



NEW

LONGMAN

Real

TOEIC

Full Actual Tests

with answers and
explanations of the test



10
10 Full Actual Tests
1000 Multiple-Choice Items

110
110 Sample Items
1000 Multiple-Choice Items

Actual Test 1

LISTENING COMPREHENSION

In the Listening test, you will be asked to demonstrate how well you understand spoken English. The entire Listening test will last approximately 45 minutes. There are four parts, and directions are given for each part. You must mark your answers on the separate answer sheet. Do not write your answers in the test book.

PART I

Directions: For each question in this part, you will hear four statements about a picture in your test book. When you hear the statements, you must select the one statement that best describes what you see in the picture. Then find the number of the question on your answer sheet and mark your answer. The statements will not be printed in your test book and will be spoken only one time.

Example

Sample Answer

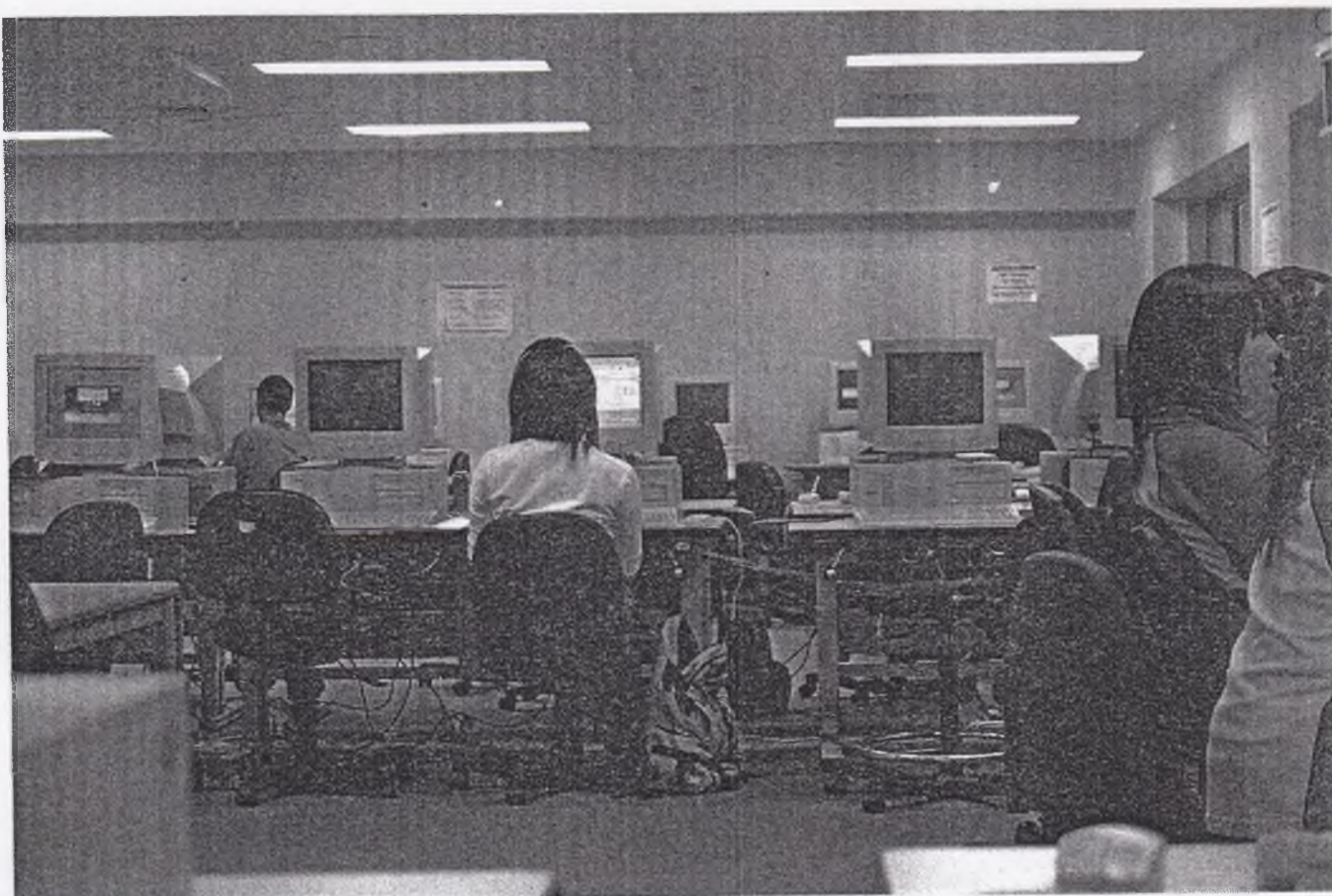
A B C D



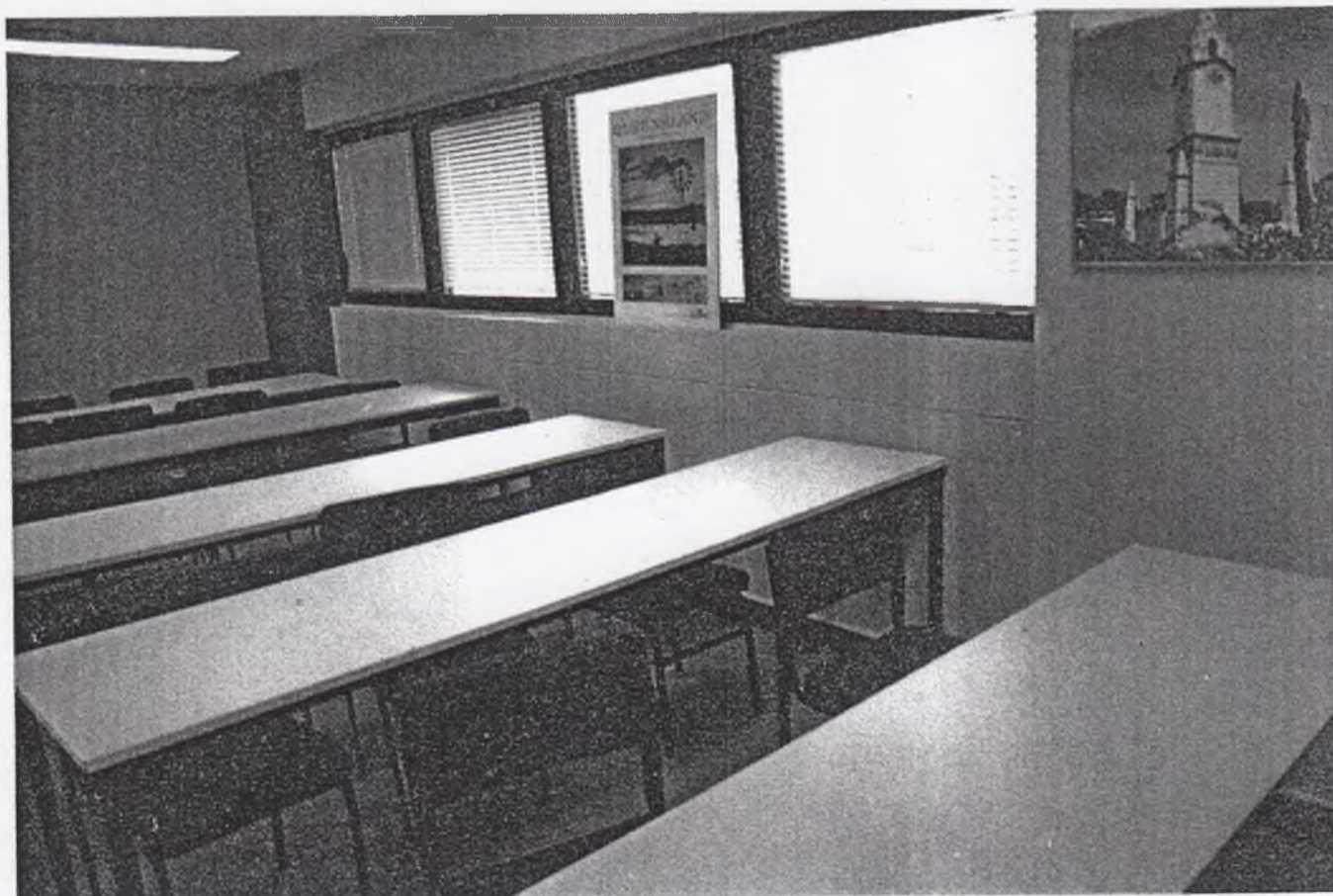
Statement (C), "They're sitting at the table," is the best description of the picture, so you should select answer (C) and mark it on your answer sheet.



