MỤC LỤC

**ACTUAL TEST 01**

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| **PART 1** | |
| 1. (M-Cn)  **(A) One of the men is writing on a document.**  (B) One of the men is checking with his watch.  (C) One of the men is looking in a drawer.  (D) One of the men is passing out pens from a  box. | 1. (Nam – Giọng Canada)  (A) Một người đàn ông đang viết lên một tài  liệu.  (B) Một người đàn ông đang kiểm tra đồng hồ  đeo tay.  (C) Một người đàn ông đang nhìn vào trong một  cái ngăn kéo.  (D) Một người đàn ông đang phát bút mực từ  trong một cái hộp. |
| 2. (W-Br)  **(A) They’re hanging a picture on a wall.**  (B) They’re setting the table.  (C) They’re opening a window.  (D) They’re rearranging some furniture. | 2. (Nữ – Giọng Anh)  **(A) Họ đang treo một bức tranh lên tường.**  (B) Họ đang bố trí cái bàn.  (C) Họ đang mở cửa sổ.  (D) Họ đang sắp xếp lại một số đồ nội thất. |
| 3. (M-Au)  (A) She’s putting away a microscope.  (B) She’s taking off a coat.  (C) She’s examining some safety glasses.  **(D) She’s using some laboratory equipment.** | 3. (Nam – Giọng Úc)  (A) Cô ấy đang mang một cái kính hiển vi đi.  (B) Cô ấy đang cởi áo khoác.  (C) Cô ấy đang kiểm tra vài cái kính bảo hộ.  **(D) Cô ấy đang sử dụng một vài thiết bị thí**  **nghiệm.** |
| 4. (W-Br)  (A) A man is pushing a shopping cart.  (B) A man is waiting to make a purchase.  **(C) A man is holding some merchandise.**  (D) A man is assembling some shelves. | 4. (Nữ – Giọng Anh)  (A) Người đàn ông đang đẩy một giỏ hàng.  (B) Người đàn ông đang đợi để mua hàng.  **(C) Người đàn ông đang cầm một vài mặt**  **hàng.**  (D) Người đàn ông đang lắp ráp một vài cái kệ. |
| 5. (W-Am)  (A) Some customers are leaving a shop.  **(B) A seating area is decorated with plants.**  (C) A worker is repairing some light fixtures.  (D) A bench is being moved into a corner. | 5. (Nữ – Giọng Mỹ)  (A) Vài khách hàng đang rời khỏi một cửa hàng.  **(B) Một khu chỗ ngồi được trang trí cây cối.**  (C) Một công nhân đang sửa hệ thống đèn.  (D) Một băng ghế đang được di chuyển vào  góc. |
| 6. (M-Cn)  (A) Some suitcases are being loaded onto a  bus.  (B) Some people are crossing an intersection.  (C) Some buses are parked in a garage.  **(D) Some people are lined up at the side of a**  **road.** | 6. (Nam – Giọng Canada)  (A) Vài cái vali đang được chất lên xe buýt.  (B) Vài người đang băng qua một giao lộ.  (C) Vài xe buýt được đậu trong ga-ra.  **(D) Vài người đang xếp hàng tại lề đường.** |

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| **PART 2** | |
| 7.  Do you want some coffee while you wait?  (A) No, we don’t need the copies now.  **(B) Yes, that’d be great.**  (C) It was scheduled for ten o’clock. | 7.  Bạn có muốn dùng cà phê trong khi chờ không?  (A) Không, chúng tôi không cần bản sao vào lúc  này.  **(B) Có, điều đó thật tuyệt.**  (C) Nó được lên lịch diễn ra vào lúc 10 giờ. |
| 8.  Where will the conference be held this year?  **(A) In Dusseldorf, Germany.**  (B) Tuesday or Wednesday.  (C) Yes, I met him there. | 8.  Hội nghị năm nay sẽ diễn ra ở đâu?  **(A) Ở Dusseldorf, Đức.**  (B) Thứ Ba hoặc Thứ Tư.  (C) Phải, tôi đã gặp anh ấy ở đó. |
| 9.  Who did you contact at the bank for your business loan?  **(A) Her name was Leslie.**  (B) Sorry, I can’t lend it to you.  (C) Yes, I opened an account. | 9.  Bạn đã liên lạc với ai ở ngân hàng để vay vốn kinh doanh?  **(A) Tên cô ấy là Leslie.**  (B) Rất tiếc, tôi không thể cho bạn mượn nó.  (C) Phải, tôi đã mở một tài khoản. |
| 10.  When is the safety inspector due to visit the factory?  (A) I didn’t expect it.  **(B) Monday at the latest.**  (C) On the factory floor. | 10.  Khi nào thì người thanh tra an toàn sẽ đến tham quan nhà máy?  (A) Tôi không ngờ việc đó.  **(B) Trễ nhất là thứ Hai.**  (C) Trên sàn của nhà máy. |
| 11.  What’s the membership fee at the fitness center on Oak Street?  (A) They were highly recommended.  (B) The shop’s on Washington Way.  **(C) Twenty euros a month.** | 11.  Tiền hội phí tại trung tâm thể dục trên phố Oak là bao nhiêu?  (A) Chúng được đánh giá rất cao.  (B) Cửa hàng nằm trên phố Washington.  **(C) 20 Euro một tháng.** |
| 12.  Where can I store my luggage?  (A) You can check out now.  (B) It’s no trouble at all.  **(C) At the service desk over there.** | 12.  Tôi có thể cất hành lí của mình ở đâu?  (A) Bạn có thể trả phòng vào lúc này.  (B) Nó không có vấn đề gì.  **(C) Tại bàn dịch vụ ở đằng kia.** |
| 13.  Who’s managing the production line?  (A) In about two weeks.  **(B) It’s Lisa’s shift.**  (C) From the warehouse. | 13.  Ai đang quản lí dây chuyền sản xuất?  (A) Trong khoảng 2 tuần nữa.  **(B) Giờ đang là ca làm việc của Lisa’s.**  (C) Từ nhà kho. |

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| 14.  Isn’t the bridge still closed?  **(A) No, I thinks it’s been repaired.**  (B) It’s not far from here.  (C) The store closes at nine. | 14.  Cây cầu còn đóng cửa không?  **(A) Không, tôi nghĩ nó đã được sửa chữa.**  (B) Nó cách đây không xa.  (C) Cửa tiệm đóng cửa lúc 9 giờ. |
| 15.  The chair in my office is very uncomfortable.  **(A) Let me find you another one.**  (B) It’s a difficult decision.  (C) There’s room for six at the table. | 15.  Cái ghế trong văn phòng tôi thì không thoải mái lắm.  **(A) Để tôi tìm cho bạn một cái khác.**  (B) Đó là một quyết đinh khó khăn.  (C) Có đủ không gian cho 6 người ngồi tại bàn. |
| 16.  Which printer did you buy?  (A) Unless we have more paper.  (B) The publisher’s on Madison Avenue.  **(C) I ordered the cheapest one.** | 16.  Bạn đã mua máy in nào?  (A) Trừ phi chúng ta có nhiều giấy hơn.  (B) Nhà xuất bản ở trên Đại lộ Madison.  **(C) Tôi đã đặt mua cái rẻ nhất.** |
| 17.  How do you enter your contest?  (A) No, I didn’t have time.  (B) The winner receives fifty dollars.  **(C) The instructions are on our Web site.** | 17.  Bạn đã tham gia cuộc thi bằng cách nào?  (A) Không, tôi không có thời gian.  (B) Người chiến thắng nhận được 50 đô-la.  **(C) Có hướng dẫn ở trên trang web của**  **chúng tôi.** |
| 18.  I can make a list of the candidates for the receptionist position.  (A) Yes, they’ll probably receive it soon.  **(B) Thanks, that would be very helpful.**  (C) When was Ms. Chen hired? | 18.  Tôi có thể lập một danh sách các ứng viên cho vị trí lễ tân.  (A) Phải, chẳng bao lâu nữa họ sẽ nhận được  nó.  **(B) Cảm ơn bạn, việc đó giúp ích rất nhiều.**  (C) Cô Chen đã được tuyển dụng khi nào? |
| 19.  Is this enough food for everyone who’s coming?  (A) He’d prefer pizza.  (B) That should solve the problem.  **(C) Well, some people are bringing their**  **lunch.** | 19.  Nhiêu đây có đủ thức ăn cho tất cả mọi người tham dự không?  (A) Anh ấy thích pizza hơn.  (B) Việc đó sẽ giải quyết được vấn đề.  **(C) Có vài người sẽ mang theo đồ ăn trưa.** |
| 20.  You finished installing the updated software on all the computers, right?  **(A) Yes, the system is working better now.**  (B) A new art installation.  (C) He’s a technology consultant. | 20.  Bạn đã xong việc cài đặt phần mềm cập nhật lên tất cả các máy tính phải không?  **(A) Phải, giờ thì hệ thống sẽ làm việc tốt hơn.**  (B) Một loại hình điêu khắc nghệ thuật mới.  (C) Anh ấy là một nhà cố vấn công nghệ. |

