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PART 2

Directions: You will hear a question or statement and three responses spoken in English. They will not be printed in your test book and will be spoken only one time. Select the best response to the question or statement and mark the letter (A), (B), or (C) on your answer sheet.

7. Mark your answer on your answer sheet.
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30. Mark your answer on your answer sheet.
31. Mark your answer on your answer sheet.

PART 3

Directions: You will hear some conversations between two or more people. You will be asked to answer three questions about what the speakers say in each conversation. Select the best response to each question and mark the letter (A), (B), (C), or (D) on your answer sheet. The conversations will not be printed in your test book and will be spoken only one time.

32. Who most likely is the woman?
(A) A delivery driver
(B) A bank teller
(C) A store cashier
(D) A graphic designer

33. Why does the woman apologize?
(A) Her manager is not available.
(B) A coupon has expired.
(C) A fee has increased.
(D) A package is missing.

34. What does the woman recommend that the man do?
(A) Return the next day
(B) Register for a membership program
(C) Read some instructions
(D) Request technical support

35. What does the woman ask about?
(A) Making travel arrangements
(B) Leading a workshop
(C) Ordering promotional materials
(D) Practicing a sales presentation

36. What does the man suggest the woman do after the conference?
(A) Purchase some equipment
(B) Meet with a client
(C) Visit a museum
(D) Interview some job candidates

37. What will the man send to the woman?
(A) A reimbursement form
(B) A confirmation code
(C) A telephone number
(D) An e-mail address

38. What type of business is being discussed?
(A) An art supply store
(B) A toy manufacturer
(C) An amusement park
(D) A travel agency

39. What are the women concerned about?
(A) Complaints from customers
(B) A new competitor
(C) Employee safety
(D) The cost of equipment

40. What does the man say about Appalachian Incorporated?
(A) It often works with their company.
(B) It completes projects quickly.
(C) It has a good reputation.
(D) It is located nearby.

41. What does the man ask the woman to do?
(A) Write a report
(B) Meet with a job candidate
(C) Prepare an itinerary
(D) Respond to an e-mail

42. Why does the woman say, "Friday is in two days"?
(A) To express excitement for an activity
(B) To suggest a time to meet
(C) To object to a proposed deadline
(D) To encourage a colleague

43. What will the man do tomorrow?
(A) Sign a contract
(B) Join a conference call
(C) Visit a hospital
(D) Organize a training session

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44. Where does the conversation take place?

- (A) At an art gallery opening
- (B) At an automobile show
- (C) At a technology exhibition
- (D) At a cooking demonstration

45. What does the woman say about an item?

- (A) It is sold out.
- (B) It is still being developed.
- (C) It is covered by a warranty.
- (D) It includes an informational video.

46. What does the woman suggest the man do?

- (A) Check a Web site
- (B) Pick up a brochure
- (C) Pay with a credit card
- (D) Provide contact information

47. Why is Luisa Reyes visiting the store?

- (A) To apply for a job
- (B) To conduct an interview
- (C) To purchase a gift
- (D) To make a delivery

48. What will happen at the store next month?

- (A) Some workshops will be held.
- (B) Contest winners will be announced.
- (C) A new manager will be hired.
- (D) Discounts will be offered.

49. What does the man say is unnecessary?

- (A) A reservation
- (B) A signature
- (C) Photo identification
- (D) Writing experience

50. Why is the woman calling?

- (A) To explain a hiring policy
- (B) To discuss travel arrangements
- (C) To request a confirmation number
- (D) To provide information about some clients

51. What does the man say he wants to do?

- (A) Visit a friend
- (B) Find a lower fare
- (C) Attend a conference
- (D) Check a handbook

52. What will the woman most likely do next?

- (A) Send some forms
- (B) Contact a travel agent
- (C) Arrange a shuttle pickup
- (D) Get permission from a supervisor

53. What industry do the speakers most likely work in?

- (A) Automobile
- (B) Marketing
- (C) Clothing
- (D) Entertainment

54. What does the man say will take place on Tuesday?

- (A) Job interviews
- (B) A business convention
- (C) Maintenance work
- (D) A training session

55. What does the woman ask the man to do?

- (A) Review a presentation
- (B) Contact a supplier
- (C) Send out a reminder
- (D) Update a document

56. Where is the conversation most likely taking place?

- (A) At a construction site
- (B) At a home improvement store
- (C) At a real estate agency
- (D) At an architecture firm

57. What does the woman want to know?

- (A) When a shipment is arriving
- (B) Where a trade show will take place
- (C) How a project is progressing
- (D) Who will be running a training

58. What will the woman do later?

- (A) Meet with the management team
- (B) Fill out a survey
- (C) Install a computer program
- (D) Approve some blueprints

59. What does the woman mean when she says, "cookies are on sale at the supermarket this week"?

- (A) She plans to bring cookies to an event.
- (B) She needs to stay within a budget.
- (C) The man should go to the supermarket.
- (D) The man should revise a store advertisement.