1.



2.



GO ON TO THE NEXT PAGE

3.



4.





5.



6.



GO ON TO THE NEXT PAGE

4

7.

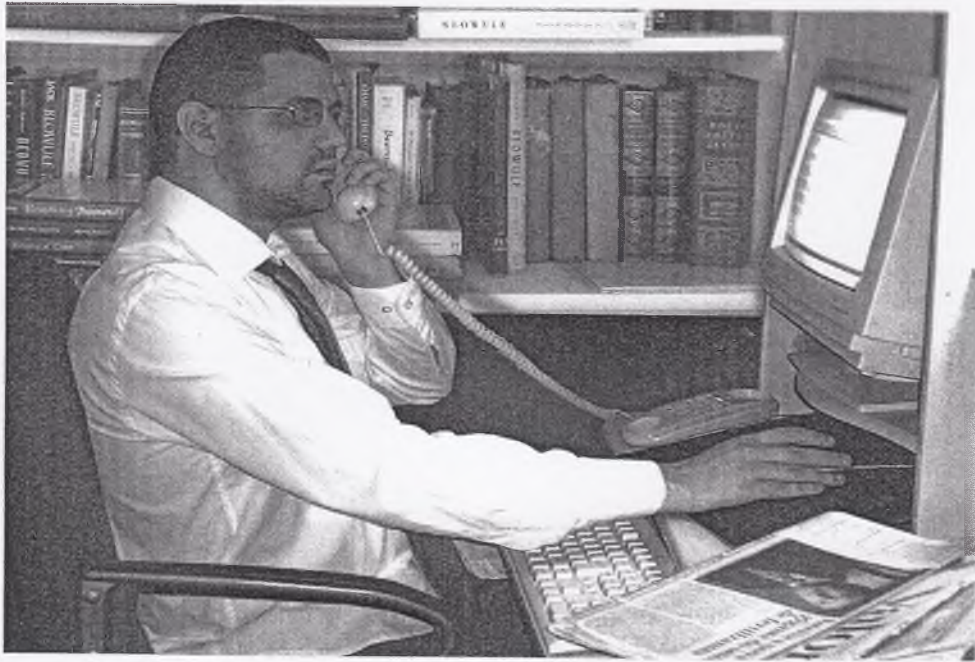


8.

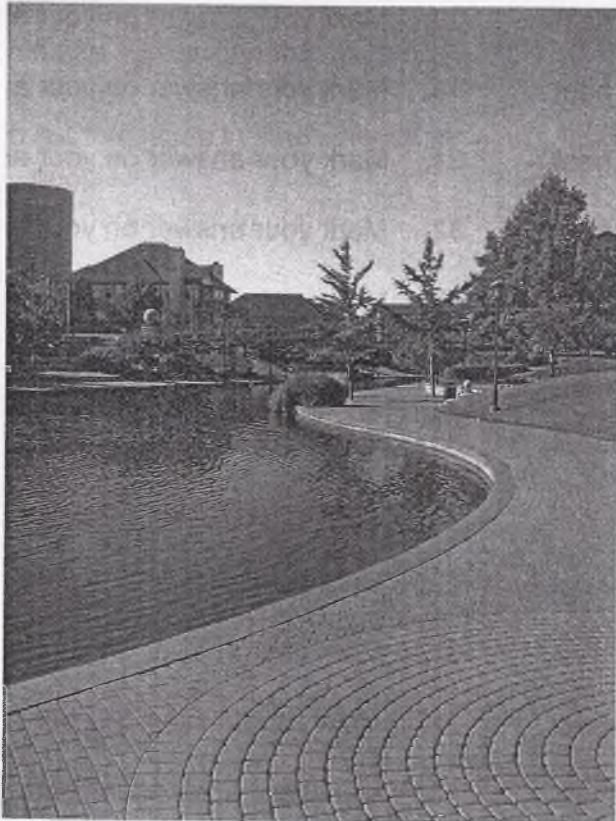




9.



10.



GO ON TO THE NEXT PAGE 6

PART II

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

Example

Sample Answer

You will hear: Where is the meeting room?
You will also hear: (A) To meet the new director.
(B) It's the first room on the right.
(C) Yes, at two o'clock.

A ● C

The best response to the question "Where is the meeting room?" is choice (B). "It's the first room on the right," so (B) is the correct answer. You should mark answer (B) on your answer sheet.

11. Mark your answer on your answer sheet.
12. Mark your answer on your answer sheet.
13. Mark your answer on your answer sheet.
14. Mark your answer on your answer sheet.
15. Mark your answer on your answer sheet.
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32. Mark your answer on your answer sheet.
33. Mark your answer on your answer sheet.
34. Mark your answer on your answer sheet.
35. Mark your answer on your answer sheet.
36. Mark your answer on your answer sheet.
37. Mark your answer on your answer sheet.
38. Mark your answer on your answer sheet.
39. Mark your answer on your answer sheet.
40. Mark your answer on your answer sheet.

**PART II**

Directions: You will hear some conversations between two 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 be spoken only one time and will not be printed in your test book.

