

The Best Way to Prepare for the TOEIC® Test

新TOEIC®テスト 「出どころ」がわかる 完全模試

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日米英語学院講師

小石裕子 著

Timothy Ducey / 生山 剛 執筆協力

最新傾向をふまえた良問で
本番を体感!

「解くだけで、攻略のツボがわかる」
実戦テスト3回分で超実力アップ!

米・英・加・豪
4カ国発音対応

CD
3枚付

予想スコアが出せる + 解法ポイントがわかる

3回分の集中学習で全パート最短攻略!

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中経出版

PART 7

Directions: In this part you will read a selection of texts, such as magazine and newspaper articles, letters, and advertisements. Each text is followed by several questions. Select the best answer for each question and mark the letter (A), (B), (C), or (D) on your answer sheet.

Questions 153-154 refer to the following advertisement.

SALE
EVERYTHING MUST GO!!!

SCOTT'S OFFICE SUPPLY SUPERSTORE

GOING OUT OF BUSINESS SALE

COMPUTERS, PRINTERS, DESKS, CHAIRS, SCANNERS,
PAPER, PENS, NOTEBOOKS, COPIERS, ETC, ETC, ETC!!!

50% TO 90% OFF!!!

1 WEEK ONLY
JULY 22 - JULY 28
10 A.M. - 9 P.M.

16 PINE ROAD - MAIN MALL

ONCE WE'RE GONE, WE'RE GONE FOR GOOD!!
BUY TODAY!!

153. What is the purpose of this advertisement?
- (A) To promote a new business
 - (B) To announce a final sale
 - (C) To unveil a new PC
 - (D) To invite customers to a party
154. What item is NOT mentioned in the advertisement?
- (A) Computers
 - (B) Desks
 - (C) Pens
 - (D) Calculators

Questions 172-175 refer to the following newspaper notice.

**PLEASE JOIN US IN HONORING
BARRY OBERSON**

For over 35 years, Barry Oberson has served the city of Chicago. First as a community activist on the city's South Side, he worked to remodel area schools and give the youth of the city the facilities they would need to succeed. At the same time, he raised great amounts of money for local scholarships, helping to send deserving high-school graduates to the best universities in the country. Then, he was elected to the Chicago City Council, representing his community and bringing more needed improvements: better roads, improved housing, and more police officers.

After such great service, he was chosen by the city to be its mayor. Serving as mayor of Chicago for 8 years, he continued to add more law enforcement, build up the school system, improve the hospitals, and greatly modernize the city transit systems, decreasing the need for automobiles and increasing the city's promotion of green solutions to help the environment.

Finally, after such great service to the city, he became an author of community self-help books and an activist, working tirelessly across America to change communities through starting local activist organizations. His programs have helped thousands, from San Francisco and Los Angeles to New York and Washington, D.C., building hearts and lives and making great change.

Now, the City of Chicago honors Barry Oberson with a lifetime achievement award. Please join us at the Lakefront Hotel on Saturday, January 20, at 7 p.m. for a benefit concert and dinner honoring Barry's work. Tickets are \$50, with 40% of the money going to the Barry Oberson Scholarship Fund. Help us celebrate this man's amazing life and work. Thank you.

172. What was Barry Oberson's first position in Chicago?
- (A) Mayor
 - (B) Author
 - (C) Activist
 - (D) Council Member
173. What is something Barry Oberson did NOT do?
- (A) Write a book
 - (B) Improve transportation
 - (C) Help schools
 - (D) Work as a police officer
174. What will some of the ticket sales go towards?
- (A) A speaker's fee
 - (B) Building a hospital
 - (C) Helping students
 - (D) A city council campaign
175. The word "build up" in paragraph 2, line 3, is closest in meaning to
- (A) construct
 - (B) strengthen
 - (C) establish
 - (D) integrate

Questions 181-185 refer to the following advertisement and résumé.

JOB OPENING

PUBLIC RELATIONS DIRECTOR

St. Louis Museum of Modern Art seeks a qualified candidate for the position of **Public Relations Director** starting immediately.

Responsibilities

- Conduct news conferences and issue press releases to educate the public and media about upcoming exhibits and new art additions.
- Write arts column for weekly entertainment section of regional newspapers.
- Create fliers, posters, and advertising to showcase museum collections and exhibitions and attract visitors and patrons.
- Oversee hiring and training of all guides and schedule all public tours.
- Work with museum curator and board of directors to select new themes, exhibitions, and pieces.

Qualifications

- Minimum BA in Art, Art History, or related major; MFA preferred.
- Excellent public relations skills as exhibited by previous experience.
- Leadership Ability
- Superior PC skills, including knowledge of publishing software.

Contact Ciera Andre at candre@slmma.org for more information.

Résumé

Austin Murphy

3 Fitch Lane, St. Louis, MO 63131
314-846-5142 austin.murphy@murph.com

Education

- Missouri University of the Arts --- BA, Art History.
- Mountain Art School, Provo, Utah --- MFA with specialties in modern and three-dimensional art.