60. Who did the company recently hire?

- (A) A graphic designer
- (B) A cafeteria chef
- (C) A department manager
- (D) A financial advisor

61. What does the man remind the woman about?

- (A) A sporting event
- (B) A project deadline
- (C) A reimbursement process
- (D) A trade conference



Monday	Presentation at 3:00 P.M.
Tuesday	Conference call at 10:00 A.M.
Wednesday	Meeting with client at 2:00 P.M.
Thursday	Business lunch at 1:00 P.M.
Friday	Workshop (all day)

62. Why is the man calling the woman?

- (A) To fix a scheduling error
- (B) To register for a workshop
- (C) To confirm a lunch reservation
- (D) To arrange a consultation

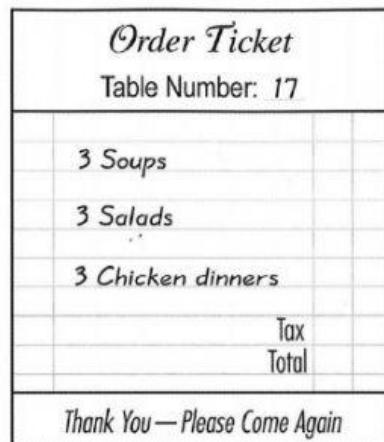
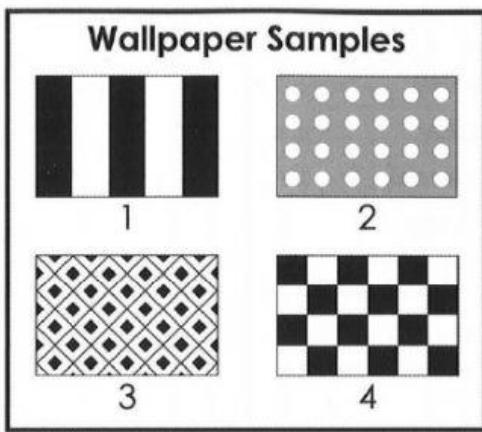
63. Look at the graphic. On which day will the speakers meet?

- (A) Tuesday
- (B) Wednesday
- (C) Thursday
- (D) Friday

64. What does the woman ask the man to do?

- (A) Arrive early to an appointment
- (B) Arrange transportation
- (C) Pay a fee in advance
- (D) Send some documents

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65. Why is the man concerned?

- (A) He misplaced some design samples.
- (B) An office lobby looks outdated.
- (C) An installation team may be late.
- (D) Some materials are too expensive.

66. Look at the graphic. Which sample does the man prefer?

- (A) Sample #1
- (B) Sample #2
- (C) Sample #3
- (D) Sample #4

67. What does the woman suggest doing?

- (A) Taking some measurements
- (B) Ordering from a different supplier
- (C) Speaking with an interior decorator
- (D) Getting approval from a manager

68. What job is the woman training for?

- (A) Chef
- (B) Server
- (C) Manager
- (D) Hostess

69. What did the woman do yesterday to prepare for her job?

- (A) She bought a uniform.
- (B) She sampled some food items.
- (C) She reviewed a menu.
- (D) She visited a local market.

70. Look at the graphic. Where will the speakers go next?

- (A) To the downstairs dining room
- (B) To the patio
- (C) To the upstairs dining room
- (D) To the kitchen

PART 4

Directions: You will hear some talks given by a single speaker. You will be asked to answer three questions about what the speaker says in each talk. Select the best response to each question and mark the letter (A), (B), (C), or (D) on your answer sheet. The talks will not be printed in your test book and will be spoken only one time.

71. What does the speaker say she did last Friday?

- (A) She stayed late at the office.
- (B) She installed some new software.
- (C) She attended an investor meeting.
- (D) She presented at an environmental conference.

72. What does the speaker request that the listeners do?

- (A) Keep their work spaces clean
- (B) Turn off their lamps
- (C) Read a list of suggestions
- (D) Participate in a video conference

73. Why does the speaker congratulate the listeners?

- (A) For meeting sales goals
- (B) For a product launch
- (C) For completing a difficult project
- (D) For a successful recycling program

74. Who is Min-Jee Park?

- (A) A producer
- (B) An actress
- (C) An author
- (D) A politician

75. What will Min-Jee Park discuss today?

- (A) Her best marketing tips
- (B) Her new mobile application
- (C) Her recent book tour
- (D) Her work on a documentary

76. What does the speaker mean when he says, "the venue is small"?

- (A) The listeners should look up directions.
- (B) The listeners should register soon.
- (C) Some furniture needs to be moved.
- (D) A vendor cannot provide a service.

