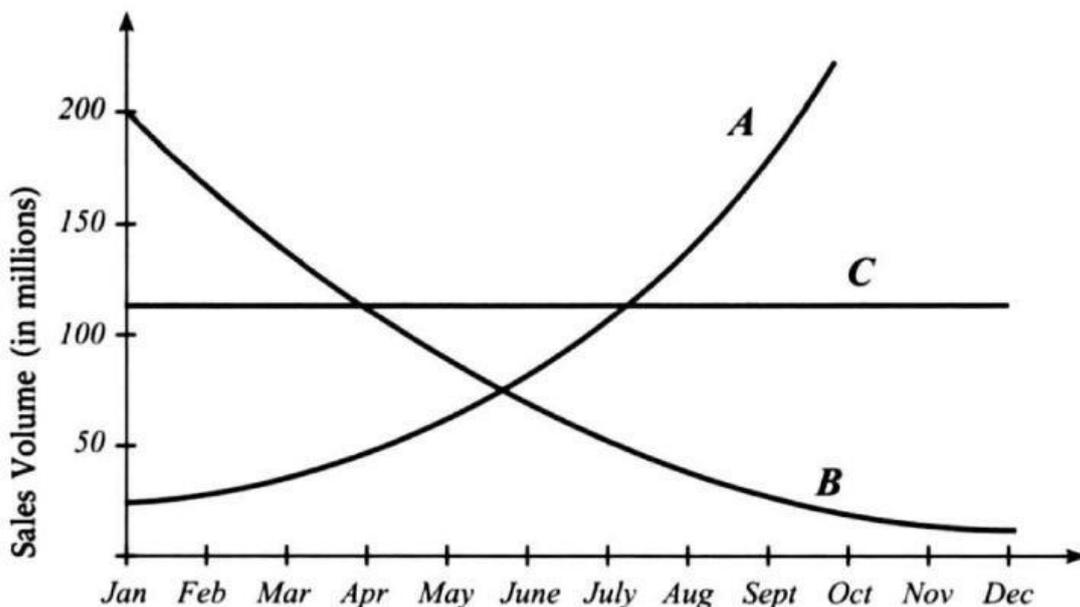
The dormitory closes at **20**..... every night.

### PRACTICE 2:

### Questions 21-22

Choose the correct letters, **A-C**, and write each next to questions **21** and **22**.

According to Betty, which lines describe the sales of both **cheese and oil** in **New Zealand and Colombia**?



21 .....

22 .....

### Questions 23-24

Write the correct letters, **A-E**, next to questions **23-24**.

Which **TWO** of the following are sales strategies for chocolate in Italy and Germany?

- A Locate near a children's school
- B Change the location of the product on shelves
- C Give a free gift
- D Make it the cheapest brand
- E Make Schmutzig the second cheapest brand

### Questions 25-30

Complete the table below.

Write **NO MORE THAN TWO WORDS** for each answer.

#### Research plan

Betty is interested in how **25**..... affects the sales of cosmetics and **26**.....

Bruce is going to be concerned with how **27**..... may impact on sales of cookies and the relationships among **28**....., **29**....., and sales.

The professor advised the students to bear in mind the extensions of **30**.....