Experience

- St. Louis High School --- Art Teacher, 4 years Taught Painting, Art History, and Advanced Art Techniques.
- *Los Angeles Arts, Magazine* --- Arts Columnist, 3 years Wrote weekly story profiling different museums in Los Angeles region.

Skills

- Fluent in Spanish.
- Basic PC skills: word processing and Internet research.

181. Who placed this advertisement?
(A) A publisher
(B) An advertising agency
(C) A museum
(D) A school
182. Which one of the following is NOT a responsibility of the Public Relations Director?
(A) Giving media interviews
(B) Teaching art lessons
(C) Writing for a newspaper
(D) Helping to choose new art work
183. According to the ad, how will the interviewers measure public relations skills when evaluating job candidates?
(A) They will have the candidates give a museum tour.
(B) They will look at prior experience.
(C) They will have the candidates create a marketing poster.
(D) They will test candidates' foreign language ability.
184. Where did Mr. Murphy receive his MFA?
(A) Provo, Utah
(B) St. Louis, Missouri
(C) San Jose, Costa Rica
(D) Jackson, Mississippi
185. What will the interviewers probably consider to be a weakness of Mr. Murphy?
(A) His teaching experience
(B) His education and his college degrees
(C) His language ability
(D) His computer skills

GO ON TO THE NEXT PAGE 

Questions 186-190 refer to the following letter and questionnaire.

MOTEL 2
Where Service is Priority

Dear Guest,

At Motel 2, we care greatly about your opinion of your experience with us. As a valued customer, you are an important part of our team because every time you stay with us, it represents an investment on your part that you trust us to ensure you have a great stay. Were the beds and pillows comfortable? Were there plenty of towels? Were you satisfied with the selection of TV channels? Please let us know about your experience by filling out the brief questionnaire accompanying this letter and returning the form to us in the provided envelope upon checkout. We ask that you give your honest opinion of your time with us. Help us make Motel 2 even better. Thank you once again for your business, and we look forward to serving you in the future.

Sincerely,
Guest Relations, Motel 2

MOTEL 2 --- GUEST QUESTIONNAIRE

Guest Name: Linus Creech Dates of Stay: 12/26 - 12/28

How was the quality of your room? The room was very good. I was satisfied with the size of the room, and the desk and chair made for a nice workspace. The carpet was clean, and the atmosphere, with the cream-colored walls and sea themed paintings, was very comfortable.

How were the bed and pillows? I feel the bed was fine, but it could have been a bit firmer. Perhaps it has not been replaced in some time. The sheets were clean, and the pillows provided a great cushion for a good night's sleep.

Were you satisfied with the restroom and bath? The bath and shower were clean, but the water was too hot. I was not able to stand under it very long before getting burned. Please look into this. Also, the hair-dryer did not work properly.

How were the available entertainment options? Nice TV. Liked the flat screen. I wish there had been more sports and movie channels available. Too much news.

Any further suggestions? An Internet port would be really helpful.

THANK YOU

186. Why was this letter written?
(A) To ask for feedback
(B) To seek business
(C) To offer special service
(D) To file a complaint
187. What else can Mr. Creech find with the documents?
(A) A discount coupon
(B) A vacation promotional flier
(C) An envelope
(D) A bill for service
188. According to Mr. Creech, what was in the room?
(A) An Internet port
(B) Ocean artwork
(C) Light blue walls
(D) A curved screen TV
189. What problem did Mr. Creech mention?
(A) The water was too cold.
(B) The carpet was dirty.
(C) The bed was too firm.
(D) The dryer was out of order.
190. What is mentioned in the letter that is NOT mentioned by Mr. Creech?
(A) The food
(B) The pillows
(C) The towels
(D) The TV

Questions 155-156 refer to the following letter.

NORTHERN CALIFORNIA CONSULTING
26 WEST CAPITOL STREET
SACRAMENTO, CA 94203

February 21

Mr. Henry Dover
813 North Tulip St.
Sacramento, CA 94205

Dear Mr. Dover,

Thank you for your recent interest in our company. It was very good to meet you and learn about your skills and interests in our interview yesterday. Unfortunately, we are unable to offer you a position at this time. We will keep your resume and application on file should an opening arise in our firm in the future and we wish to contact you. We wish you the very best in your job search.

Thank you once again for your interest in Northern California Consulting.

Respectfully,

Harris Weldon
Director of Personnel

155. Why was this letter written?
- (A) To turn down the application
 - (B) To schedule an interview
 - (C) To ask for further information
 - (D) To offer a job

156. According to the letter, what did Mr. Dover do yesterday?
- (A) Go to a job fair
 - (B) Talk with Mr. Weldon
 - (C) Consult with a client
 - (D) Interview a job applicant

Questions 157-158 refer to the following purchase order.