77. What is the purpose of the meeting?

- (A) To revise a staff manual
- (B) To train customer service employees
- (C) To review some résumés
- (D) To present a product to clients

78. What have the listeners received?

- (A) A list of typical questions
- (B) A review of potential vendors
- (C) An advertising brochure
- (D) An updated meeting agenda

79. What is the final step in a process?

- (A) Charging a credit card
- (B) Signing a contract
- (C) Conducting a survey
- (D) Filing a document

80. Who most likely is the speaker?

- (A) A government official
- (B) A news reporter
- (C) An airline pilot
- (D) A construction supervisor

81. According to the speaker, why is the airport expansion necessary?

- (A) Because a new airline will operate from the airport
- (B) Because a nearby airport will be closing
- (C) Because most of the airport buildings are old
- (D) Because more people are using the airport

82. Why does the speaker say, "we need the jobs"?

- (A) To refuse a request
- (B) To admit a mistake
- (C) To express agreement
- (D) To ask for help

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83. What is the topic of the seminar?

- (A) How to name your company
- (B) How to find office space
- (C) How to attract investors
- (D) How to decide on an insurance policy

84. What advice does the speaker give to the listeners?

- (A) To keep a presentation short
- (B) To create a personal Web site
- (C) To hire a marketing consultant
- (D) To read contracts carefully

85. What will the speaker most likely do next?

- (A) Divide the listeners in groups
- (B) Relate a personal story
- (C) Create a business plan
- (D) Collect some registration forms

86. What type of event is being advertised?

- (A) A film festival
- (B) A job fair
- (C) A city tour
- (D) A product launch

87. What does the speaker say the company has received?

- (A) Some funds
- (B) An international award
- (C) Positive reviews from clients
- (D) An invitation to be featured on television

88. How can the listeners receive a discount?

- (A) By registering early
- (B) By referring another business
- (C) By completing a questionnaire
- (D) By signing up for a newsletter

89. What event will the listeners attend next week?

- (A) A facility tour
- (B) A museum exhibit
- (C) A product launch
- (D) A professional conference

90. Why does the speaker say, "it's in a busy part of the city"?

- (A) To encourage the listeners to take the train
- (B) To remind the listeners to bring a map
- (C) To recommend a location for a business
- (D) To decline an invitation to dinner

91. What change does the speaker mention?

- (A) A budget has been approved.
- (B) A project will be delayed.
- (C) A team leader has been replaced.
- (D) A workspace will be reassigned.

92. What news does the speaker announce?

- (A) A business has won an award.
- (B) A business will offer a new service.
- (C) A business has replaced a CEO.
- (D) A business will be moving its headquarters.

93. What advantage does Ruzio have over a competitor?

- (A) It will charge customers less.
- (B) It will sell higher-quality products.
- (C) It will offer a money-back guarantee.
- (D) It is a better-known brand.

94. What will Dolores Garcia discuss?

- (A) Her previous work experience
- (B) Customer loyalty programs
- (C) Ruzio's plan to hire more employees
- (D) Ruzio's use of new technology



95. Who most likely is the speaker?

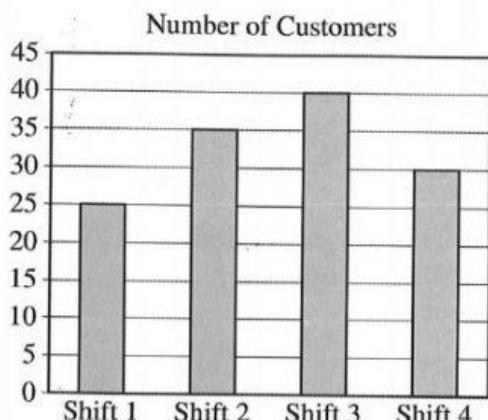
- An architect
- A real estate agent
- An interior designer
- A building contractor

96. Look at the graphic. What room are the listeners standing in?

- Bedroom
- Living Room
- Kitchen
- Dining Room

97. What does the speaker give to the listeners?

- An invoice
- A timeline
- A rental contract
- An informational packet



98. Who most likely is the speaker?

- A delivery driver
- A security guard
- A department manager
- A safety inspector

99. Look at the graphic. Which shift should the listeners sign up for?

- Shift 1
- Shift 2
- Shift 3
- Shift 4

100. What can the listeners receive for finishing a task quickly?

- A travel mug
- A gift card
- A store T-shirt
- A free lunch

This is the end of the Listening test.