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| 21.  Could you give me a ride to work tomorrow?  (A) For the Ritterson firm.  **(B) My car’s still in the shop.**  (C) They’re on my desk. | 21.  Bạn có thể cho tôi quá giang đi làm vào ngày mai không?  (A) Cho công ty Ritterson.  **(B) Xe hơi của tôi vẫn còn ở trong tiệm sửa.**  (C) Chúng ở trên bàn làm việc của tôi. |
| 22.  Why did the finance department send that memo?  **(A) You received a memo?**  (B) I’m sure they can do that.  (C) Directly to the client. | 22.  Tại sao bộ phận tài chính lại gửi thông báo đó?  **(A) Bạn đã nhận được thông báo sao?**  (B) Tôi chắc chắn họ có thể làm việc đó.  (C) Trực tiếp đến khách hàng. |
| 23.  You accept submissions from freelance writers, don’t you?  **(A) Not at the moment.**  (B) A small application fee.  (C) He’s is an editorial assistant. | 23.  Bạn có chấp nhận bài dự thi từ những nhà văn tự do phải không?  **(A) Hiện tại thì không.**  (B) Một khoản phí nhỏ.  (C) Anh ấy là một trợ lí biên tập. |
| 24.  Can I place an international call from my hotel room?  (A) Gate six is on your right.  (B) The cashier is open.  **(C) There will be an extra fee.** | 24.  Tôi có thể thực hiện một cuộc gọi quốc tế từ phòng khách sạn của mình không?  (A) Cổng số 6 ở phía bên phải của bạn.  (B) Người thủ quỹ đang sẵn sàng làm việc.  **(C) Sẽ có thêm một khoản phí.** |
| 25.  Who can show me how to set up the projector?  (A) I just saw this month’s figures.  **(B) I can in a few minutes.**  (C) A new project. | 25.  Ai có thể chỉ cho tôi cách sử dụng máy chiếu?  (A) Tôi vừa nhìn thấy số liệu của tháng này.  **(B) Tôi có thể chỉ bạn sau vài phút nữa.**  (C) Một dự án mới. |
| 26.  Let’s move to a quieter location.  (A) They moved to Singapore last year.  (B) A new apartment building.  **(C) Room 503 is empty.** | 26.  Hãy đến một nơi yên tĩnh hơn.  (A) Năm ngoái họ đã chuyển đến Singapore.  (B) Một toà nhà căn hộ mới.  **(C) Phòng 503 thì đang trống.** |
| 27.  How did the event planner decide on the color scheme for the banquet?  (A) After the holidays.  **(B) He used colors that match our logo.**  (C) Please order more tablecloths. | 27.  Người lên kế hoạch sự kiện đã quyết định như thế nào về cách bố trí màu sắc cho bữa tiệc?  (A) Sau kì nghỉ lễ.  **(B) Anh ấy đã dùng các màu sắc phù hợp**  **với biểu trưng của chúng ta.**  (C) Vui lòng đặt thêm khăn trải bàn. |

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| 28.  Our train will be an hour late.  **(A) I hope the client can push back the**  **meeting.**  (B) We really enjoyed the training.  (C) Tracks seven and eight. | 28.  Chuyến tàu của chúng ta sẽ đến trễ 1 tiếng.  **(A) Tôi hi vọng khách hàng có thể hoãn cuộc**  **họp lại.**  (B) Chúng tôi rất thích buổi đào tạo.  (C) Đường ray số 7 và 8. |
| 29.  Do you think we should leave now, or can we wait a bit?  (A) I’ll have a little bit.  (B) You can leave it here, thanks.  **(C) What’s traffic like this time of day?** | 29.  Bạn nghĩ chúng ta nên rời đi vào lúc này, hay là chúng ta nên đợi thêm chút nữa?  (A) Tôi sẽ dùng một ít.  (B) Bạn có thể để nó ở đây, cảm ơn.  **(C) Tình hình giao thông lúc này như thế**  **nào?** |
| 30.  I think my interview at the television station went well.  (A) My favorite show.  **(B) I didn’t know they were hiring.**  (C) It’s on the application form. | 30.  Tôi nghĩ buổi phỏng vấn của mình tại đài truyền hình thì suôn sẻ.  (A) Chương trình yêu thích của tôi.  **(B) Tôi không hề biết là họ tuyển dụng.**  (C) Nó ở trên mẫu đơn ứng tuyển. |
| 31.  Wasn’t the budget report supposed to be finished this morning?  **(A) There was an error on page two.**  (B) I suppose it’ll work.  (C) No, by the director’s office. | 31.  Bản báo cáo ngân sách đã được hoàn thành sáng nay phải không?  **(A) Có một lỗi ở trang 2.**  (B) Tôi nghĩ là nó sẽ hoạt động.  (C) Không, bên cạnh văn phòng của giám đốc. |

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| **PART 3** |

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| **Questions 32-34 refer to the following conversation.**  **M-Cn:** **32I’m glad your store carries the new EPG8 smartphone.** I’ve been waiting a long time to get it.  **W-Br:** Yes, there’s been a lot of interest in this phone.  **M-Cn:** **33What colors does it come in?**  **W-Br:** Three: white, black, and gold. However, since the phone has been in such high demand, our store doesn’t have all three colors in stock now.  **M-Cn:** Oh. What colors do you have?  **W-Br:** Let’s see. We have black phones, but no white or gold. We can place an order from the warehouse.  **M-Cn:** The black phone looks nice. I think that’s the one I’ll get.  **W-Br:** OK. **34Follow me to the register and I’ll ring up your purchase. Then I’ll activate the device for you.** | **Câu hỏi 32-34 tham khảo đoạn hội thoại sau đây.**  **M-Cn:** Tôi rất vui rằng cửa hàng của bạn có loại điện thoại thông minh mới EPFG8. Tôi đã chờ đợi rất lâu để có được nó.  **W-Br:** Phải, đã có rất nhiều người quan tâm về loại điện thoại này.  **M-Cn:** Nó có những màu nào?  **W-Br:** Ba màu: trắng, đen, vàng kim. Tuy nhiên, vì nhu cầu mua điện thoại này là quá cao, nên cửa hàng chúng tôi hiện đang không có đủ ba màu ở trong kho.  **M-Cn:** Bạn có những màu gì?  **W-Br:** Để xem. Chúng tôi có màu đen, nhưng không có màu trắng và vàng kim. Chúng tôi có thể đặt đơn hàng từ nhà kho.  **M-Cn:** Điện thoại màu đen nhìn đẹp. Tôi nghĩ tôi sẽ lấy 1 cái.  **W-Br:** Được. Theo tôi đến đăng kí và tôi sẽ … Sau đó tôi sẽ kích hoạt điện thoại cho bạn. |
| 32.  What are the speakers discussing?  (A) A motorcycle  **(B) A mobile phone**  (C) A laptop computer  (D) An exercise machine  33.  What does the man ask about?  (A) The prices  (B) The battery life  (C) The warranty  **(D) The color option**  34.  What will the woman most likely do next?  (A) Request some feedback  (B) Contact a technician  **(C) Complete a transaction**  (D) Create an online profile | 32.  Những người này đang nói về vấn đề gì?  (A) Một cái xe máy  **(B) Một cái điện thoại**  (C) Một cái máy tính xách tay  (D) Một cái máy tập thể dục  33.  Người đàn ông hỏi về vấn đề gì?  (A) Giá cả  (B) Dung lượng pin  (C) Bảo hành  **(D) Màu sắc**  34.  Người phụ nữ rất có thể sẽ làm gì tiếp theo?  (A) Yêu cầu một vài phản hồi  (B) Liên hệ một kĩ thuật viên  **(C) Hoàn thành một giao dịch**  (D) Tạo một hồ sơ trực tuyến |

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| **Questions 35-37 refer to the following conversation.**  **W-Am:** Hi, Charlie. **35The driver who usually delivers our merchandise to the J.M. Cuisine store is out today. Do you think you could make his four o’clock delivery for him this afternoon?**  **M-Cn:** Alright, but **36I’ve never made any deliveries to that store before, so I’ll need some directions.** How do I get there from our warehouse.  **W-Am:** I suggest taking Route Five and getting off at the Sixth Street exit. **37Once you’re there, don’t forget to have the store manager sign the delivery confirmation form.** | **Câu hỏi 35-37 tham khảo đoạn hội thoại sau đây.**  **W-Am:** Chào Charlie. Người tài xế mà thường giao hàng của chúng ta đến cửa hàng J.M. Cuisine hôm nay nghỉ làm. Bạn nghĩ bạn có thể giao hàng giúp anh ta vào 4 giờ chiều nay không?  **M-Cn:** Được rồi, nhưng trước đây tôi chưa bao giờ thực hiện giao hàng đến cửa hàng đó, vì thế tôi sẽ cần chỉ dẫn. Làm sao để đi từ nhà kho của chúng ta đến đó?  **W-Am:** Tôi đề nghị đi đường số 5 và ra khỏi con phố thứ 6. Khi bạn đến đó, đừng quên nhờ quản lí cửa hàng kí vào mẫu đơn xác nhận giao hàng. |
| 35.  What does the woman ask the man to do?  (A) Schedule an appointment  **(B) Make a coworker’s delivery**  (C) Call a colleague  (D) Prepare an invoice  36.  What does the man say he needs?  (A) Keys to a vehicle  (B) A telephone number  (C) A price list  **(D) Directions to a store**  37.  What does the woman remind the man to do?  (A) Notify his manager  (B) Check some merchandise  (C) Print a document  **(D) Get a signature** | 35.  Người phụ nữ yêu cầu người đàn ông làm gì?  (A) Lên lịch một cuộc hẹn  **(B) Giao hàng giùm một đồng nghiệp**  (C) Gọi điện cho một đồng nghiệp  (D) Chuẩn bị một hoá đơn  36.  Người đàn ông nói ổng cần gì?  (A) Chìa khoá của một phương tiện  (B) Số điện thoại  (C) Đơn giá  **(D) Chỉ dẫn đến một cửa tiệm**’  37.  Người phụ nữ nhắc người đàn ông làm gì?  (A) Thông báo cho người quản lí của anh ấy  (B) Kiểm tra một vài hàng hoá  (C) In một tài liệu  **(D) Lấy chữ kí** |