41. How many cakes did the man order?
(A) Four.
(B) Five.
(C) Ten.
(D) Twelve.
42. What is the woman saying will not be enough for that day?
(A) The cakes.
(B) The people who are coming.
(C) The roses.
(D) The budget.
43. What should they try to do?
(A) Try not to spend more money.
(B) Try to make sure everything is enough for the event.
(C) Try to cut the cakes in small pieces for many people.
(D) Try to tell people not to come.
44. Who is the man?
(A) A store clerk.
(B) A doctor.
(C) A patient.
(D) A teacher.
45. What does the woman tell Mr. Stevens to do?
(A) Don't smoke.
(B) Make an appointment next week.
(C) Take an X-ray.
(D) Drink only a little.
46. Why did Mr. Stevens probably call her Dr. Bothering?
(A) She was mean to other people.
(B) The woman's name is Bothering.
(C) He heard a lot of complaints.
(D) Joking around, they are close together.

47. What are the receipts for?
(A) Travel expenses.
(B) Office supplies.
(C) Product sales.
(D) Delivery costs.
48. What is the woman trying to get?
(A) A loan from her company.
(B) An airplane ticket for her business trip.
(C) Insurance money for her trip.
(D) Her money back from her company.
49. What can you say about her financial situation?
(A) She is trying to invest more money into stocks.
(B) She is getting loans to buy a house.
(C) She is short of some money.
(D) She is making a good salary.
50. Where will the woman probably go?
(A) To the loading dock.
(B) To the production area.
(C) To the warehouse.
(D) To the man's house.
51. What do you know from the conversation?
(A) A delay in production of the automobile accessories.
(B) A strike at the loading dock, which is causing the delay.
(C) A problem of loading the accessories onto the ship.
(D) A delay in the ship's departure.
52. Why does the man refuse to go with the woman?
(A) His boss has told him to stay in the office.
(B) He is going to the soccer game with his friend.
(C) He wants to stay and watch soccer.
(D) He has no business in going to the loading dock.
53. When were the men supposed to meet?
(A) On Monday.
(B) On Tuesday.
(C) On Wednesday.
(D) On Thursday.
54. When does Bob Delaney want to meet?
(A) On Monday at 2 p.m.
(B) On Tuesday at 2 p.m.
(C) On Wednesday at 2 p.m.
(D) On Thursday at 2 p.m.
55. Why is the woman feeling sorry?
(A) She didn't call Bob Delaney.
(B) Her vacation starts tomorrow.
(C) She was late for work today.
(D) She didn't inform the man about the change in the schedule.
56. What will the woman probably do next?
(A) Take her seat.
(B) Wait in the lobby.
(C) Make a phone call.
(D) Go to the ticket box.
57. Why does she not have her ticket yet?
(A) She has lost it.
(B) She hasn't picked it up yet.
(C) Her daughter has it.
(D) She has not purchased her ticket yet.
58. Where is the ticket office located?
(A) Just outside the station.
(B) In the entrance to the office.
(C) Right next to the long hallway.
(D) In the last four cars of the train.



59. Why is Ms. Jones calling Mr. Ito?
(A) To request payment for a repair.
(B) To request access to his house.
(C) To remind him of an appointment.
(D) To announce completion of a repair.
60. What does Mr. Ito ask Ms. Jones?
(A) Whether the repair guy will need some assistance.
(B) Whether the repair guy will come by 10 a.m.
(C) Whether the repair guy will need to work in the house.
(D) Whether the repair guy will need to take a shower.
61. Why is it okay for water to be off for three hours during the repair?
(A) Everyone will be on vacation.
(B) Everyone will have taken showers by then.
(C) Everyone will be at a conference.
(D) Everyone already stored up some water for them to use.
62. What are the speakers mainly discussing?
(A) Ms. Park's relocation.
(B) The woman's promotion.
(C) Mr. Enrico's request.
(D) The man's pay increase.
63. Who must approve Mr. Enrico's relocation?
(A) The sales manager.
(B) The regional director.
(C) The marketing director.
(D) The human resources manager.
64. Why is Mr. Enrico relocating?
(A) They need his market research and language skills there.
(B) They need his market management and language skills there.
(C) They need his passion and commitment there.
(D) They need his computer skills there.
65. Why are the speakers surprised?
(A) A meeting was canceled.
(B) A supervisor is coming.
(C) A door was locked.
(D) A key is broken.
66. What do they decide to do?
(A) The woman will call the supervisor.
(B) The man will call the supervisor.
(C) The man will find the security guard.
(D) The woman will call the security guard.
67. How does she know the security guard's number?
(A) She has called him few times before.
(B) She calls him once in a while.
(C) She calls him once a week.
(D) She calls him almost every day.
68. What do they want Deborah Bradley to work with them for?
(A) An estimated expansion cost.
(B) An expansion proposal.
(C) An expansion research.
(D) Sales strategies.
69. Why is Deborah Bradley unable to assist the team?
(A) She retired from the company.
(B) She is too busy with other projects.
(C) She moved to another city.
(D) She is not an expert in this area.
70. What do you know about Deborah Bradley?
(A) She is a sales manager for the company.
(B) She awarded her employee the 'Builders' award.
(C) She is a professional CEO.
(D) She currently works in Chicago.

PART IV

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

71. What is the main purpose of the information?
(A) To describe how safe the tour will be.
(B) To inform of a few possible circumstances during the tour.
(C) To explain the function of the production area.
(D) To describe the safety precautions for the tour.
72. What kind of site is being toured?
(A) A museum.
(B) A factory.
(C) A safety inspection office.
(D) A chemical lab.
73. When should the listeners ask their questions?
(A) Before entering the production area.
(B) After wearing safety goggles.
(C) In the facility.
(D) After leaving the factory floor.
74. Who is speaking?
(A) A travel agent.
(B) A pilot.
(C) An airline employee.
(D) A passenger.
75. What is the destination of flight 899?
(A) Incheon.
(B) Chicago.
(C) Los Angeles.
(D) Tokyo.
76. Why are some passengers not able to fly on flight 899?
(A) The plane has a weight limit.
(B) The plane is not big enough.
(C) There is too much baggage on the plane.
(D) There are only a few flight attendants.



77. What is the purpose of this message?
(A) To cancel the meeting.
(B) To reschedule the meeting.
(C) To request an agenda for the meeting.
(D) To do a survey.
78. Where does the woman work?
(A) In the advertising department.
(B) In the production department.
(C) In the scheduling department.
(D) In the management department.
79. What did Shaynah ask Max to do?
(A) Set up a meeting time.
(B) Be at the meeting on Monday at 11 o'clock.
(C) Return her phone call.
(D) Finish the brochures.
-
80. What is the speaker doing?
(A) Training new sales clerks.
(B) Renewing their policies.
(C) Announcing to the customers.
(D) Firing an employee.
81. What should be checked first when clothing is returned?
(A) The date it was bought.
(B) If it has been worn.
(C) If it costs more than \$50.
(D) If it is women's clothing.
82. According to the speaker, what is required for an item to be returned?
(A) The cashier's signature.
(B) The receipt.
(C) The manager's approval.
(D) The picture ID.
83. Who is the keynote speaker?
(A) An announcer.
(B) A doctor.
(C) A president of an accounting company.
(D) An expert in marketing.
84. How have many people become familiar with the keynote speaker?
(A) From her video.
(B) From her previous speeches.
(C) From her classes.
(D) From her TV shows.
85. What will the keynote speaker do after her talk?
(A) Talk about other subjects.
(B) Scout some competent employees.
(C) Answer questions.
(D) Sign her books.
-
86. Who is Sammy Alterner?
(A) A football player.
(B) A business executive.
(C) A mayor.
(D) An architect.
87. When will construction probably begin?
(A) Next week.
(B) After two months.
(C) After four months.
(D) It hasn't been decided yet.
88. What kind of event will be held in the arena?
(A) Music performance.
(B) Community ceremonies.
(C) Playgrounds for students.
(D) Track meets.