Union High School
"Home of the Elk"
16 East Maverick Street
Wasilla, AK 99654
(907)-863-9214

Purchase Order

4986

DATE: August 28

TO: Office Warehouse
324 E. Town Hall Street
Wasilla, AK 99654

SHIP TO: Union High School
16 E. Maverick St.
Wasilla, AK 99654

REQUESTED BY: Carmen Palin

| Quantity Ordered | Quantity Received | Item Number | Description | Unit Price | Total Price |
|------------------|-------------------|-------------|---|-------------|-------------|
| 2 | | 3981 | Reclining Black Office Chair, Leather, 36" back | \$520.00 | \$1,040.00 |
| 2 | | 742 | Solid Oak Executive Desk | \$1,500.00 | \$3,000.00 |
| 3 | | 1032 | Laptop Computer | \$725.00 | \$2,175.00 |
| 3 | | 6842 | Business Soft™ Exec Suite Software Pack | \$125.00 | \$375.00 |
| | | | | Grand Total | \$6,590.00 |

- Please notify us immediately if you are unable to ship as specified.
- Please send 2 copies of your invoice.

Todd Dahl

Authorized By

157. Who will this order sheet be delivered to?
- (A) Union High School
 - (B) Office Warehouse
 - (C) Carmen Palin
 - (D) Todd Dahl

158. Which of the following is an item that is NOT ordered?
- (A) A computer
 - (B) A desk
 - (C) Leather
 - (D) Software

GO ON TO THE NEXT PAGE →

Questions 160-162 refer to the following memorandum.

Sunrise Corporation

Phoenix, Miami, Houston

Date: March 12
To: Jarret Volker, CFO
From: Candy Paquin, Chief Financial Analyst
Re: Budget Concerns

CONFIDENTIAL

Upon analysis of the corporation's budget for the next fiscal year, which is set to begin April 1, I have the following concerns that must be resolved before the final budget can be submitted to your office.

- First, the marketing department's budget for next year is \$38,000, a 15% increase over last year's budget. While I received this figure from the marketing director, it seems unreasonably high. Are you aware of any reasons for such a dramatic budget increase?
- Second, while the corporation's total earnings last year rose only 1% over the previous year, our total projected spending is 5% higher than that of last year's budget. With so little money to spare right now, is this a reasonable projection of spending? I feel we should scale back and be more conservative.
- Finally, there are some unusual spending requests in next year's budget for the human relations department. I would prefer not to discuss these requests here as they are very sensitive, but, when convenient for you, I would like to meet in confidence to address my concerns with you.

Thanks.

160. What is a problem mentioned in the memo?
- (A) The corporation's earnings have dropped.
 - (B) Documents from some departments are overdue.
 - (C) Some confidential information has been leaked.
 - (D) A certain department's budget seems inappropriate.
161. What does Candy Paquin ask of Jarret Volker?
- (A) To add more money to the budget
 - (B) To meet her very soon
 - (C) To talk to the marketing director
 - (D) To finish his writing quickly
162. The word "address" in paragraph 4, line 4, is closest in meaning to
- (A) respond to
 - (B) discuss
 - (C) locate
 - (D) salute

トランスクリプト

Questions 62 through 64 refer to the following conversation.

M・W

- M: Ms. Saunders, I'd like to suggest you **buy 40 shares** of Vincent Corporation. They're getting stronger everyday. And, think about **selling some of your Sky Cola stock**.
- W: Mr. Harrison, I like Vincent Corporation. They make good shoes and jeans. I'll buy. But, not so sure about Sky. Why do you think I should sell?
- M: Well, **they've been going down** for the last year, and it doesn't appear any of their new products have caught on.
- W: Hmm. I'll have to think about that. I have a feeling they might rebound. For now, **let's just go with the 40 of Vincent Corporation**.

- 62 What are they discussing?
 (A) The color of the sky
 (B) The stock market
 (C) Last year's top jeans
 (D) Their favorite soft drinks

- 63 What does the man say about Sky Cola?
 (A) Their products have been selling well.
 (B) They have been losing money.
 (C) Their drink has the best taste.
 (D) They have not been debuting any new products.

- 64 What does the woman decide to do?
 (A) Buy some new shoes
 (B) Drink a Sky Cola
 (C) Introduce a new style of jeans
 (D) Invest in Vincent Corporation

トランスクリプトの訳

解答と解説

問題 62-64 は次の会話に関するものです。

- M: サウンダースさん、ビンセント社の40株購入はお勧めですよ。日に日に力をつけています。それと、スカイ・コーラ株の一部は売却を考えてください。
- W: ハリソンさん、ビンセント社は気に入ってますよ。いい靴とジーンズを作ってますものね。買いましょう。でも、スカイの件はどうかしら。どうして売るべきだと思うのですか？
- M: はい、ここ1年落ち目ですし、新製品はどれも受けていないようなのです。
- W: うーん。考えてみます。反発しそうな気もするのです。今のところは、ビンセント社の40株だけにしておきましょう。