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| **Questions 38-40 refer to the following conversation.**  **W-Br:** Hi, I’m calling about the International Food expo next month. **38I tried to sign up online for a display space, but I couldn’t submit the form. Are you accepting any more registrations?**  **M-Au:** I’m sorry, but **39we’re currently having some problems with our Web site.** But I can register you by phone. Is this your first time attending the expo?  **W-Br:** No, I had a booth last year. In fact, I’d like to have the same exhibit location again, if possible.  **M-Au:** Let me check. **40What name was the registration under?** I can look up the records from last year and see if that space is still available. | **Câu hỏi 38-40 tham khảo đoạn hội thoại sau đây.**  **W-Br:** Xin chào, tôi gọi điện về cuộc Triển lãm Thực phẩm Quốc tế tháng tới. Tôi đã cố gắng đăng kí trực tuyến cho một chỗ trưng bày, nhưng tôi không thể nộp đơn. Bạn có nhận thêm đăng kí không?  **M-Au:** Tôi rất tiếc, nhưng chúng tôi hiện đang gặp một vài vấn đề với trang chủ của mình. Tuy nhiên tôi có thể đăng kí cho bạn qua điện thoại. Đây có phải là lần đầu bạn tham gia triển lãm không?  **W-Br:** Không, tôi đã tham gia năm ngoái. Thật ra, tôi muốn có cùng vị trí triển lãm giống như năm ngoái, nếu có thể.  **M-Au:** Để tôi xem. Việc đăng kí đó đứng tên ai? Tôi có thể tra hồ sơ năm ngoái và xem thử chỗ đó có còn dùng được không? |
| 38.  What is the woman trying to do?  (A) Confirm an appointment  (B) Receive a refund  (C) Book a flight  **(D) Register for an event**  39.  What has caused a problem?  (A) A business is closed.  **(B) A Web site is not working.**  (C) A credit card has expired.  (D) A date is incorrect.  40.  What information does the man ask the woman for?  **(A) A name**  (B) An address  (C) A password  (D) A tracking number | 38.  Người phụ nữ đang cố làm gì?  (A) Xác nhận một cuộc hẹn  (B) Nhận một khoản hoàn tiền  (C) Đặt một chuyến bay  **(D) Đăng kí cho một sự kiện**  39.  Điều gì đã gây ra sự cố?  (A) Một doanh nghiệp đóng cửa  **(B) Một trang chủ không hoạt động**  (C) Một thẻ tín dụng đã hết hạn  (D) Ngày tháng không đúng  40.  Người đàn ông hỏi người phụ nữ về thông tin gì?  **(A) Một cái tên**  (B) Một địa chỉ  (C) Một mật khẩu  (D) Một số theo dõi |

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| **Questions 41-43 refer to the following conversation.**  **M-Cn:** Hi Tricia, **41I was just looking over the advertisement that you finished for Jenning Bank, and you did a wonderful job.**  **W-Am:** Thanks, it was a great campaign to work on.  **M-Cn:** **42Would you consider joining my team for our new contract with Circle Bookings?** They’re a popular travel Web site, and they’re looking to expand their market with some new advertisements.  **W-Am:** It sounds exciting, but at this point I really can’t say. **42I have a meeting with my manager tomorrow morning though.**  **M-Cn:** OK. **43Would it help if I stop by your meeting and go over the details with both of you?** This way, your manager will know what the project entails.  **W-Am:** That sounds good. | **Câu hỏi 41-43 tham khảo đoạn hội thoại sau đây.**  **M-Cn:** Chào Tricia, Tôi vừa xem qua cái quảng cáo mà bạn đã hoàn thành cho Ngân hàng Jenning, và bạn đã làm rất tốt.  **W-Am:** Cảm ơn bạn, nó là một chiến dịch tuyệt vời để làm.  **M-Cn:** Bạn có muốn tham gia vào nhóm của chúng tôi về hợp đồng mới với Circle Bookings không? Họ là một trang web du lịch nổi tiếng, và họ đang muốn mở rộng thị trường với một vài quảng cáo mới.  **W-Am:** Nghe có vẻ thú vị đấy, nhưng hiện tại thì tôi không thể nói gì. Tôi sẽ có một cuộc họp với quản lí của mình vào sáng mai.  **M-Cn:** Được. Vậy tôi có thể ghé qua buổi họp và thảo luận chi tiết với cả hai không? Bằng cách này thì quản lí của bạn sẽ biết được dự án cần gì.  **W-Am:** Nghe hay đấy. |
| 41.  Where do the speakers most likely work?  **(A) At an advertising firm**  (B) At a bank  (C) At a law office  (D) At a travel agency  42.  What does the woman mean when she says, “I really can’t say”?  (A) She is not allowed to repeat certain  information.  **(B) She cannot make commitment yet.**  (C) She should leave for an appointment.  (D) She has to correct some errors in a report.  43.  What does the man propose?  (A) Making travel arrangements  (B) Preparing a contract  **(C) Joining a meeting**  (D) Reviewing a report | 41.  Những người này rất có thể làm việc ở đâu?  **(A) Tại một công ty quảng cáo**  (B) Tại một ngân hàng  (C) Tại một văn phòng luật  (D) Tại một đại lí du lịch  42.  Người phụ nữ có hàm ý gì khi nói câu “Tôi thật sự không thể nói gì”?  (A) Cô ấy không được phép nhắc lại những  thông tin cụ thể.  **(B) Cô ấy không thể đưa ra lời hứa hẹn.**  (C) Cô ấy nên đến một cuộc hẹn.  (D) Cô ấy phải chỉnh sửa một vài lỗi trong một  báo cáo  43.  Người đàn ông đề xuất gì?  (A) Sắp xếp việc đi lại  (B) Chuẩn bị một hợp đồng  **(C) Tham gia một cuộc họp**  (D) Xem qua một báo cáo |

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| **Questions 44-46 refer to the following conversation.**  **M-Au:** Hello, **44I’m calling about renting a furnished apartment from your agency.** I’ll be in Kiev for two months on business, and I’d rather stay in an aprtment than a hotel.  **W-Am: 44 We’d be happy to help you. Can you tell me a little more about what you’re looking for?**  **M-Au:** **45My office is in the city center, on Pushkinska Street,** and I want to be within short walking distance of it. I’d like a one-bedroom apartment that has Internet and cable television. Do you think you might be able to help me with this?  **W-Am:** We do have several rental properties in that area, though I’ll need to check their availability. **46What are your exact arrival and departure dates?** | **Câu hỏi 44-46 tham khảo đoạn hội thoại sau đây.**  **M-Au:** Xin chào, tôi gọi điện về việc thuê một căn hộ đầy đủ nội thất từ hãng của bạn. Tôi sẽ ở Kiev trong 2 tháng để công tác, và tôi thích ở trong một căn hộ hơn là ở trong khách sạn.  **W-Am:** Chúng tôi rất vui được giúp đỡ bạn. Bạn có thể nói cho tôi biết một chút về những gì mà bạn đang tìm kiếm không?  **M-Au:** Văn phòng của tôi thì ở trung tâm thành phố, trên phố Pushkinska, và tôi muốn ở trong phạm vi đi bộ đến đó. Tôi muốn một căn hộ có một giường ngủ, có Internet và truyền hình cáp. Bạn nghĩ là bạn có thể giúp tôi với những thứ đó không?  **W-Am:** Chúng tôi có một vài căn hộ cho thuê ở khu vực đó, tuy nhiên tôi cần phải kiểm tra xem chúng có sẵn không. Ngày đến và ngày đi của bạn là ngày nào? |
| 44.  Where most likely does the woman work?  (A) At a utility company  (B) At a moving company  (C) At an employment firm  **(D) At a real estate agency**  45.  What does the man say about his office?  (A) It does not have air conditioning.  (B) Its lease has expired.  **(C) It is located in the city center.**  (D) It is close to public transportation.  46.  What information does the woman request?  **(A) The timing of a visit**  (B) The name of a supervisor.  (C) The amount of a bill  (D) The measurements of a room | 44.  Người phụ nữ rất có thể làm việc ở đâu?  (A) Tại một công ty tiện ích  (B) Tại một công ty vận chuyển  (C) Tại một công ty tuyển dụng  **(D) Tại một công ty bất động sản**  45.  Người đàn ông nói gì về văn phòng của ông ấy?  (A) Nó không có điều hoà.  (B) Hợp đồng cho thuê của nó đã hết hạn.  **(C) Nó nằm ở trung tâm thành phố.**  (D) Nó gần nơi có phương tiện công cộng.  46.  Người phụ nữ yêu cầu thông tin gì?  **(A) Thời gian đến và đi**  (B) Tên của một người giám sát  (C) Tổng tiền của một biên lai  (D) Kích thước của một căn phòng. |

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| **Questions 47-49 refer to the following conversation.**  **W-Br:** Mr. Colson, I’m a journalist for Health and Wellness Magazine. May I ask you a few questions about the new employee wellness program that you introduced at your company? I’ve heard wonderful things about it.  **M-Cn:** Sure, thank you! Well, basically we focused on changes to our employee cafeteria. We hired Capers Caterers to create healthy menu options. They now provide all of the food for the cafeteria.  **W-Br:** So what about costs? Doesn’t that make the program very expensive?  **M-Cn:** Well, yes it does. But we feel the increase in cost is worth it in terms of employee health and morale. |  |
| 47.  Who is the woman?  (A) A chef  (B) An accountant  **(C) A journalist**  (D) A nutritionist  48.  What has the man recently done?  (A) Won an award  **(B) Hired a new caterer**  (C) Given a presentation  (D) Expanded a business  49.  What does the man say about the cost of the program?  (A) It is not being changed.  **(B) It is justified by the benefits.**  (C) It is still being determined.  (D) It was published in a newspaper. |  |

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| **Questions 50-52 refer to the following conversation.**  **W-Am:** I can’t wait to hear William mcGraw’s speech today! I’ve read so many of his articles on risk management. **50I think this is one of the best business management conferences I’ve ever attended.**  **M-Au:** I know, and there are so many people here! **51It looks like the only available seats are here in the back. Let’s just sit in this row.**  **W-Am:** The last row? I think we can do better. **51I’d like to see the slides that fo with the presentation up close.**  **M-Au:** Oh, don’t worry about that. Look over there! **52There’re presentation handouts piled up close to the front entrance.** I’ll get a copy for you if you’d like. |  |
| 50.  What type of event are the speakers attending?  **(A) A business conference**  (B) An employee orientation  (C) A film festival  (D) A staff meeting  51.  Why does the woman say, “I think we can do better”?  **(A) She prefers to try another option.**  (B) She wants to encourage the man to work  harder.  (C) She is disappointed in the quality of the  presentation.  (D) She thinks her team is more competent than  other teams.  52.  What does the man say about the presentation handouts?  (A) They are printed in color.  **(B) They are available near the entrance.**  (C) They are not enough copies for everyone.  (D) They can be found online. |  |