89. Who most likely is the speaker?
(A) A resident from Beach Towers.
(B) A rental manager.
(C) A customer.
(D) An architect of Beach Towers.
90. What does the speaker say about Beach Towers Suites?
(A) They are one of the best apartments in the town.
(B) They have two gyms and a swimming pool.
(C) They do monthly payments.
(D) They don't accept credit checks.
91. What will the speaker probably do next?
(A) Give a tour of an available property.
(B) Go check out other apartments.
(C) Sign the contract.
(D) Wait to see the sunsets.
-

92. What will take place tonight?
(A) A music performance.
(B) A film festival.
(C) An art exhibit.
(D) A keynote speech.
93. How many concerts will the music society perform this year?
(A) One.
(B) Two.
(C) Four.
(D) Six.
94. What will happen during the break?
(A) The artists will meet the audience.
(B) The artists' album CD's will be available.
(C) The artists will sign autographs for the audience.
(D) Food and beverages will be available.

95. What is the report about?
(A) An automobile parts company.
(B) An auto-repair shop.
(C) A hotel accommodation.
(D) Parker Hotel renovation.
96. How often does the event take place?
(A) Every six months.
(B) Every year.
(C) Every two years.
(D) Every four years.
97. Where is the event being held?
(A) At a hotel.
(B) At a conference center.
(C) At a college.
(D) At the company's auditorium.
-
98. According to the speaker, who will get a free membership at the center?
(A) Residents whose incomes are not stable.
(B) Residents who have lived in the community for more than 60 years.
(C) Residents who have been members for over 6 years.
(D) Residents who are over 60 years of age.
99. How often are films shown at the center?
(A) Every Tuesday.
(B) Once a week.
(C) Every third Thursday of the month.
(D) Twice a month.
100. What must swimmers do before using the pool?
(A) Pay a twenty-five dollar membership fee.
(B) Talk to one of the staff.
(C) Take a swimming lesson.
(D) Sign a form.



This is the end of the Listening Test.

READING TEST

In the Reading test, you will read a variety of texts and answer several different types of reading comprehension questions. The entire Reading test will last 75 minutes. There are three parts, and directions are given for each part. You are encouraged to answer as many questions as possible within the time allowed.

You must mark your answers on the separate answer sheet. Do not write your answers in the test book.

PART 5

Directions: A word or phrase is missing in each of the sentences below. Four answer choices are given below each sentence. Select the best answer to complete the sentence. Then mark the letter (A), (B), (C), or (D) on your answer sheet.

101. Board members have voted against the proposed ----- of the European offices.
- (A) expansion
 - (B) expands
 - (C) expanded
 - (D) expansive
102. The Jones family has sent thanks to everyone in the office for the flowers that were ----- to their home.
- (A) delivers
 - (B) delivering
 - (C) delivery
 - (D) delivered
103. The human resources department reminded staff ----- that each employee should sign their weekly time cards before they are turned in.
- (A) very
 - (B) ever
 - (C) again
 - (D) nearly
104. To receive credit for relocation expenses, employees have to make copies of all receipts and submit ----- with the signed request.
- (A) they
 - (B) their
 - (C) them
 - (D) themselves

105. Marshall Connolly will instruct a ----- range of classes to help employees with annual certifications.
- (A) wide
 - (B) high
 - (C) round
 - (D) open
106. Our company is looking to merge with a smaller corporation ----- products and services are complementary to ours.
- (A) whose
 - (B) that
 - (C) his
 - (D) which
107. Winter apparel sales have increased drastically this year since the temperature dropped so ----- last few months.
- (A) rightly
 - (B) shortly
 - (C) suddenly
 - (D) newly
108. Monica Scott has been nominated for the position of CFO because she has proven herself to be a ----- individual with strong accounting skills.
- (A) depend
 - (B) dependable
 - (C) dependability
 - (D) depending
109. ----- the low interest rates, home sales have not increased as much as our real estate office would have liked.
- (A) Despite
 - (B) Unless
 - (C) Toward
 - (D) Through
110. Four Star Hotel has announced that it plans to ----- 8 new properties in South America to expand their customer base.
- (A) acquire
 - (B) acquired
 - (C) acquiring
 - (D) acquires

111. Harbison & Associates is seeking ----- workers for a new project which is supposed to begin at the end of the summer.
- (A) major
 - (B) comfortable
 - (C) skilled
 - (D) extensive
112. There is a new sleep study being conducted at the hospital for people who get tired -----.
- (A) ease
 - (B) eased
 - (C) easily
 - (D) easing
113. Because she has been a member of the board longer than anyone else, Sandra Kinard has been appointed to head the ----- to search for a new CEO.
- (A) committee
 - (B) arrangement
 - (C) collection
 - (D) direction
114. Two of the medical researchers will work ----- on the study to improve upon the latest antibiotics to go on the market.
- (A) collaboration
 - (B) collaborates
 - (C) collaboratively
 - (D) collaborated
115. The company is looking to expand demographics to reach customers not currently served ----- leading corporations.
- (A) by
 - (B) along
 - (C) to
 - (D) beside
116. For the supervisor's position, ability to lead is an important ----- of all successful applicants.
- (A) characteristic
 - (B) characterize
 - (C) characterizing
 - (D) characteristically

117. Until the 'wet paint' signs have been removed, please do not lean anything ----- the walls within the building.
- (A) against
 - (B) until
 - (C) beneath
 - (D) out of
118. Throughout the meeting with the advisors, she was asked about ----- career path.
- (A) she
 - (B) her
 - (C) hers
 - (D) herself
119. Expanding our product line will give us a greater ----- to increase the net worth of our company.
- (A) opportunity
 - (B) convenience
 - (C) appointment
 - (D) attempt
120. Ever since news reached the public about the health benefits of chicken, agricultural stocks have become more -----.
- (A) value
 - (B) valuing
 - (C) valuable
 - (D) valuably
121. The minister of finance, Marcus Jacobs, has ----- rejected a bill that would lower finance charges for retired citizens.
- (A) reporting
 - (B) reportedly
 - (C) report
 - (D) reports
122. A liaison of 10 full-time employees from various departments has been formed to ----- the company's new safety procedures.
- (A) notice
 - (B) situate
 - (C) develop
 - (D) raise