○ 語句・構文のヒント

share 株 / stock 株 / appear 現れる / catch on はやる、人気が出る / go with ~ ~にする

- 62 彼らは何について話していますか？
 (A) 空の色
 (B) 株式市場
 (C) 去年のトップジーンズ
 (D) 好きな飲み物

正解 (B) **全体から 会話のテーマ** ★☆☆
 男性の最初の発言の buy 40 shares (40株を買う)、selling ... stock (株を売る) といった表現がキーワードとなり、(B) が選べる。ちなみに対話1行目の suggest は提案・要求を表す動詞で、buyの前に should が省略されている。

- 63 男性はスカイ・コーラについて何と語っていますか？
 (A) 製品がよく売れている。
 (B) 業績がマイナスである。
 (C) その飲み物の味は最高である。
 (D) 新製品を何も出していない。

正解 (B) **細かい情報 会社について** ★★★
 男性は2回目の発言で they've been going down (悪化している) と言っている。新製品は出しているが人気が出ないだけなので、(D) は間違い。
 ▶ debut ① デビューさせる

- 64 女性は何をすると決めていますか？
 (A) 新しい靴を買う
 (B) スカイ・コーラを飲む
 (C) 新しいスタイルのジーンズを紹介する
 (D) ビンセント社に投資する

正解 (D) **細かい情報 女性のすること** ★★★
 女性は最初からビンセント社の株の購入には同意しており、最後の let's just go ... Vincent Corporation. という発言からも再確認できる。
 ▶ invest in ~ (株式・不動産・会社などに投資する)

Questions 77 through 79 refer to the following talk.

46 M・B

M: Welcome to the new United Tower. My name is Chad, and I will be your guide today. **As one of this project's chief designers**, I can tell you there is no better place to buy office space than the United Tower, which, **at 150 floors**, is the state's tallest building. Entering the main lobby, the first thing you will notice is the great amount of light welcoming workers and clients. Our plush yet simple interior is centered on harmony. This can be seen in everything from the chairs, to the walls, to the elevator doors. **And, a breathtaking view of the lake accentuates every office.** This will be a space in which you will want to work. The United Tower is the place for you.

77 What is the speaker's occupation?

- (A) A tour conductor
(B) An educator
(C) A translator
(D) A designer

78 How many floors does the building have?

- (A) 50
(B) 75
(C) 115
(D) 150

79 What will people be able to see from the offices?

- (A) A desert
(B) The ocean
(C) A lake
(D) A mountain range

問題 77-79 は次のトークに関するものです。

M: 新しいユナイテッド・タワーによろこそ。私はチャドで、本日の案内役を務めます。このプロジェクトの主任設計士の1人として、事務所のご購入には、州で最も高い150階建てのビル、ユナイテッド・タワー以上のものはないと申し上げます。正面ロビーに入ると、社員や来客を迎える豊かな照明にまず気づかれるでしょう。贅沢かつシンプルな内装は調和に重点が置かれています。これは、椅子から壁、エレベータードアまでの全てに見受けられます。そして、息をのむような湖の景観が全てのオフィスを引き立てています。ここはあなたが仕事をしたくなる空間です。ユナイテッド・タワーはあなたの場所です。

◎ 語句・構文のヒント

plush ①贅沢な / interior ②室内(の装飾) / accentuate ③強調する、引き立たせる

77 話し手の職業は何ですか?

- (A) ツアーコンダクター
(B) 教育者
(C) 翻訳家
(D) 設計士

正解 (D) 細かい情報 話し手の職業

★★★

第3文でAs one of this project's chief designers (このプロジェクトのチーフデザイナーの1人として)と述べているのがヒント。

▶ occupation ③職業

78 建物は何階ありますか?

- (A) 50
(B) 75
(C) 115
(D) 150

正解 (D) 細かい情報 建物の階数

★☆☆

中ほどの建物の説明で150 floors (150階)と述べているので、質問を先読みして“150”を待ち構えて聞くと容易に選べる。

79 オフィスから何が見えますか?

- (A) 砂漠
(B) 海
(C) 湖
(D) 山並み

正解 (C) 細かい情報 見えるもの

★★☆

a breathtaking ... every office. は、直訳すれば「息をのむような湖の景観が全てのオフィスにアクセントをつけている」という意味で、全てのオフィスから湖が見えることを表している。

▶ range ②山脈

Questions 80 through 82 refer to the following voice mail message.

W: Hi, Rob. This is Vanessa Sanders from over at **Manhattan Realty**. I just wanted to confirm the details of our deal. We are going to sell 25 Chelsea properties to you at Big Apple Homes at a price of \$1 million a piece, and in return **you will give us two Hampton beachfront condos and \$5 million in cash**. Our lawyers are working on the language and fine points as I speak, but I just wanted to clarify the final numbers. I will be in the office until 8 p.m. **You can reach me directly on my cell**. Talk to you soon. Thanks.