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| **Questions 53-55 refer to the following conversation.**  **M-Au:** Hello. This is Jeremy Sato. I was a patient at your medical clinic., but I recently moved to Kyoto. I requested that my records be sent to my new doctor here but they haven’t received them yet.  **W-Br:** Mr. Sato, yes. I see the request in your file, but because it’s not signed, we haven’t been able to transfer your records.  **M-Au:** Oh. I must have forgotten to sign it. I don’t need to come in to do that, do I?  **W-Br:** No. I can e-mail the form to you. Just sign it and send it back by express mail. |  |
| 53.  What type of business is the man calling?  **(A) A doctor’s office**  (B) A delivery service  (C) A copy center  (D) A publishing company  54.  What problem does the woman mention?  (A) An appointment was canceled.  (B) A payment was not received.  (C) An address is incorrect.  **(D) A form has not been signed.**  55.  What does the woman say she will do?  (A) Submit an invoice  (B) Update contact information  **(C) E-mail a document**  (D) Speak with a colleague |  |

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| **Questions 56-58 refer to the following conversation.**  **M-Cn:** **56To start today’s meeting. I’d like to talk about the recent drop in sales for our vitamins.** Does anyone have any ideas?  **W-Br:** You know**, 57what we really should do is start advertising on social media Web sites.** That would increase our client base and give Nectar Vitamins a more modern image. Bob, didn’t you create ads for social media at your last job?  **M-Au:** Yes, I did. I was responsible for promoting all of our products online.  **W-Br:** That’s great. **58Well, Bob, would you be willing to present some tips on online advertising at our next team meeting?**  **M-Au:** Sure. I can do that. |  |
| 56.  What problem does the company have?  (A) Customer review have been negative.  **(B) Product sales have gone down.**  (C) Some deliveries have been lost.  (D) Office space is limited.  57.  What does the woman suggest?  (A) Hiring new employees  (B) Offering product discounts  (C) Purchasing updated equipment  **(D) Starting an online advertising campaign**  58.  What does the woman ask Bob to do?  (A) Set up a conference call with clients  (B) Review a budget proposal  **(C) Share information at a team meeting**  (D) Contact a graphic designer |  |

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| **Questions 59-61 refer to the following conversation.**  **W-Am:** Hello, Mr. Tan. **59Didn’t your company use Zane Staffing Company to find a lot of your employees? Are you happy with the service they provide?**  **M-Au:** Yes, we’ve used Zane several times to find qualified temporary help.  **W-Am:** Now that it’s summer, **60my landscaping business is getting pretty busy.** I’d like to hire a few part-time employees to help with some of our larger outdoor jobs.  **M-Au:** **61Oh, actually Zane focuses on filing office jobs, so I don’t think that their company would be the right one for you. I’m sure if you look on the Internet, you’ll find a company that specializes in staffing for landscaping work, though.** |  |
| 59.  What are the speakers discussing?  (A) Expanding a client base  (B) Hosting a sales event  (C) Providing a training session  **(D) Using an employment agency**  60.  What type of business does the woman own?  **(A) A landscaping company**  (B) An advertisement agency  (C) A sporting goods store  (D) An accounting firm  61.  What does the man suggest?  (A) Reviewing a résumé  (B) Touring a facility  **(C) Looking for a different company**  (D) Calling a client |  |

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| **Questions 62-64 refer to the following conversation.**  **W-Br:** **62Tom, there’s a new theater production opening at the Town Playhouse, and some of us from work are planning to go.** Are yout interested?  **M-Cn:** Sure, I’ve heard it’s a good play. How much do tickets cost?  **W-Br:** It depends. Look, here’s the information. **63We already have more than ten people interested, so we should qualify for that price.**  **M-Cn:** That’s certainly reasonable. Would that be for this weekend?  **W-Br:** Yes, after work on Friday. Do you want to go?  **M-Cn:** Sure, are you going to order the tickets?  **W-Br:** No, Mary Jones in the finance department is. **64You could give her a ball and let her know to include you.** |  |
| 62.  What type of event are the speakers discussing?  **(A) A theater performance**  (B) A museum exhibit opening  (C) A photography workshop  (D) A live music concert  63.  Look at the graphic. What ticket price will the speakers probably pay?  (A) $8  **(B) $12**  (C) $15  (D) $20  64.  What does the woman suggest the man do?  (A) Leave work early  **(B) Call a coworker**  (C) Pay with a credit card  (D) Rent some quipment |  |

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| **Questions 65-67 refer to the following conversation.**  **W-Am:** Mr. Schaffer, the president of Greewich Industries, just called. **65He’s looking for a new law firm to represent his company, and he wants to come in on Thursday afternoon at three to discuss our legal services.**  **M-Au:** That’s exciting news – Greenwich Industries is a huge company, and they’d be our biggest client. Could you please reserve conference room A for the meeting? It’s our nicest room.  **W-Am:** Actually, I already tried to, but that meeting room’s already booked at three.  **M-Au:** Let me take a look. **66Ah, it’s been reserved by Greg.** Well, I’m sure Greg wouldn’t mind using room B instead.  **W-Am:** Yeah, that’s true. **67I’ll give him a call and ask him if he’s willing to make that change.** |  |
| 65.  Where do the speakers work?  **(A) At a law firm**  (B) At a manufacturing plant  (C) At a beverage company  (D) At a publishing house  66.  Look at the graphic. According to the man, what event is Greg in charge of?  (A) Networking Event  (B) Equipment Installation  (C) Management Meeting  **(D) Accounting Department Meeting**  67.  What does the woman say she will do?  (A) Research a competitor  (B) Conduct a job interview  **(C) Ask a coworker to change rooms**  (D) Revise a company policy |  |

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| **Questions 68-70 refer to the following conversation.**  **M-Cn:** Hey Jenny, is the Internet working on your computer?  **W-Am:** Yeah. I’m not having any issues with it.  **M-Cn:** **68Well, I can’t connect to it, so I can’t see my e-mail.** **69Did the one with the latest budget report come yet?**  **W-Am:** Hmm…Let’s see. Yes, here it is. Do you want me to send a response?  **M-Cn:** That won’t be necessary, but **70could you print it out for me?** I need a copy of the budget report for the meeting this afternoon. |  |

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| **FROM:** | **SUBJECT:** |
| 69Mike Collins | ATTACHED: Budget report |
| Jared Huber | Sales Projection Assistance |
| Darla Rosenfeld | Conference Agenda |
| Janice West | CANCELEDL Technology Seminar |

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| 68.  Why is the man unable to access his e-mail?  (A) His password has expired.  **(B) His Internet connection is not working.**  (C) He forgot to update some software.  (D) He left a power cord at home.  69.  Look at the graphic. Who sent the e-mail the speakers are referring to?  **(A) Mike Collins**  (B) Jared Huber  (C) Darla Rosenfeld  (D) Janice West  70.  What does the man ask the woman to do?  (A) Call for technical assistance  (B) Prepare some training materials  **(C) Print out a document**  (D) Review some sales figures |  |

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| **PART 4** |

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| **Questions 71-73 refer to the following telephone message.**  **M-Au:** Hi Ms. Xiao. **71This is Franklin Moore calling from Franklin Auto Express. I found the problem with your car’s air conditioner** – you’ve got a bad sensor switch, which needs to be replaced. **72I order the part this morning,** but it won’t arrive at the shop until tomorrow. **73So if you’d like, we can offer to lend you a car to use until your car is fixed.** Please give me a call back at 555-0101. |  |
| 71.  Where does the speaker work?  (A) At an electronics store  (B) At a plumbing company  **(C) At a car repair shop**  (D) At a cleaning service  72.  What does the speaker say he has done?  (A) Scheduled an appointment  (B) Completed a repair  (C) Adjusted an invoice  **(D) Ordered a part**  73.  What does the speaker offer?  **(A) Use of a vehicle**  (B) An extended warranty  (C) A free inspection  (D) Expedited delivery |  |

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| **Questions 74-76 refer to the following talk.**  **M-Cn:** Good morning. **74, 75I called this meeting to discuss how all cashiers at our store should interact with customers. I’ve noticed that some of you are so focused on scanning items and getting people through the line quickly, that you’re ignoring the customers.** We want to leave customers at our supermarket with a good impression, so it’s crucial that you greet them. Be sure to be pleasant when they arrive at your cash register. **76I’m now going to have you work in pairs to play the part of the cashier and customer to practice being friendly,** while also being fast and efficient. |  |
| 74.  Who most likely are the listeners?  (A) Factory workers  (B) Medical specialists  **(C) Supermarket cashiers**  (D) Hotel clerks  75.  What is the topic of the meeting?  **(A) Interacting with customers**  (B) Operating new equipment  (C) Protecting merchandise from damage  (D) Maintaining a clean work area.  76.  What will the listeners do next?  (A) Turn on a machine  (B) Tour a building  (C) Give feedback  **(D) Work with a partner** |  |