123. the 7-day trial period has ended, customers are welcome to return all equipment for a full refund.
- (A) Beyond
 - (B) During
 - (C) Between
 - (D) After
124. Over the past three years, Milton Cosmetics has increased its annual revenue to its ----- level in two decades.
- (A) highest
 - (B) widest
 - (C) most expensive
 - (D) most gradual
125. Employees are not eligible to apply for insurance benefits until they have been employed ----- a period of 30 days.
- (A) since
 - (B) about
 - (C) for
 - (D) while
126. Product samples and giveaways are valuable ----- for companies advertising a new product line.
- (A) compensation
 - (B) productivity
 - (C) growths
 - (D) tools
127. The agency is having difficulty attracting overseas customers ----- their products are equal in quality to many of their international competitors.
- (A) such that
 - (B) in addition to
 - (C) by means of
 - (D) even though
128. Please return signed forms along with copies of two forms of identification to the head office using the mailing label -----.
- (A) provides
 - (B) provided
 - (C) is provided
 - (D) providing

129. There is a meeting for all committee members in the board room at ----- 10 a.m. tomorrow.
- (A) generously
 - (B) generally
 - (C) approximately
 - (D) slightly
130. Over the weekend, a new cooling system will be installed throughout the building which is designed to ----- energy.
- (A) compare
 - (B) accomplish
 - (C) avoid
 - (D) conserve
131. Recommendations for promotions will be discussed and reviewed in ----- with our policy.
- (A) accordance
 - (B) accord
 - (C) according
 - (D) accorded
132. All of the new make-up products should ----- at the front of the health and beauty department so they are easily spotted by shoppers.
- (A) have displayed
 - (B) displays
 - (C) displaying
 - (D) be displayed
133. A sales increase is not always ----- of a successful advertising campaign.
- (A) decisive
 - (B) reminiscent
 - (C) protective
 - (D) indicative
134. Many employees were having discussions about ----- the new office would open on time.
- (A) whether
 - (B) whom
 - (C) who
 - (D) whenever

135. Placing profit ----- customer satisfaction is a common mistake made by companies around the world.
- (A) during
 - (B) around
 - (C) before
 - (D) along
136. The new quality-assistance ----- will provide all employees with the policies and procedures manual.
- (A) advise
 - (B) advice
 - (C) advisor
 - (D) advising
137. It is important to ----- proper permission for the use of any copyrighted materials.
- (A) host
 - (B) descend
 - (C) obtain
 - (D) participate
138. While the Intranet system is being updated on Wednesday, there may be a brief ----- in general Internet access.
- (A) circulation
 - (B) interruption
 - (C) distinction
 - (D) submission
139. Releasing information about the dangers of SUVs to the public could cause ----- changes to profits over the next decade.
- (A) alarm
 - (B) alarming
 - (C) alarmed
 - (D) alarmingly
140. Company executives are creating a new policy which would allow employees to meet with them personally to ----- that workers are satisfied with the company.
- (A) afford
 - (B) define
 - (C) ensure
 - (D) offer

PART 6

Directions: Read the texts on the following pages. A word or phrase is missing in some of the sentences. Four answer choices are given below each of these sentences. Select the best answer to complete the text. Then mark the letter (A), (B), (C), or (D) on your answer sheet.

Questions 145-148 refer to the following e-mail.

From : kjones@bcu.edu
To : hinks@davidson.org
Date : July 10
Subject : Interview Request

Dear Ms. Hinks,

My name is Andrew Jones, and I am a former research assistant at the cancer research lab run by Dr. Henderson. Dr. Henderson let me know that you and she have been ----- acquaintances for quite some time

145. (A) full
(B) strict
(C) close
(D) exact

and that you are interested in hiring a new assistant for your study. With this in mind, I ----- to you to request a meeting in which we can discuss the position.

146. (A) had written
(B) am writing
(C) did write
(D) would write

I have an extensive education, with a Bachelor's degree in Bio-Chemistry, a Master's degree in Biology, and I am currently working towards my doctorate in Chemistry, focusing on cancer research. I have worked in various fundraising capacities, including a ----- successful advertising campaign to raise additional funds

147. (A) potentially
(B) highly
(C) nearly
(D) slowly

for the American Cancer Society. This campaign contributed to record collections for the organization last year.

I would appreciate the opportunity to meet with you to discuss all that I have learned ----- Dr. Henderson's

148. (A) across
(B) over
(C) behind
(D) under

guidance, as I move forward in my career. You will find a copy of my résumé, the filename "résumé" at the end of this email. I look forward to hearing from you soon. Thank you for your time and consideration.

Sincerely,
Andrew Jones

Questions 149-152 refer to the following article.

New Bottled Water Introduced

Silverspring, a local bottling company, has developed a new carbonated bottled water in response to increased competition by larger beverage distributors. A company spokesman Jim Muir said customer response has been extremely -----.

149. (A) positive
(B) popular
(C) uncertain
(D) disappointed

"Since business has begun to improve I've had to travel ----- to our overseas distributors several times in order to sign new contracts.

150. (A) economically
(B) immediately
(C) globally
(D) directly

We are thrilled with this new product and the public response has been overwhelming," said Muir in an interview earlier this week.

A new bottle and label design ----- earlier this year after Silverspring Marketing

151. (A) might be introduced
(B) will be introduced
(C) was introduced
(D) have been introduced

Director, Chad Venning recognized the need for a healthy alternative to calorie-rich soft drinks.

In a ----- given at a press conference on Tuesday, Venning declared that "Sales

152. (A) procedure
(B) statement
(C) performance
(D) debate

of Silverspring's new carbonated beverage are soaring and customers are very excited about this new product."

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 notice.

TEMPORARY STUDY PERMITS FOR INTERNATIONAL TOURISTS

If you are an international tourist in the United States of America, with a valid T-9 tourist visa, the government will allow you to study any course offered by a recognized university or community college within the area or region you have indicated as your location of stay. Courses must not exceed four months in length and must be paid for in full upon registration.

To apply for this special study permit, visit an Immigration and Customs office located in any major city along with your passport, including your T-9 visa, an official letter of registration from your institution's registrar's office, one passport size photo as well as \$50 for administration fees.

Temporary study permits will be processed within 2 days.

Customs and Immigration Office
United States of America

153. What is this notice mainly about?
- (A) Instructions on how to immigrate to the US
 - (B) How to obtain legal papers to study in the US
 - (C) T-9 visa regulations
 - (D) International tourist duties with the government
154. What is NOT required when applying for a study permit?
- (A) A passport
 - (B) An application fee
 - (C) A tourist visa
 - (D) A degree from the institution

Questions 155-156 refer to the following information.

The following information is brought to you by the Legal Affairs Department

Employers that have workers who are in positions that have some degree of danger are asked to follow certain precautions. By federal law, employers must guarantee that their workers are protected from injury and are provided a safe working space. Workers are entitled to refuse any job that they deem unsafe, and in some cases, are allowed to leave the premises.