80 What business does the speaker work in?

- (A) Medicine
(B) Television and media
(C) Publishing
(D) Real estate

81 How much cash will Ms. Sanders' company receive?

- (A) \$1 million
(B) \$2 million
(C) \$5 million
(D) \$25 million

82 What does the speaker say is the best way to reach her?

- (A) Send her an e-mail
(B) Call her cell phone
(C) Send her a fax
(D) Call her secretary

問題 80-82 は次のボイスメールに関するものです。

W: こんにちは、ロブ。こちらはマンハッタン不動産のヴァネッサ・サンダースです。取引の詳細をちょっと確認したいのです。当社が、貴社ビッグアップル・ホームズにチェルシーの25物件を1件あたり100万ドルで売り、代わりに貴社からハンプトン海岸沿いの2つのマンションと現金500万ドルをいただける、ということですね。うちの弁護士が契約書の文言や私が言う細かいポイントに取り組んでいますが、最終的な数字を明確にしておきたかったです。オフィスには午後8時まで입니다。携帯に直接連絡してください。ではまた。よろしく。

◎ 語句・構文のヒント

detail ② 詳細 / deal ③ 取引 / property ③ 不動産物件 / a piece ① 1つあたり / in return お返しとして / condo (condominium) ③ マンション / in cash 現金で / language ② 言葉遣い、用語 / fine ④ とても細かい / clarify ④ 明確にする

80 話し手はどのような業界で働いていますか？

- (A) 医療
(B) テレビとメディア
(C) 出版
(D) 不動産

正解 (D) **全体から 話し手の業界**

最初に Manhattan Realty (マンハッタン不動産) と述べている。realty は real estate の意味で「不動産」。reality (現実) との混同に注意。また、その後に出てくる properties (不動産物件)、condos (マンション) というキーワードもヒントになる。

81 サンダースさんの会社はいくらの現金を受け取りますか？

- (A) 100万ドル
(B) 200万ドル
(C) 500万ドル
(D) 2,500万ドル

正解 (C) **細かい情報 金額**

サンダースさんは話し手で、you will give us ... \$5 million in cash. (弊社が現金で500万ドルくれる) と言っているため、(C) が正解。

82 話し手は、彼女に連絡する最善の方法は何だと言っていますか？

- (A) 彼女にEメールを送る
(B) 彼女の携帯に電話する
(C) 彼女にFAXを送る
(D) 彼女の秘書に電話する

正解 (B) **細かい情報 連絡方法**

最後の You can reach me directly on my cell. を直訳すれば、「私の携帯で直接連絡できる」となり、(B) が選べる。

Questions 155-156 refer to the following article.

Bryan Sheets, Architect Man of the Year

Mr. Bryan Sheets, of San Clemente, has been named Orange County's Man of the Year. Sheets, 45, is the founder and president of the architectural firm Beach Design. Sheets started the company 20 years ago out of his one-room beach apartment and built it into Southern California's leading firm, this year having beat out its rival, OC Architects, for the first time in the region-wide architecture firm rankings. Beach Design has created such buildings as the renowned Ocean Tower and the ultra-modern Newport High Style Apartments. In addition, Sheets has been instrumental in constructing affordable housing developments in low-income areas of the east side of the county, and he has worked with local television stations to give families whose homes have been destroyed a fresh start on the ever-popular show, Ultra Home Remodel. Sheets is married to Rachel Cooper, and the couple has two children, Ryan, 15, and Marissa, 13. In his free time, Sheets enjoys golf and surfing. Entrepreneur, businessman, philanthropist, husband, father, athlete. Bryan Sheets, Man of the Year.

155. What company did Mr. Sheets start?
(A) OC Architects
(B) Beach Design
(C) Ultra Homes
(D) High Style
156. Which of the following is NOT mentioned as something Mr. Sheets does?
(A) Help disaster victims
(B) Build low-cost apartments
(C) Sell one-room apartments
(D) Play golf

Questions 157-159 refer to the following advertisement.

JOB OPENING

MILLER AND HILL - SAN DIEGO -

We are looking for top graduates and experienced attorneys seeking a new challenge. Specializing in intellectual property and technology law as well as environmental law, we are the most trusted name in the San Diego region. Handling the biggest cases and serving the best clients in all fields, from technology to education, we are the firm to turn you into a superstar. If you have what it takes to practice with the best, we want to hear from you.

Requirements

- Successful passage of the California BAR
- JD from ABA approved law school
- Minimum 3 months legal research experience
- Work experience preferred

Benefits

- Base starting salary of \$70,000, with adjustments based on experience
- Full health, dental, and life insurance
- 10% Signing Bonus
- 3 Weeks Vacation
- Health Gym Memberships

www.millerhillslaw.org

157. What field will a successful applicant work in?
(A) Education
(B) IT
(C) Law
(D) Ecology
158. How much minimum experience is needed?
(A) One month
(B) Three months
(C) Six months
(D) Ten months
159. Which of the following is a stated benefit?
(A) Full auto insurance
(B) Three weeks paid training
(C) 10% yearly raise
(D) Health facility enrollment

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Questions 163-166 refer to the following letter.