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| **Questions 77-79 refer to the following message.**  **W-Br:** Hi, it’s your neighbor, Indira. **77My return flight was scheduled to leave in an hour and they just announced it’s been canceled. I’m starting in line right now, waiting to talk to a ticket agent.** **78I’m so tired of traveling, but it looks like I won’t make it home this evening – I think the next flight’s in the morning.** Can you believe it? Anyway, I have a favor to ask. **79Could you go by my house after work? A package was supposed to arrive today, and I’d rather it didn’t just sit in front of my door overnight.** I really appreciate it! |  |
| 77.  Where most likely is the speaker?  (A) At her house  **(B) At an airport**  (C) In a taxi  (D) On a train  78.  What does the speaker imply when she says, “Can you believe it”?  **(A) She is annoyed.**  (B) She is excited.  (C) She is embarrassed.  (D) She is confused.  79.  What does the speaker ask the listener to do?  (A) Lock a door  (B) Check an address  (C) Meet a colleague  **(D) Pick up a package** |  |

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| **Questions 80-82 refer to the following talk.**  **W-Am:** **80Welcome to the Hoffman Textiles Factory tour. As most of you know, our factory provides quality fabrics to clothing manufactures around the world.** During the tour of the facility, you’ll see the care that goes into making each of our many types of fabrics. **81Now, normally we’d start by showing you how fabric is made on the weaving machines, but another tour group is still in that area. So today we’ll start in the final packaging room and do the tour in reverse, visiting the weaving machines at the end.** **82Then we can offer you a 10% discount on fabric purchases today only.** |  |
| 80.  Where is the tour most likely taking place?  (A) At an outdoor market  **(B) At a fabric factory**  (C) At a fashion museum  (D) At a trade fair  81.  What does the speaker say has changed about the tour?  (A) The duration  (B) The distance  **(C) The starting location**  (D) The tour guide  82.  What does the speaker offer the listeners?  **(A) A special discount**  (B) A longer tour  (C) Free membership  (D) Product samples |  |

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| **Questions83-85 refer to the following news report.**  **W-Br:** **83In local news, Westcot Railway officials have revealed a plan for a new railway line to be installed between the capital city, milton, and the popular tourist destination Greenview City. Construction on the project is scheduled to begin at the end of this year.** According to the announcement, **84railway cars on the new line will offer travelers more comfortable seats for the twelve-hour train ride.** The Travel and Tourism Association has already voiced its strong support for the new railway line. **85Jackie Hall, spokesperson for the association, says tourism professionals are happy to see this much-needed upgrade and anticipate a boost to their industry.** |  |
| 83.  According to the news report, what will happen at the end of the year?  (A) A tourist resort will be renovated.  (B) An airline merger will take place.  **(C) Construction on a new railway line will**  **begin.**  (D) A hotel association will select a new  president.  84.  What benefit to travelers does the speaker mention?  (A) Automated reservation service  **(B) Comfortable seats**  (C) Lower prices  (D) Shorter travel times  85.  Who does the speaker say is pleased with the news?  (A) Local mayors  (B) Airline pilots  **(C) Tourism professionals**  (D) Construction supervisors |  |

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| **Questions 86-88 refer to the following talk.**  **M-Au:** **86Welcome to this morning’s seminar for freelance writers.** Today we’ll be discussing strategies for negotiating contracts between you and your publisher. **87I know some people are still on their way,** but another conference is scheduled to begin here at one o’clock. So let’s go over some administrative details. **88As you know, the parking fee was included in your registration, so I have passes for everyone. I’ll come around and hand those out now.** Just show it to the attendant on your way out and you won’t be charged. |  |
| 86.  Who most likely are the listeners?  (A) Teachers  (B) Lawyer  **(C) Writers**  (D) Publishers  87.  What does the speaker mean when he says, “another conference is scheduled to begin here at 1:00”?  **(A) He wants to start the session now.**  (B) he is recommending an event.  (C) A presentation will need to be canceled.  (D) The room will need to be cleaned.  88.  What will the speaker distribute to the listeners?  **(A) Parking passes**  (B) Training materials  (C) A sign-up sheet  (D) A conference schedule |  |

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| **Questions 89-91 refer to the following talk.**  **W-Am:** OK, the next topic I want to discuss is staffing. First of all, the management team knows how hard you’ve all been working in the Information Technology department, and we want to say thank you. **89The company has grown a lot over the last year – we’ve doubled our number of contracts!** Because of this, **90we’ve decided to hire five additional employees to help with the work load in our department.** We recently posted these positions as soon as possible. **91So if you can recommend anyone who meets the qualifications, please contact me at your earliest convenience.** |  |
| 89.  What does the speaker say about the company?  **(A) It acquired additional contracts.**  (B) It launched a product.  (C) It appointed a new president.  (D) It started a charity fund.  90.  According to the speaker, what decision was recently made?  (A) To move a company overseas  (B) To remodel an office  (C) To upgrade technology  **(D) To hire more staff**  91.  What does the speaker ask the listener to do?  (A) Attend a workshop  **(B) Make recommendations**  (C) Sign a contract  (D) Submit a list of questions |  |

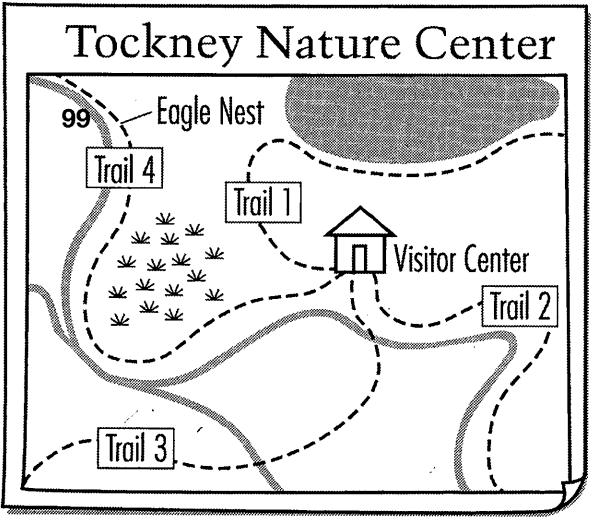
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| **Questions 92-94 refer to the following radio broadcast.**  **M-Cn:** Thanks for listening to Radio KVS. **92I want to remind all our listeners that our free summer concert series starts next week. 93The first show’ll feature legendary guitarist Dimitri Phillips, performing with his band,** so this will be a big event! **93The performance is next Wednesday in Salsbury Park, beginning at seven, but make sure you get in line early for your free tickets.** Attendees can bring in their own food and drink, but certain items are prohibited. **94For a full list of what is allowed in the park, check out the park department Web site.** And if you can’t make this show, there will be many concerts throughout the summer. |  |
| 92.  What is the talk mostly about?  **(A) A concert series**  (B) A music award  (C) A television show  (D) A guest speaker  93.  What does the speaker imply when he says, “this will be a big event”?  (A) A review was positive.  **(B) A performer is very popular.**  (C) Tickets are sold out.  (D) An event venue is too small.  94.  Why does the speaker suggest that listeners visit a Web site?  (A) To read a promotional brochure  (B) To access an event schedule  (C) To pay for registration in advance  **(D) To check a list of approved items** |  |

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| **Questions 95-97 refer to the following talk.**  **W-Am:** **95Before we talk about our sales results from this year,** let me say how pleased I am with the success that Susie’s Online Clothing Boutique has been having. **96When I started the business last year,** I was not sure how well it would do, but the results show that we’ve exceeded out goal! Of course, there’s always room for inprovement. We know our biggest rival is Fashion Plus. This chart compares features of the two companies. **97If we want to be competitive, we’ll have to offer all the same services. So let’s talk about what we can add to our services so that we can keep up with Fashion Plus.** |  |

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|  | Susie’s Boutique | Fashion Plus |
| Low prices | X | X |
| Free Shipping |  | X |
| Variety of styles | X | X |
| Convenient Web site | X |  |

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| 95.  What is the main topic of the meeting?  (A) A magazine article  (B) A company merger  (C) Clothing trends  **(D) Sales results**  96.  Who most likely is the speaker?  (A) A shipping supervisor  (B) A marketing consultant  **(C) A business owner**  (D) A fashion owner  97.  Look at the graphic. What will the speaker most likely discuss next?  (A) Reducing product prices  **(B) Not charging for shipping**  (C) Offering different styles  (D) Changing a Web site |  |

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| **Questions 98-100 refer to the following talk.**  **M-Au:** **98Welcome the the new employee orientation at Tockey Nature Center.** We’re happy that you’ll be guiding our bird-watching tours! Behind me there’s a trail map of the Nature Center. We’ll be walking down trail two so I can show you some interesting spots to take visitors. **99You can use the other trails as well, except for this trail right here because there’s a family of bald eagles nesting nearby.** For the first time, **100the Center’s collaborating with the state university on a research project about eagles.** We’ve positioned a live camera on one tree there, and we don’t want anything to disturb the birds for the duration of the study. |  |



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| 98.  Who is the talk intended for?  (A) Nature photographers  (B) City officials  **(C) New park employees**  (D) University students  99.  Look at the graphic. Which trail is closed to visitors?  (A) Trail 1  (B) Trail 2  (C) Trail 3  **(D) Trail 4**  100.  What project is the Center participating in?  (A) A series of seminars on wildlife conservation  **(B) A research study on a bird species**  (C) An annual clean-up day  (D) A program to plant more trees |  |