If an employer fails to provide reasonable precautions, employees are urged by the legal department to contact a labor law attorney before they decide to refuse or perform dangerous work.

Please remember that the safety of the workers is the most important aspect of any dangerous job.

If you need further information about workplace safety, contact us at (730) 391-4805.

155. What are employers required to do by law?

- (A) Contact a labor law attorney
- (B) Ensure the safety of their workers
- (C) Manage the workplace well
- (D) Make sure the workers leave the premises

156. What does the worker have the right to do in unsafe conditions?

- (A) Close down the business
- (B) Accuse the employer
- (C) Refuse to do the work
- (D) Ask for more money

Questions 157-160 refer to the following job advertisement.

PROFESSOR / HEAD OF MARKETING

The National University of Ireland, Carlow is Ireland's fastest growing University, with a student population of 9,500. It is situated in the historic town of Carlow, close to Dublin City and the Airport, yet also in the heart of the beautiful county of Kildare. The University prides itself on its student-friendly and staff-friendly environment. It has a strong reputation for its high-quality, student-centered learning environment and has major research strengths in the arts and sciences.

The Head of Marketing would be responsible for overseeing all courses related to the field of marketing as well as hiring new professors for the department. The ideal candidate has both a Master's and PhD in marketing as well as extensive experience working in the university environment. Some experience in a managerial type capacity would be an asset.

We offer a competitive salary and excellent benefits, along with two months vacation time per year.

Please send résumé with cover letter as well as salary expectations to:

The National University of Ireland, Carlow
P. O. Box 1789
Carlow, Ireland
ATTN : Business Department

We appreciate your interest; however only those applicants considered for the position will be contacted. Only those applications received by mail will be reviewed.

157. Who placed the advertisement?

- (A) A university department
- (B) The professor in Dublin
- (C) A marketing company
- (D) A local business

158. Which of these is required?

- (A) Marketing experience
- (B) Two years of work experience
- (C) Management experience
- (D) A marketing degree

159. What must an applicant submit?

- (A) A curriculum vitae
- (B) Application fees
- (C) Professional references
- (D) University records

160. How should one apply?

- (A) In person
- (B) By fax
- (C) By mail
- (D) By e-mail

Questions 161-163 refer to the following letter.

Playmate Children's Products INC.

Amsterdam 78-634 RUE Heinekie, The Netherlands

Dear Consumer:

We are extremely pleased with the recent surge in sales of our products. The new ToddlerMate, as well as the ChildMate have been a huge success. It is with great sadness and concern, however, that we announce the recall of the BabyMate. It has come to our attention that some of the small parts, including the tray table attachments and wheel bearings, may be of a concern to young children if removed and swallowed. To ensure the happiness and safety of your children we ask that you return the BabyMate to any authorized retailer for a full refund. We appreciate your continued patronage and hope that this unfortunate development will not sway you from purchasing our products in the future.

Our product development team has created new parts for the BabyMate that will significantly reduce this problem. We hope to have the new and improved product on the market by the end of the season. We sincerely apologize for the inconvenience and have only your child's safety in mind.

If you have any questions or concerns, please contact our customer service department.

Sincerely yours,
Tomas Graungaard
Vice President

161. To whom is the letter addressed?
- (A) BabyMate owners
 - (B) The BabyMate development team
 - (C) BabyMate employees
 - (D) BabyMate authorized dealers
162. What is the purpose of the letter?
- (A) To recommend a new product
 - (B) To recall a Playmate product
 - (C) To offer tips on product usage
 - (D) To advertise a new Playmate product
163. What is the company offering?
- (A) Improved parts
 - (B) A new tray table
 - (C) New wheels
 - (D) A full refund

Questions 164-165 refer to the following notice.

Next month International Computers will host an online forum for all employees. The forum will run for 48 hours, from September 4th-5th and will provide the opportunity for employees of International Computers from all over the world to participate. The purpose of the forum is to provide an online chat-room, in which employees can voice their opinions and offer suggestions relating to a number of issues that affect the company. Topics will range from policy satisfaction to product development. All employees are encouraged to visit the website, www.internationalcomputers.com, at some point during September 4-5 and offer their input. Following the forum a special report will be published and employee input will be incorporated into International Computers daily business.

164. What is one topic that will definitely be discussed during the online forum?

- (A) Developing new products
- (B) Government policy
- (C) Relations with China
- (D) A more inclusive workplace

165. Why must employees visit www.internationalcomputers.com?

- (A) They must create an account.
- (B) They must share ideas with other employees.
- (C) They must book tickets to travel the world.
- (D) They need to order computer equipment.

Questions 166-167 refer to the following newspaper article.

CHICAGO - A new study released this week by the International Business Review suggests that the structure and design of the office drastically affects employee performance. The study investigates how employees interact at work and how this interaction leads to idea development. It found that companies which have common areas that staff members use throughout the workday, such as coffee rooms or even photocopying rooms, have more productive employees. On the other hand, companies that do not have common areas have less productive employees. Importantly, the study proves that common areas and socializing are important to a company's success.

166. What does the study suggest businesses do?
- (A) Reduce the number of common areas it has
 - (B) Develop a study to look at employee productivity
 - (C) Incorporate common areas into the structure of their workplace
 - (D) Produce more efficient photocopiers
167. According to the article, how does the structure and design of the office benefit businesses?
- (A) It allows employees to interact more and develop ideas together.
 - (B) It separates employees to reduce interaction.
 - (C) Resources will be shared more effectively.
 - (D) It creates a friendlier workplace.

Questions 168-170 refer to the following advertisement.

FDS Super Structure
Inside the Convention Center 34th Floor

Locate your offices within the spacious and conveniently located **Convention Center**. Great for employers seeking an exciting place to start up **their businesses**. FDS provides large and small office spaces, depending on your needs. **Rental fees** for these offices also include Internet and great rates for phone service. **Offices are** still available to rent, but they are going quickly. Call now.

ESTABLISH YOUR BUSINESS DOWNTOWN

Reach us by phone at 652-8956.
Or by fax at 652-7665.
Email: FDSsuperstructure realestate.co.kr

168. What kind of is this business center probably for?
- (A) Those which intend to cater to suburban customers
 - (B) Those which have fewer than 10 employees
 - (C) Those which do a lot of business downtown
 - (D) Those which sell Internet service
169. What service does FDS provide?
- (A) Office spaces
 - (B) A photocopier
 - (C) Desks and tables
 - (D) Computer networks
170. How many ways does the ad suggest you can contact FDS?
- (A) 1
 - (B) 2
 - (C) 3
 - (D) 4

Questions 171-173 refer to the following advertisement.