SPORT GEAR

10 East Randolph Street
Chicago, IL 60601
(312)-583-7912

March 17

To: Kenneth Abrahams, CEO

Re: Launch of Sport Gear's New Energy Drink

Dear Mr. Abrahams,

This letter concerns the July launch of Sport Gear's new energy drink, Punch Freeze. This drink, due to hit stores just as summer reaches its peak, will be something new in the sports drink world as it will combine real fruit bits and premium vitamins and sugars into a very tasty, high energy yielding combination. Due to its premium nature, the retail cost will be around \$2.10 for a 32-ounce bottle, slightly higher than competing products, but blind taste tests have shown the drink is much better. As consumers have long had interest and confidence in our products, we believe Sport Gear's reputation as a high-quality provider of all things sports-related will ensure strong sales of Punch Freeze, even with the higher price. The drink will be available in 5 flavors: strawberry, cherry, lemon-lime, white ice, and grape, and the respective colors will be red, dark red, light green, white, and purple.

I would like to propose the following ideas for its marketing and launch:

- Begin by advertising from May at professional sports stadiums nationwide.
- Hire a high-profile pro athlete to endorse the product and star in commercials.
- Offer discount coupons in the weekend coupon sections of newspapers nationwide for the first two weeks of July.

Ultimately, the goal is to ensure all people know about the drink by August 1, when summer will reach its hottest days. I am confident these proposals will ensure we meet this goal.

Thank you for your work and guidance. I look forward to working with you on this project.

Most Sincerely,

Blake Robbins
Senior Marketing Director, Sport Gear

163. What is the reason for this letter?
- (A) To discuss a product launch
(B) To ask for tickets to a sporting event
(C) To inquire about the taste of a drink
(D) To propose a bottle design
164. Which of the following is NOT true of Punch Freeze?
- (A) It has five flavors.
(B) Its ingredients include real fruit.
(C) It is cheaper than its competition.
(D) It got a good reception in the blind test.
165. Who will be hired to endorse the drink?
- (A) A famous singer
(B) A professional athlete
(C) An award-winning author
(D) An action actor
166. According to the letter, what will be available to people in the beginning of July?
- (A) Coupons
(B) Free samples
(C) A sports bottle
(D) \$2.10 bags of cherries

Questions 170-172 refer to the following e-mail.

| E-mail | |
|---|---|
| From: | Sandra Riley, CFO <sriley@godive.org> |
| To: | All Marketing Staff <srlist@godive.org> |
| Subject: | Marketing Competition |
| <p>Dear Marketing Staff,</p> <p>I want to take this moment to invite all of you to join our third annual <i>Go Dive</i> marketing Competition. Each year, we challenge our staff to a project in which teams of two battle to create the best ad campaign proposal for the summer Caribbean diving season. We are looking for color, excitement, adventure, and passion, all the things that will bring divers to our school and encourage them to join our tours. The competition will run from next Monday, and it will last exactly one month. All entries must be submitted to my office by April 1 at 5 p.m. Entry forms are available from me, along with competition rules and regulations. While the grand prize is kept secret until the end of the competition, you may remember last year's winners received an all-expenses paid four-day trip to Rio de Janeiro, Brazil, and each of them was allowed to bring one friend. This year's prize is bound to be special, and we want to once again be the best-selling diving school and tour service in the Caribbean. So, form your teams, get your ideas rolling, and battle to be the best marketers of the summer!</p> <p>Thank you for your continued great work!</p> <p>Sandra Riley CFO, Go Dive</p> | |

170. What kind of company does Sandra Riley work for?

- (A) A diving school
- (B) A travel agency
- (C) A marketing company
- (D) An advertising company

171. What will the competitors learn at the end of the contest?

- (A) How to go diving
- (B) The grand prize
- (C) Last year's sales figures
- (D) The plan for winter marketing

172. Where did the previous year's winners get to go upon winning?

- (A) Brazil
- (B) The Caribbean
- (C) Hawaii
- (D) Argentina

Questions 176-180 refer to the following article.

THE DAILY MERCED
LOCAL NEWS
FEBRUARY 8

PLANS FOR LOCAL MALL PROJECT APPROVED

February 7 The City Council today, upon recommendation of the City Planning Commission, approved construction of a new mall and entertainment plaza to be built on Newton Street between 1st and 8th Avenues. Designed by Murray Architects, INC., the plaza project, designated Merced Entertainment Community Complex Atmosphere and dubbed MECCA, is slated for groundbreaking June 1 and completion in two years. "As our city and the surrounding communities continue to grow and expand outward, the time has come to create a new and better place for all to come for relaxation and renewal. MECCA will accomplish these goals, creating a fashionable and stylish environment with 21st Century amenities and the classic charms of old, inviting everyone from students and singles to families and senior citizens to enjoy this place of fun and excitement," said Merced mayor Randy Appleby in a speech delivered before the vote.