**ACTUAL TEST 02**

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| **PART 1** | |
| 1.  (A) He's picking up a bag.  (B) He's cycling on a road.  (C) He's climbing some rocks.  **(D) He's wearing a jacket.** | 1.  (A) Anh ấy đang nhặt một cái túi.  (B) Anh ấy đang đi xe đạp trên đường.  (C) Anh ấy đang leo lên một vài tảng đá.  **(D) Anh ấy đang mặc một chiếc áo khoác.** |
| 2.  **(A) They're seated in a waiting area.**  (B) They're placing books on a table.  (C) One of the women is moving a chair.  (D) One of the women is watering a plant. | 2.  **(A) Họ đang ngồi ở sảnh chờ.**  (B) Họ đang đặt những cuốn sách lên bàn.  (C) Một người phụ nữ đang di chuyển cái ghế.  (D) Một người phụ nữ đang tưới cây. |
| 3.  (A) A man is pushing a shopping cart,  (B) A man is paying for some groceries.  **(C) Some merchandise is arranged on shelves.**  (D) Some baskets are lined up on the floor. | 3.  (A) Một người đàn ông đang đẩy giỏ hàng.  (B) Một người đàn ông đang trả tiền cho một vài thực phẩm.  **(C) Một vài mặt hàng được sắp xếp trên các kệ.**  (D) Một vài cái giỏ nằm xếp hàng trên sàn nhà. |
| 4.  **(A) A woman's working at a laptop computer.**  (B) A woman's drinking from a bottle.  (C) A woman's stacking some furniture.  (D) A woman's putting items in a backpack. | 4.  **(A) Một phụ nữ đang làm việc tại máy tính.**  (B) Một phụ nữ đang uống nước trong chai.  (C) Một phụ nữ đang xếp chồng đồ nội thất.  (D) Một phụ nữ đang bỏ những món đồ vào trong một cái ba-lô. |
| 5.  (A) A stage has been set up indoors.  **(B) Some people are watching a performance.**  (C) People are waiting in line for tickets.  (D) A concert hall is unoccupied. | 5.  (A) Một sân khấu đang được bố trí ngoài trời.  **(B) Vài người đang xem một buổi biểu diễn.**  (C) Người ta đang xếp hàng chờ mua vé.  (D) Một hội trường hoà nhạc thì không được sử dụng. |
| 6.  (A) Some pedestrians are crossing at an intersection.  (B) Tree branches are being cleared off a walkway.  **(C) Some vehicles are facing a low wall.**  (D) A car is exiting a parking garage. | 6.  (A) Vài người đi bộ đang băng qua giao lộ.  (B) Các nhánh cây đang được dọn dẹp khỏi lối đi.  **(C) Một vài phương tiện đang đối diện với một tường chắn thấp.**  (D) Một xe hơi đang ra khỏi ga-ra đỗ xe. |

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| **PART 2** | |
| 7.  Why did the flight from Hong Kong arrive so late?  (A) No, it's a direct flight.  **(B) Probably because of the weather.**  (C) I've been there recently. | 7.  Tại sao chuyến bay từ Hồng Kông lại đến trễ vậy?  (A) Không, nó là một chuyến bay thẳng.  **(B) Có lẽ là do thời tiết.**  (C) Dạo này tôi không đến đó. |
| 8.  Where did you leave the blue folder?  (A) She leaves at noon.  **(B) On your desk.**  (C) I folded the brochures. | 8.  Bạn đã để tập hồ sơ màu xanh lam ở đâu?  (A) Cô ấy rời đi vào buổi trưa.  **(B) Trên bàn làm việc của bạn.**  (C) Tôi đã gấp các cuốn sách quảng cáo. |
| 9.  Who's in charge of scheduling employees' work shifts?  (A) From nine to five.  (B) Several vacation days.  **(C) The factory supervisor.** | 9.  Ai chịu trách nhiệm cho việc xếp lịch các ca làm việc của nhân viên?  (A) Từ 9 giờ tới 5 giờ.  (B) Một vài ngày nghỉ du lịch.  **(C) Người giám sát nhà máy.** |
| 10.  Would you like juice or water?  (A) Water the plants every day.  **(B) I'm not very thirsty right now.**  (C) Twenty-four bottles in a case. | 10.  Bạn muốn uống nước trái cây hay nước lọc?  (A) Hãy tưới cây mỗi ngày.  **(B) Hiện tại thì tôi không khát nước.**  (C) 24 chai trong một thùng. |
| 11.  Don't we need a password to log onto the computer?  (A) We don't have a logo.  **(B) Yes, but I can't remember it.**  (C) He's in the computer lab. | 11.  Chúng ta có cần mật khẩu để đăng nhập vào máy tính không?  (A) Chúng ta không có logo.  **(B) Có, nhưng tôi không thể nhớ nó.**  (C) Anh ấy đang ở trong phòng máy tính. |
| 12.  Which of these paint colors would look best in the hallway?  **(A) My preference is the yellow.**  (B) No, it's just down the hall,  (C) I didn't see what she looked like. | 12.  Màu sơn nào ở hành lang thì sẽ trông đẹp nhất?  **(A) Tôi thích màu vàng.**  (B) Không, nó ở dưới sảnh.  (C) Tôi đã không thấy cô ấy trông như thế nào. |

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| 13.  Why did we order the cleaning supplies from a different company?  (A) Until Tuesday.  (B) Through the catalog.  **(C) The prices were much cheaper.** | 13.  Tại sao chúng ta lại đặt đồ vệ sinh từ một công ty khác?  (A) Cho đến thứ Ba.  (B) Thông qua bảng danh mục.  **(C) Giá cả thì rẻ hơn nhiều.** |
| 14.  How can we meet the project deadline?  **(A) We'll have to work extra hours.**  (B) Can you turn on the projector?  (C) The meeting went too long. | 14.  Làm thế nào để chúng ta kịp hạn chót?  **(A) Chúng ta sẽ phải làm thêm giờ.**  (B) Bạn có thể bật máy chiếu được không?  (C) Cuộc họp diễn ra quá lâu. |
| 15.  Could you help me find my sunglasses?  **(A) Where did you have them last?**  (B) A few more drinking glasses.  (C) The rainy season begins next month. | 15.  Bạn có thể giúp tôi tìm kính mát của tôi được không?  **(A) Lần cuối bạn thấy nó là ở đâu?**  (B) Thêm một vài ly đồ uống.  (C) Mùa mưa sẽ bắt đầu vào tháng sau. |
| 16.  I think I have this meeting room reserved.  (A) When did they take place?  **(B) I'm so sorry – I'll be out in a minute.**  (C) A hotel in the city center. | 16.  Tôi nghĩ tôi sẽ nhờ người đặt phòng họp này.  (A) Khi nào thì chúng diễn ra?  **(B) Tôi rất tiếc – Một phút nữa tôi sẽ ra ngoài.**  (C) Một khách sạn ở trung tâm thành phố. |
| 17.  When was the sculpture gallery added to the Iversen Museum?  (A) A substantial amount of money.  **(B) Four or five years ago.**  (C) A local artist. | 17.  Bảo tàng Iversen có thêm phòng trưng bày tượng điêu khắc vào lúc nào?  (A) Một lượng tiền đáng kể.  **(B) 4 hay 5 năm trước.**  (C) Một nghệ sĩ địa phương. |
| 18.  Aren’t you traveling to China at the end of this month?  (A) Two window seats.  (B) The travel agency.  **(C) No, not until next November.** | 18.  Bạn có dự định đến Trung Quốc vào cuối tháng này không?  (A) Hai chỗ ngồi cạnh cửa sổ.  (B) Một đại lí du lịch.  **(C) Không, tôi không đi cho đến tháng 11.** |

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| 19.  Will Mr. Lu pick up his order, or should we deliver it?  **(A) He picked it up this morning.**  (B) That's all right; I don't want any.  (C) A floral arrangement. | 19.  Anh Lu sẽ nhận đơn hàng của ảnh, hay là chúng ta nên giao chúng?  **(A) Anh ấy đã nhận đơn hàng sáng nay.**  (B) Vậy là ổn rồi; tôi không cần cái nào cả.  (C) Một sự sắp xếp hoa. |
| 20.  You can reschedule the event, can't you?  (A) Don't forget to sign up.  **(B) The invitations have already been sent out.**  (C) I attended that meeting. | 20.  Bạn có thể xếp lại lịch sự kiện phải không?  (A) Đừng quên đăng kí.  **(B) Lời mời đã được gửi đi rồi.**  (C) Tôi đã tham dự cuộc họp đó. |
| 21.  Do you need help getting that box down from the top shelf?  **(A) I’ll just use a ladder.**  (B) The shipping was free.  (C) His office is upstairs. | 21.  Bạn có cần giúp lấy cái hộp ở trên kệ xuống không?  **(A) Tôi sẽ chỉ dùng một cái thang.**  (B) GIao hàng là miễn phí.  (C) Văn phòng của anh ấy thì ở tầng trên. |
| 22.  Who's the new public relations manager?  (A) On the third floor.  (B) A pool of five applicants.  **(C) Someone from the London branch.** | 22.  Ai sẽ là người quản lí mới ở mảng quan hệ công chúng?  (A) Ở tầng 3.  (B) Một nhóm 5 ứng viên.  **(C) Một ai đó đến từ chi nhánh Luân Đôn.** |
| 23.  You said the financial report would be done this week, didn't you?  (A) No, he didn't pay for it,  (B) The keys are in the supply drawer.  **(C) I did, but there's been a delay.** | 23.  Bạn đã nói là báo cáo tài chính sẽ hoàn thành trong tuần này phải không?  (A) Không, anh ấy không chi trả cho nó.  (B) Chìa khoá thì ở trong hộc tủ đồ dùng.  **(C) Đúng là tôi đã nói vậy, nhưng có một sự chậm trễ.** |
| 24.  What time does your bus come?  **(A) I'm walking today.**  (B) A one-way ticket.  (C) It's on Thirty-Fourth Street. | 24.  Mấy giờ thì xe buýt của bạn đến?  **(A) Hôm nay tôi đi bộ.**  (B) Một tấm vé một chiều.  (C) Nó ở trên phố 34. |
| 25.  Why don't you ask some of the interns to help you with the project?  (A) A graph showing sales projections.  (B) I did enjoy the internship.  **(C) I hadn't thought of that!** | 25.  Sao bạn không đề nghị một trong những thực tập sinh để giúp bạn trong dự án?  (A) Một biểu đồ thể hiện những dự đoán doanh số.  (B) Tôi đã rất tích chương trình thực tập.  **(C) Tôi chưa nghĩ tới việc đó.** |