□ Cellular Phone Options □	
Phone	Optional Services
SPS-1	Discounted rates for Sweetspeak club members Free text messaging Online access to computer network
SPS-2	Discounted rates for Sweetspeak club members Free text messaging Online access to computer network International roaming service
Laser T-450	Discounted rates for Sweetspeak club members Free text messaging Case and colored covers included
Softspeak 400	Discounted rates for Sweetspeak club members Headset included
Galactica	Discounted rates for Sweetspeak club members International roaming service
High Tech	Discounted rates for Sweetspeak club members Free text messaging Large screen and advanced headset
Sale on until September 3, 2006. Call now!	
Sweetspeak Phones Radio Universe TEL . 02-2334-6746 FAX . 02-2334-8766	

171. What is this advertisement for?

- (A) Cellular phones
- (B) Radios
- (C) Large screen TVs
- (D) Internet service

172. Which service do all cell phones come with?

- (A) Free text messaging
- (B) Large screen
- (C) Discounted rates for members
- (D) International roaming service

173. When will the sale last until?

- (A) Next week
- (B) September 3rd
- (C) Until all phones are sold
- (D) July 16th

Questions 174-175 refer to the following fax.

UNIVERSITY OF TORONTO

February 23

To : Mr. David Nickols, President, Founders Group
344 Charring Cross Road, London, England
Phone: (878) 9978-7565
Fax: (878) 9978-7677

From : Mrs. Julia Anderson, Dean, University of Toronto
23 Hyde Street, Toronto, Canada
Phone: (905) 452-8788
Fax: (905) 452-8789

Dear Mr. Nickols,

The faculty and students eagerly anticipate an insightful and stimulating lecture from you when you visit us on March 15th. In the email you sent me last week I noticed that your lecture will be entitled "Surviving in a Global Economy." I expect that you will be able to provide plenty of first-hand experience to support your ideas. I have taken the liberty of arranging accommodation and transportation services for you while you are here in Toronto. During your visit you will be staying at the Royal York Hotel in downtown Toronto and will have access to a car and driver. Your lecture will take place on March 15th at 2 p.m. in the John Steiner Auditorium and will be followed by a brief question and answer period. If you have any questions regarding your stay, please don't hesitate to call me.

Sincerely,

Julia Anderson, Dean
University of Toronto

174. What is the main purpose of the fax?

- (A) To place an order with the Founders Group
- (B) To confirm details regarding an upcoming lecture
- (C) To improve relations between Canada and Britain
- (D) To request information regarding hotels in Toronto

175. Where will Mr. Nickols be giving his lecture on March 15th?

- (A) In the auditorium at the university
- (B) At the Founders Group headquarters
- (C) At the campus outdoor stage
- (D) At the research center in downtown Toronto

Questions 176-178 refer to the following memorandum.

Attention : Human Resources Department
From : Jack Strong, Manager
Regarding : Policy Change
Date : October 4

All employees of Ryan Chemical Co. are required to familiarize themselves with the new company policy regarding vacation time. Beginning next month employees will earn an additional day off per year for every year of service to the company. Below are the main points of this policy.

1. All employees are currently entitled to 2 weeks vacation per year.
2. Under the new policy, employees are also entitled to an additional day for each year of service with the company.
3. Employees who have been with the company 5 years or more will now be credited with the appropriate number of vacation days.
4. Employees may receive up to a total of 20 vacation days per year.

If you have further questions regarding this policy change, please see me. Also, as members of the HR Department it is our responsibility to ensure that all employees of Ryan Chemical are aware of this policy change. Please utilize your email lists and company websites to spread word of this change.

Thank you,

Jack Strong, Manager
Human Resources

176. What is the main objective of Mr. Strong's memo?

- (A) To make employees aware of a policy change
- (B) To offer incentives to those who participate in seminars
- (C) To decrease the number of vacation days employees get
- (D) To suggest updating the company website

177. When will the new policy take effect?

- (A) This week
- (B) Next week
- (C) Next month
- (D) Next year

178. What is the maximum number of vacation days employees may receive?

- (A) 5
- (B) 10
- (C) 15
- (D) 20

Questions 179-180 refer to the following invoice.

Account No.: 012-8965-45
Billing Date: January 4~February 4
Payment Due Date: February 31

January 4
Opening Balance \$903.56

Purchases Made

Retail Outlet - Gap \$45.67
Zehrs - Grocery \$59.01
Bata Shoes \$29.99
MT Bellies Restaurant \$45.99
Total \$180.66

INTEREST \$135.53

February 4
Closing Balance \$1219.75

As of January 31, our files indicate that no payment has been made since December 5th. Due to this delay of more than 30 days, the minimum payment amount has been increased from 5% of the total to 10% of the total. Payment in the amount of \$121.98 should be made before the payment due date of February 31.

If payment is not received on or before the above mentioned date, account privileges may be suspended.

If payment has already been mailed, please ignore this notice, and thank you for your payment. For billing questions, please call our customer service center during regular business hours.

179. What action is suggested if the payment is not made by the due date?

- (A) Disregard the invoice
- (B) Call customer service
- (C) The account will be put on hold.
- (D) Extra purchases will be made.

180. According to the notice, how late is the payment?

- (A) 14 days
- (B) 15 days
- (C) About one month
- (D) About two months

Questions 181-185 refer to the following table and email.

DATE EXHIBITION LOCATION

JUNE

1-7 New Products and Ideas: Gallery 1

2-6 Import Products from Around the Globe: Gallery 2

4-7 Products in Communications: Showroom A

4-7 Media and Technology: Showroom B

4-7 New Developments in Entertainment: Showroom C

4-7 Computers and the Internet: Showroom D

16-22 "How to" Seminars and Workshops: Conference Room 1

27-30 "In the Beginning": Research and Development: Conference Room 2

To whom it may concern,

I am writing this email to confirm my booth location at this year's annual New Ideas in Technology Exhibition. I registered for the exhibit online in January, and I'm concerned because I have yet to receive an invoice for the cost of both the space and rental equipment. We have developed new computer equipment specifically for the Internet over the course of the year, and believe that this year's exhibition will be a great location for us to showcase our new items. Due to our recent growth, I was hoping to purchase two adjacent booths so as to maximize our space. Please contact me as soon as possible with the necessary documents and invoices. I look forward to the exhibition and the success it will bring.

Sincerely,

Jed Kennedy
ModernTech Owner & President

181. If you're interested in cellular phones, where would you go?
- (A) Gallery 1
 - (B) Gallery 2
 - (C) Conference Room 1
 - (D) Showroom A
182. Where can you find international products?
- (A) Gallery 1
 - (B) Conference Room 1
 - (C) Gallery 2
 - (D) Conference Room 2
183. Why is Mr. Kennedy worried?
- (A) His company has grown too fast.
 - (B) He's unable to attend the exhibition.
 - (C) His products will not be complete.
 - (D) He hasn't received an invoice.
184. Where will ModernTech's products be displayed at the exhibition?
- (A) Computers and the Internet
 - (B) Media and Technology
 - (C) Import Products from Around the Globe
 - (D) New Developments in Entertainment
185. Where would Mr. Kennedy like his two booths?
- (A) Across from one another
 - (B) On opposite ends of the Gallery
 - (C) Next to one another
 - (D) In the corner of the showroom

Questions 186-190 refer to the following message and email.