The design calls for a double-level shopping mall to be built around an amusement park, which will be in the center of the complex. The park will feature two thrill coasters, batting cages, a miniature golf course, a bumper boats pool, a mini-car race track, a bowling alley, and three arcades, all topped off with a massive Ferris wheel in the center. The shopping center will consist of two distinct malls, MECCA EAST and MECCA WEST, connected by two enclosed pedestrian bridges. Each mall will have its own distinct food court, and numerous businesses, from small local merchants to popular European designer labels, have already expressed interest in buying commercial space. When complete, the mall will feature over 300 stores. It is expected this project will create 2,000 new jobs and generate \$75 million in new annual income. With a price tag of \$300 million, it will be funded jointly through a .05% city sales tax increase and matching State contributions.

176. Where in Merced will MECCA be built?
(A) On Appleby Street
(B) On Murray Street
(C) On 9th Avenue
(D) On Newton Street
177. When will construction begin on the project?
(A) February 7
(B) February 8
(C) June 1
(D) June 21
178. Which of the following does the mayor NOT say about MECCA?
(A) It is environmentally friendly.
(B) It has a traditional atmosphere.
(C) It will be for people of all generations.
(D) It will provide space to refresh.
179. According to the article, how will people be able to get from one mall to the other?
(A) They will be use a moving walkway.
(B) They will take a shuttle bus.
(C) They will walk across a bridge.
(D) They will walk through an underground tunnel.
180. What is stated about business interest in MECCA?
(A) Both small and well-known businesses are inquiring about the project.
(B) There has been little talk so far among businesses about MECCA.
(C) Local business owners have expressed reservations about the mall atmosphere.
(D) Over 300 local merchants have already sought to buy store space.

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Questions 181-185 refer to the following e-mail and fact sheet.

TO: Maxwell Hauser <maxwell.hauser@tci.org>
FROM: Dirk Alfano <dirk.alfano@tci.org>
DATE: Wednesday, September 1
SUBJECT: Accommodation Choices

Max,

As we prepare for the visit of our important customer, Denny Stewart, to your Tallahassee office, we are looking for a nice hotel suite for him in Tallahassee. As I assume things have changed a lot there since I moved here, I would like to ask you to send me the latest facts on the possible hotels we have looked into for him. They are The Gator Hotel, the Mega Resort Tallahassee, The Inn Tallahassee, and the Le Grand Tallahassee. Our budget is under \$400 per night. In talking with Mr. Stewart, I have learned that he prefers hotels with gyms, nice restaurants, and rooms with great views. We must make the reservation by Friday as Mr. Stewart arrives Sunday night, so please send me the information as soon as you possibly can.

Thanks,
Dirk

HOTEL FACTS AND FIGURES

The Gator Hotel
(805)-673-0812

- 28 luxurious suites
- One floor only
- 24 hour gym, 10 machines and selection of free weights
- Small café featuring coffee and pastries
- \$ 250 per night

Mega Resort Tallahassee
(805)-723-5306

- 200 rooms, 30 floors
- 25 Presidential Suites with grand ocean views
- Massive 24 hour gym, pool, and spa
- Three restaurants and 2 cafés
- Lounge with jazz pianist and band performing nightly
- \$ 450 per night

The Inn Tallahassee
(805)-428-2211

- 100 rooms, 90 doubles, 10 suites
- 10 floors, one suite per floor
- Medium-sized gym
- Two restaurants, open from 6 a.m. to 11 p.m.
- \$225 per night

Le Grand Tallahassee
(805)-479-8195

- 80 rooms, 40 doubles and 25 suites on 8 floors
- Each presidential Suite is on 7th or 8th floor and has grand views of downtown Tallahassee
- Business room and exercise room
- Reputable Italian and French restaurants
- \$ 350 per night

181. Why did Mr. Alfano write to Mr. Hauser?
- (A) To ask for information
(B) To announce VIP's visit
(C) To make an appointment
(D) To change a schedule
182. What can be inferred about Mr. Alfano?
- (A) He likes exercise.
(B) He used to live in Tallahassee.
(C) He is a customer.
(D) He is visiting Mr. Hauser on Sunday night.
183. What is a special feature of The Gator Hotel?
- (A) Its rate is the lowest.
(B) It serves dinner late into the night.
(C) The structure is low.
(D) It has musical performances.
184. How many stories does The Inn Tallahassee have?
- (A) 1
(B) 8
(C) 10
(D) 30
185. Which hotel would Mr. Alfano be most likely to choose for Mr. Stewart?
- (A) The Gator Hotel
(B) Mega Resort Tallahassee
(C) The Inn Tallahassee
(D) Le Grand Tallahassee

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Questions 186-190 refer to the following invoice and e-mail.

Joe's Plumbing Supply
joetheplumber@gmail.com

44 Main Street, Cleveland, OH 44101
(216)-720-4708

INVOICE

200811

Date of Order November 4 (11:00 a.m.)
Ship Date November 5 (10:00 a.m.)