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| 26.  What floor is Taffer Technologies on?  **(A) There’s a building directory behind you.**  (B) It's mostly industrial machine parts.  (C) Yes, that’s where we're located. | 26.  Công ty Taffer Technologies ở tầng mấy?  **(A) Có một cuốn danh bạ toà nhà ở phía sau bạn.**  (B) Nó có hầu hết những thành phần máy móc công nghiệp.  (C) Phải, đó là nơi mà chúng tôi đặt vị trí. |
| 27.  Are there any openings on your company's design team?  (A) The new design is very popular.  (B) We're open until seven o'clock.  **(C) You're welcome to fill out an application.** | 27.  Có vị trí trống nào trong đội thiết kế của công ty bạn không?  (A) Bản thiết kế mới thì được rất nhiều người yêu thích.  (B) Chúng tôi mở cửa đến 7 giờ.  **(C) Bạn được hoan nghênh điền vào đơn ứng tuyển.** |
| 28.  How did you get the extra discount coupons?  **(A) I signed up for them online.**  (B) Usually fifteen percent off.  (C) No, the mail hasn't arrived. | 28.  Bạn làm thế nào để nhận thêm phiếu giảm giá?  **(A) Tôi đã đăng kí trực tuyến.**  (B) Thường là giảm 15 phần trăm.  (C) Không, mail chưa đến. |
| 29.  There has to be a faster way to drive to the warehouse.  (A) A driver's license.  **(B) Sorry, I don't know any other routes.**  (C) They'll be away for a few days. | 29.  Phải có một con đường khác nhanh hơn để lái xe đến nhà kho.  (A) Một tấm bằng lái xe.  **(B) Rất tiếc, tôi không biết tuyến đường nào khác cả.**  (C) Họ sẽ đi xa trong một vài ngày. |
| 30.  Where is the lecture being held?  (A) Next week works for me.  (B) A well-known economist.  **(C) Oh, I didn't think you could make it.** | 30.  Bài giảng đang được tổ chức ở đâu?  (A) Tuần sau thì ổn đối với tôi.  (B) Một nhà kinh tế học nổi tiếng.  **(C) Ồ, tôi không nghĩ là bạn sẽ đến kịp.** |
| 31.  Have the results of the product testing come in yet?  (A) Another focus group.  **(B) They weren't what we expected.**  (C) To reschedule a launch date. | 31.  Các kết quả của buổi thử nghiệm sản phẩm đã đến chưa?  (A) Một nhóm tập trung khác.  **(B) Chúng không phải là những gì mà chúng tôi mong đợi.**  (C) Để sắp xếp lại ngày ra mắt. |

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| **PART 3** |

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| **M-Au:** Good afternoon. I’m Robert Merril. **32I have an appointment for a checkup with Dr. Sanchez at 1:00 p.m.**    **W-Br:** Yes, I see your name on the list. Unfortunately, **33the doctor is running about twenty minutes behind schedule.**    **M-Au:** In that case, **34I’d better call my office to let them know I’ll get back later than expected.**    **W-Br:** Of course. But, **34could you go down to the cafeteria on the first floor to do that?** We’d rather that you didn’t make phone calls here in the waiting room. | dvdgeggegeg  **M-Au:** Chào cô. Tôi là Robert Merril. Tôi có một cuộc hẹn để khám sức khoẻ với bác sĩ Sanchez vào lúc 1 giờ chiều.  **W-Br:** Vâng, tôi đã thấy tên bạn trong danh sách. Thật không may là bác sĩ đang khám bệnh chậm hơn lịch 20 phút.  **M-Au:** Ồ vậy thì tôi sẽ gọi điện cho văn phòng của tôi để báo cho họ biết là tôi sẽ quay lại trễ hơn dự kiến.  **W-Br:** Dĩ nhiên rôi. Nhưng, bạn có thể xuống khu ăn uống ở tầng 1 để làm việc đó không? Chúng tôi không muốn bạn thực hiện cuộc gọi ngay tại phòng chờ. |
| 32.  Where most likely are the speakers?  (A) In a restaurant  (B) In a law office  **(C) In a medical clinic**  (D) In an electronics store  33.  What problem does the woman mention?  **(A) An appointment will begin later than expected.**  (B) A computer is not connected to the network.  (C) A popular item is out of stock.  (D) A receipt is incorrect.  34.  What does the woman request that the man do?  (A) Review an itemized list  (B) Speak to a manager  **(C) Make a call from another location**  (D) Submit multiple copies of a form | 32.  Những người này rất có thể đang ở đâu?  (A) Trong một nhà hàng  (B) Trong một văn phòng luật  **(C) Trong một phòng khám y tế**  (D) Trong một cửa hàng điện tử  33.  Người phụ nữ đề cập đến vấn đề gì?  **(A) Một cuộc hẹn sẽ bắt đầu trễ hơn dự kiến.**  (B) Một máy tính không được kết nối với mạng lưới.  (C) Một mặt hàng phổ biến thì hết hàng.  (D) Một biên lai thì không chính xác.  34.  Người phụ nữ yêu cầu người đàn ông làm gì?  (A) Xem qua một danh mục  (B) Nói chuyện với người quản lý  **(C) Thực hiện một cuộc gọi từ một nơi khác**  (D) Nộp nhiều bản sao của một tờ đơn. |

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| **W-Am:** Hi. My name is Sandra Browning, and  **35l recently applied for a credit card with you. I still haven’t heard whether I've been approved for the card though.**    **M-Cn:** I’m sorry, Ms. Browning. Let me check our records. Do you remember when you submitted the application?    **W-Am:** Um, I don’t remember the exact day, but it was about a month ago. I sent it by mail.  **M-Cn:** Hmm. Unfortunately, **36it looks like we never received your application.** But **37we can complete the application over the phone. I can put your information directly into the computer** so it will be processed right away. | **W-Am:** Xin chào. Tôi là Sandra Browning, và gần đây tôi đã nộp đơn cho bạn để xin cấp thẻ tín dụng. Nhưng tôi vẫn chưa nghe tin liệu rằng tôi đã được đồng ý cấp thẻ chưa.  **M-Cn:** Tôi rất tiếc, cô Browning. Để tôi kiểm tra sổ ghi chép của chúng tôi. Cô có nhớ cô nộp đơn xin cấp khi nào không?  **W-Am:** Um, tôi không nhớ ngày chính xác, nhưng nó là vào khoảng 1 tháng trước. Tôi đã gửi nó qua mail.  **M-Cn:** Hmm. Không may là có vẻ như chúng tôi đã không nhận được đơn của cô. Tuy nhiên chúng tôi có thể hoàn thành đơn xin cấp qua điện thoại. Tôi có thể nhập trực tiếp thông tin của cô vào máy tính vì thế nó sẽ được xử lý ngay. |
| 35.  What is the woman trying to get?  (A) An insurance policy  (B) A magazine subscription  **(C) A credit card**  (D) A post office box key  36.  What has caused a problem?  **(A) A document did not arrive.**  (B) A contract was not signed.  (C) A payment was not made.  (D) A software program did not work.  37.  What does the man offer to do?  (A) Find some instructions on a Web site  **(B) Complete an application by phone**  (C) Consult another employee  (D) Cancel an order | 35.  Người phụ nữ cố gắng lấy được cái gì?  (A) Một quy định bảo hiểm  (B) Một sự đăng kí tạp chí dài hạn  **(C) Một thẻ tín dụng**  (D) Một chìa khóa hộp thư bưu điện  36.  Cái gì đã gây ra sự cố?  **(A) Một tài liệu không đến nơi.**  (B) Một hợp đồng không được ký.  (C) Một khoản thanh toán chưa được thực hiện.  (D) Một chương trình phần mềm không hoạt động.  37.  Người đàn ông đề nghị làm gì?  (A) Tìm một vài hướng dẫn trên trang Web  **(B) Hoàn thành một đơn ứng tuyển qua điện thoại**  (C) Tham khảo ý kiến một nhân viên khác  (D) Huỷ một đơn hàng |

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| **M-Au:** Hi Lisa. I just got an e-mail that **38our clients from Singapore are attending a conference in New York at the end of the month. They were wondering if they could visit our offices** since they'll already be in the area.    **W-Br:** Oh, **39this’ll be a good opportunity to show them the new mobile phone app we’re designing for them.** Do you think the design team can finish it in time?    **M-Au:** I think so, but **40I’d better tell the design team right away that we’re moving up their deadline so it’s ready in time for the client visit.** They thought they’d have more time to complete the work. | **M-Au:** Chào Lisa. Tôi vừa nhận được một e-mail nói rằng các khách hàng của chúng ta từ Singapore sẽ tham dự một hội nghị ở New York vào cuối tháng này. Họ tự hỏi liệu rằng họ có thể tham quan các văn phòng của chúng ta hay không, vì họ đã đến khu vực này rồi.  **W-Br:** Oh, đây sẽ một cơ hội tốt để cho họ xem ứng dụng mới trên điện thoại di động mà chúng tôi đang thiết kế cho họ. Bạn có nghĩ đội ngũ thiết kế có thể hoàn thành kịp lúc không?  **M-Au:** Tôi nghĩ vậy, nhưng tôi nên nói ngay với đội ngũ thiết kế là chúng ta đang tăng hạn chót của họ lên vì thế nó sẽ kịp lúc khi khách hàng đến. Họ nghĩ họ sẽ có thêm thời gian để hoàn thành công việc của họ. |
| 38.  What are the speakers mainly discussing?  **(A) A client visit**  (B) A marketing survey  (C) A grand opening celebration  (D) A conference presentation  39.  What does the woman suggest doing?  (A) Offering a discount  **(B) Presenting a product design**  (C) Organizing a staff luncheon  (D) Distributing a questionnaire  40.  What does the man say he will do?  (A) Reserve a meeting room  (B) Prepare a financial statement  (C) Post information on a Web site  **(D) Notify a group of a new deadline** | 38.  Những người nói chủ yếu đang thảo luận cái gì?  **(A) Chuyến thăm của khách hàng**  (B) Một cuộc khảo sát tiếp thị  (C) Một buổi lễ khai trương  (D) Một bài thuyết trình hội nghị  39.  Người phụ nữ đề nghị làm gì?  (A) Cung cấp giảm giá  **(B) Trình bày một thiết kế sản phẩm**  (C) Tổ chức một bữa trưa cho nhân viên  (D) Phân phát một bảng câu hỏi  40.  Người đàn ông nói anh ấy sẽ làm gì?  (A) Đặt trước một phòng họp  (B) Chuẩn bị một bản báo cáo tài chính  (C) Đăng thông tin lên một trang Web  **(D) Báo cho một nhóm về một hạn chót** |