Reservation Notification

If there is an overnight stopover that you intend to make, in any city, please reconfirm your reservation with Tri-Rail. To do so, please indicate to the Tri-Rail ticketing official where you would like to stop over, at least 12 hours prior to the departure of your train. According to Tri-Rail policy, failure to indicate a stopover during the ticketing process will result in a cancelled ticket. Be sure to determine all stopovers prior to departure and inform the ticketing official where you will be stopping and where you'll be boarding the train during your trip.

TO : Natika Ulrich
FROM : Frank Gillano
DATE : July 31, 2006
RE : Overnight Stopover

My wife and I are looking forward to our trip south, from Buffalo, New York to Miami, Florida on September 15, 2006. I am writing to inform you that my wife and I will be stopping over in Atlanta, Georgia for three days. After we are finished touring Atlanta we would like to board another train bound for Miami. If possible, I would like to request that the majority of our luggage remain on the train and be shipped directly to Miami, where we will pick it up once we arrive on September 19th. Thank you for your cooperation and I look forward to hearing from you.

Yours Truly,
Frank Gillano

186. When should you reconfirm your reservation?
- (A) When you plan to make an overnight stopover
 - (B) When you want to purchase several return tickets
 - (C) When you want to book a ticket over the internet
 - (D) When you plan to go to Atlanta
187. If you don't reconfirm your reservation, what will happen?
- (A) Your ticket will be canceled.
 - (B) You will lose your luggage.
 - (C) You will not be able to book a hotel.
 - (D) You will have to pay an extra charge.
188. What is the final destination for Mr. and Mrs. Gillano?
- (A) Buffalo
 - (B) New York
 - (C) Miami
 - (D) Atlanta
189. What special request does Mr. Gillano make?
- (A) To send his luggage directly to Miami
 - (B) To send his luggage directly to Atlanta
 - (C) To stop over for three days in Buffalo
 - (D) To stop over for three days in Miami
190. Why did Mr. Gillano have to inform Tri-Rail that he was staying in Atlanta?
- (A) He wanted his luggage to be shipped directly to Buffalo.
 - (B) He was required to indicate his stopovers by the company.
 - (C) He wanted to see if any hotel rooms were available.
 - (D) He was offered a free gift event.

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

INSTANT CREDIT RATING

The KR Bank has recently announced that bank clients can now request their personal credit rating and a record of their credit history over the Internet. The KR Bank has provided credit rating services through in-branch meetings since 1985. The new internet service will provide clients with access to their personal banking history. It also provides information regarding loan application procedures. KR Bank CEO, Norman Macintyre states that the bank is using the latest encryption technology to secure clients confidentiality.

October 15, 2005
Don Newlove, Manager
KR Bank
Chicago, Illinois

Dear Mr. Newlove,

I have been a client at KR Bank now for over ten years and I have always been pleased with the service that I have received. I have recently heard about a new service that KR is providing that offers credit ratings to customers through the Internet. While this sounds like an intriguing program, I am not very comfortable using computers. Would it be possible to have one of your financial representatives sit down with me at the bank and show me how to properly use the internet credit rating system? Please contact me at 809-789-8866.

Sincerely,
Jane Ramsey

191. What statement is true based on the above article?

- (A) Clients could ask for their information over the internet.
- (B) Clients are now required to do all of their banking through the internet.
- (C) KR Bank will not use online services.
- (D) KR Bank is not concerned about security risks.

192. What else can clients learn about through the website?

- (A) Exchange rates
- (B) Loan application procedures
- (C) Mutual Funds
- (D) Credit card applications

193. The word "intriguing" in passage 2, line 4 is closest in meaning to

- (A) Confusing
- (B) Protective
- (C) Unstable
- (D) Interesting

194. How will Jane Ramsey take advantage of KR Bank's new program?

- (A) By studying how the program works through KR Bank's website
- (B) By learning how to use the program through a KR Bank financial representative
- (C) By having a financial representative come to her house
- (D) By having her credit rating mailed to her

195. How long has KR Bank been providing credit rating service?

- (A) For 5 years
- (B) For 10 years
- (C) For 15 years
- (D) For 20 years

Questions 196-200 refer to the following letter and résumé.

PB America Trust Company
1345 Bay Street
Seattle, WA 64592
December 10, 2005

Mr. James Berkeley
Human Resources Division
Wetherby Insurance Brokers Inc.
656 Hyde Street
Tampa Bay, FA 92564

Dear Mr. Berkeley:

I am writing on behalf of Mr. Kenneth Wyatt, who is interested in applying for an insurance broker position with your company. For the past three years Mr. Wyatt has been a valued employee at America Trust as part of the co-op program of the School of Business at the University of Seattle, Washington. During this time, I oversaw Mr. Wyatt's work. From day one, Mr. Wyatt established himself through his dedication and his ability to learn quickly and work independently. In fact, we were so impressed with his capability that we were interested in offering him full-time employment. However, he wishes to live and work in Tampa Bay in order to be closer to his family, so I feel that our loss is your gain. I believe that Mr. Wyatt's recent completion of his brokerage license will only work to further enhance his qualifications as an applicant for your firm.

Sincerely,
Fredrick Charlton
Human Resources Director

Kenneth Wyatt
(514) 892-5165
kennethwyattcogeco.com

Education

Honours Bachelor of Business Administration (2001-2005)
University of Seattle *Seattle, Washington*

Work Experience

America Trust September 2002-August 2005
Seattle, Washington
Worked in the Accounting and Finance Department dealing with major corporate accounts.

Tampa Bay Bank of Florida June 1999-June 2001
Tampa Bay, Florida
Worked part-time, approximately fifteen hours per week, as a bank teller during high school.

Administrative Skills

- Recently completed testing and training and obtained certification for Insurance Brokers License in the United States of America.
- Sound computer skills in Microsoft Office applications including Word, Excel and PowerPoint.
- Excellent communication and presentation skills

References Available Upon Request

196. When did Mr. Wyatt work for America Trust?
- (A) Before entering the School of Business
 - (B) After working for Wetherby Insurance Brokers Inc.
 - (C) Shortly after graduation from university
 - (D) During his studies as a university student
197. Why did Mr. Wyatt refuse a position at America Trust?
- (A) He had difficulty working independently.
 - (B) He was unsatisfied with the working conditions at America Trust.
 - (C) He expressed a desire to move to Tampa Bay.
 - (D) He had a conflict with his superior.
198. How many years did Mr. Wyatt work as a bank teller?
- (A) One year
 - (B) Two years
 - (C) Three years
 - (D) Five years
199. To whom is Mr. Wyatt's résumé intended?
- (A) America Trust
 - (B) Wetherby Insurance Brokers Inc.
 - (C) University of Seattle
 - (D) Tampa Bay Bank of Florida
200. What section is NOT included on Mr. Wyatt's résumé?
- (A) Administrative Skills
 - (B) Schooling
 - (C) Previous Employment
 - (D) List of Reference

Stop! This is the end of the test. If you finish before time is called, you may go back to Part 5, 6, and 7 and check your work.