Send To: Johnson McCann, Arizona Trucking, 26 Western Way, Phoenix, AZ 85040

| Quantity | Item Number | Description | Price |
|----------|-------------|--|----------|
| 2 | 7952 | 25" 3/4" dia. Stainless Steel Pipe | \$75.00 |
| 5 | 8401 | 3/4" Stainless Steel Pipe Connector | \$10.00 |
| 3 | 3397 | 3/4" Stainless Steel 90-degree pipe joints | \$25.00 |
| | | Subtotal | \$275.00 |
| | | Tax(7.75%) | \$21.31 |
| | | Shipping and Handling | \$75.00 |
| | | Grand Total | \$371.31 |

IMPORTANT DIRECTIONS: SHIP EXPRESS AIR, PROMPT SHIPMENT

E-MAIL


FROM: Johnson McCann <jmccann@gmail.com>
TO: Joe the Plumber <joetheplumber@gmail.com>
Subject: Missing Item in Recent Order
Date: November 7

Dear Joe,

Thank you very much for your prompt shipment of the requested items I ordered Tuesday, November 4. Unfortunately, one 3/4" Stainless Steel 90-degree pipe joint is missing from the order. This item is very important for a job I am working on that must be finished by next Wednesday, the 12th. I ask that you send this item urgently. And, if possible, can you please waive the shipping and handling fee? I have always greatly appreciated your professionalism, and I trust you will not make a mistake in my future orders.

Thank you,
Johnson McCann, CEO Arizona Trucking

186. When was Mr. McCann's order sent to him?
(A) November 4
(B) November 5
(C) November 7
(D) November 12
187. In the e-mail, what is the word "waive" closest in meaning to?
(A) eliminate
(B) surf
(C) postpone
(D) keep
188. How many pipe joints, did Mr. McCann receive?
(A) One
(B) Two
(C) Three
(D) Five
189. What does Mr. McCann request that Joe do?
(A) Send a substitute
(B) Correct the quantity on the invoice
(C) Reduce the Invoice amount
(D) Come to Arizona to help him with his project
190. Which of the following can be inferred about Mr. McCann?
(A) He will be late finishing his current project.
(B) He got the wrong order.
(C) He will order locally in the future.
(D) He is confident in Joe.

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Questions 191-195 refer to the following letter and schedule.

Mr. Ivan Swaine
Madison Engineering Ltd.
76 North Peach St. #201
Madison, WI 53701

November 18

Dear Mr. Swaine

I want to take this opportunity to invite you to the World Computer Corporation's annual convention, which will run from January 10-13 at the Everett Town and Arts Center. At this year's convention, we will introduce our latest computer models and software programs, give you a preview of what we are developing for the next five years, and present many important and dynamic sessions aimed at helping you get the most out of our systems and software for every need you may have.

We will have a main show room where you can witness the power of our new technologies and speak with representatives specializing in how to use them. We will also have a game room where you can play our latest games and test your skills against other convention attendees. Finally, we will offer sessions on how to best use our hardware and software. The session fee is included in your \$150 attendance payment. As space is limited to 50 participants in each session, we require reservations to be made, and we will accept them on a first come, first serve basis. I have enclosed our daily schedule of sessions and a sign-up sheet.

Your company helps international building project teams in translating between different computer systems, and we have technology, both hardware and software, that can truly help you. I urge you to sign up for our convention today. Let us take you to the next level. Thank you for your time, and I hope to meet you in January.

Most Sincerely,
Jefferson Fence
President and Founder, World Computer Corporation

**World Computer Corporation — Session Schedule
January 11**

| Room 101 | Room 102 | Room 202 | Room 204 |
|--|--|--|--|
| WCC System 2 How to configure our new system to meet your every need | WCC Graphics 3.1 Demonstration and Participation: See and use our new and improved graphics software | WCC Sounds Learn about and use our many sound effects devices. | WCC Forum An interactive discussion on the problems of computer translation and ways to solve them |

All sessions will begin promptly at 9:30 a.m. and last two hours. Sessions will be repeated in the same room in the afternoon. Afternoon sessions begin at 1:30 p.m. and last two hours. The WCC Gaming session will be held continuously in Room 201.

191. What is the purpose of Mr. Fence's letter?

- (A) To make a reservation to attend a session
- (B) To offer an invitation to a conference
- (C) To talk about a company's computer games
- (D) To ask Mr. Swaine to give a presentation

192. What is NOT true about this coming convention?

- (A) People can learn about WCC's future work.
- (B) It will last for four days.
- (C) The sessions are free.
- (D) People can compete with others in computer games.

193. In which room can people try out audio equipment?

- (A) Room 101
- (B) Room 102
- (C) Room 202
- (D) Room 204

194. What will happen in Room 201?

- (A) A presentation will be made about graphics.
- (B) People will learn about configuration.
- (C) A talk will be held on computer translation.
- (D) People will play computer games.

195. Which presentation would Mr. Swaine find most useful for his business?

- (A) WCC Forum
- (B) WCC System 2
- (C) WCC Sounds
- (D) WCC Gaming

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