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| **M-Cn:** Hi. **41l’m looking to buy another delivery vehicle 42for my catering business** – one that will keep the food hot or cold.    **W-Am:** You’ve come to the right place – we have a lot of vehicles that’ll suit your needs. And they all include heating and refrigeration compartments.    **M-Cn:** Great, but my catering orders are usually quite small, so I don’t need anything too big,  **W-Am:** Our Series-Ten trucks are quite compact. There’re a few in the parking lot. **43Why don’t you take one out for a drive?** | **M-Cn:** Xin chào. Tôi muốn mua thêm một phương tiện giao hàng cho công ty phục vụ của tôi – một phương tiện mà sẽ giữ thực phẩm nóng hoặc lạnh.  **W-Am:** Anh đã đến đúng nơi rồi đấy – chúng tôi có nhiều phương tiện mà sẽ phù hợp với nhu cầu của anh. Và chúng đề có những gian sưởi và đông lạnh.  **M-Cn:** Tuyệt vời, nhưng những đơn hàng phục vụ của tôi thường khá là nhỏ, vì thế tôi không cần phương tiện nào đó quá lớn đâu.  **W-Am:** Những chiếc xe tải Series-Ten của chúng tôi thì khá là nhỏ gọn. Có một vài chiếc ở bãi đậu xe. Tại sao anh không lấy một chiếc và chạy thử? |
| 41.  What is the purpose of the man’s visit?  (A) To request a refund  (B) To repair some equipment  **(C) To make a purchase**  (D) To drop off some merchandise    42.  What is the man’s job?  **(A) Caterer**  (B) Electrician  (C) Car mechanic  (D) Supermarket manager    43.  What does the woman suggest the man do?  (A) Speak to a supervisor  (B) Park in a different location  (C) Copy an invoice  **(D) Drive a vehicle** | 41.  Mục đích của chuyến thăm của người đàn ông là gì?  (A) Để yêu cầu hoàn tiền  (B) Để sửa chữa một vài thiết bị  **(C) Để mua hàng hoá**  (D) Để chuyển một vài hàng hoá  42.  Công việc của người đàn ông là gì?  **(A) Phục vụ thực phẩm**  (B) Thợ điện  (C) Thợ máy xe hơi  (D) Quản lý siêu thị  43.  Người phụ nữ yêu cầu người đàn ông làm gì?  (A) Nói chuyện với một người giám sát  (B) Đậu xe ở một địa điểm khác  (C) Sao chép một hoá đơn  **(D) Lái một phương tiện** |

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| This has been a productive meeting. Thank you both for coming to discuss the Oakland building project.    W-Am Yes—44Frederick's done a terrific job with the project so far, and I'm really looking forward to taking over from here.    M-Au Frederick, is there anything else Michelle needs to know?    M-Cn Just one more thing—the client wants all communication in writing. So 45make sure you send e-mails confirming anything you discuss over the phone or in person,    W-Am Got it. So Frederick, I hear you'll be working overseas.    M-Cn Yeah, 46my next building project is in Cape Town, which is exciting since I've never been to South Africa before. |  |
| 44.  What are the speakers discussing?  (A) Securing financial backing  (B) Negotiating a company merger  (C) Making travel arrangements  (D) Changing the leader of a project    45.  What does Frederick advise the woman to do?  (A) Hold face-to-face negotiations  (B) Send confirmation e-mails  (C) Minimize overhead costs  (D) Revise a budget    46.  What does Frederick say he is excited about?  (A) Meeting new colleagues  (B) Earning a higher salary  (C) Hiring an assistant  (D) Working in another country | 44.  Những người này đang thảo luận cái gì?  (A) Đảm bảo sự hỗ trợ về tài chính  (B) Thương thảo một sự sáp nhập công ty  (C) Thực hiện sắp xếp đi lại  (D) Thay đổi người dẫn dắt một dự án  45.  Frederick khuyên người phụ nữ làm gì?  (A) Tổ chức các cuộc thương thuyết trực tiếp  (B) Gửi e-mail xác nhận  (C) Tối thiểu hoá các chi phí hoạt động  (D) Chỉnh sửa một ngân sách  46.  Frederick nói anh ấy phấn khích về điều gì?  (A) Gặp gỡ những đồng nghiệp mới?  (B) Kiếm được mức lương cao hơn  (C) Thuê một trợ lý  (D) Làm việc ở một quốc gia khác |

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| 47.  Who most likely is the woman?  (A) A telephone operator  (B) A post office clerk  (C) An office receptionist  (D) A sales associate    48.  Why is the man visiting the office? (A) To attend a training session  (B) To repair some computers  (C) To apply for a job  (D) To make a delivery    49.  What does the woman imply when she says, "Mr, Lehmann's in a meeting with clients right now"?  (A) Mr. Lehmann has a document she needs.  (B) A meeting room cannot be used.  (C) Mr. Lehmann is not available.  (D) An interview had to be cancelled, | 47.  Người phụ nữ rất có thể là ai?  (A) Một tổng đài viên  (B) Một thư ký bưu điện  (C) Một lễ tân văn phòng  (D) Một cộng tác viên bán hàng  48.  Tại sao người đàn ông đến thăm văn phòng?  (A) Để tham dự một buổi đào tạo  (B) Để sửa chữa một vài máy tính  (C) Để ứng tuyển cho một công việc  (D) Để thực hiện giao hàng  49.  Người phụ nữ có hàm ý gì khi cô ấy nói, “Ông Lehmann hiện đang có một cuộc gặp với khách hàng"?  (A) Ông Lehmann có tài liệu mà cô ấy cần.  (B) Một phòng họp không thể được sử dụng.  (C) Ông Lehmann không rảnh.  (D) Một buổi phỏng vấn phải bị huỷ. |

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| 50.  What problem does the man mention?  (A) A reservation is incorrect.  (B) A business trip has been postponed.  (C) An event is sold out.  (D) Credit cards are not accepted.    51.  What does the woman suggest offering their colleagues?  (A) A dinner on a boat  (B) A hotel upgrade  (C) Tickets to a sporting event  (D) Gift vouchers for a store    52.  What does the man ask the woman to do?  (A) Contact a travel agency  (B) Research pricing information  (C) Make a payment in advance  (D) Arrange transportation | 50.  Người đàn ông đề cập đến vấn đề gì?  (A) Một sự đặt trước thì không đúng.  (B) Một chuyến đi công tác đã bị hoãn.  (C) Một sự kiện đã được bán hết vé.  (D) Thẻ tín dụng không được chấp nhận.  51.  Người phụ nữ đề nghị cung cấp cái gì cho đồng nghiệp của họ?  (A) Một bữa tối trên thuyền  (B) Một sự nâng cấp khách sạn  (C) Những tấm vé đến một sự kiện thể thao  (D) Phiếu quà tặng cho một cửa hàng  52.  Người đàn ông yêu cầu người phụ nữ làm gì?  (A) Liên hệ một đại lý du lịch  (B) Nghiên cứu thông tin về giá cả  (C) Thực hiện thanh toán trước  (D) Sắp xếp phương tiện đi lại |

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| Yuko and 1 were discussing this earlier and she mentioned an advertisement she saw in this morning's newspaper. What did it say again, Yuko?    Well, 54it looks like there's a place not  very far from here called Open Venue Solutions. They own the building and they rent out meeting rooms. 1 think this would work for us.    OK. 55Can you go there this afternoon and take a look around?    W-Br 55Sure, I'll do that. |  |
| 53.  According to the man, what will happen next year?  (A) A product will be released.  (B) New company benefits will be offered.  (C) Some employees will be hired,  (D) An office will be renovated.    54.  What does Yuko suggest?  (A) Using online advertising  (B) Adding information to a contract  (C) Renting some meeting space  (D) Creating orientation materials    55.  What does Yuko agree to do?  (A) Investigate a location  (B) Meet a client  (C) Make a purchase  (D) Edit a document | 53.  Theo lời người đàn ông, điều gì sẽ xảy ra vào năm sau?  (A) Một sản phẩm sẽ được công bố  (B) Những quyền lợi mới từ công ty sẽ được cung cấp.  (C) Một vài nhân viên sẽ được tuyển dụng.  (D) Một văn phòng sẽ được tu sửa.  54.  Yuko đề nghị làm gì?  (A) Sử dụng quảng cáo trực tuyến  (B) Thêm thông tin vào một hợp đồng  (C) Thuê một vài không gian hội họp  (D) Tạo ra các tài liệu hướng dẫn  55.  Yuko đồng ý làm gì?  (A) Điều tra một địa điểm  (B) Gặp gỡ một khách hàng  (C) Mua hàng hoá  (D) Chỉnh sửa một tài liệu |

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| M Cn Soo-mi, 56is everything ready for our interns' first day on Monday?    Yes. Their office space is set up and I just put together their information packets.    And... 57did you remember to ask some staff if they can come in early on Monday to greet the interns as they arrive?    57 Oh, thanks for reminding me. I'm sure I'll be able to find a few people willing to do that. But how will the interns know who the volunteers are?    M Cn 58Why don't you give volunteers a T-shirt with the company logo? We have some available. They're left from the ones we ordered for our last trade show. I'll go get them for you now. |  |
| 56.  What will happen on Monday?  (A) Some maintenance work will begin.  (B) A press conference will take place.  (C) Some customers will visit the business.  (D) An internship program will start.    57.  What did the woman forget to do?  (A) Revise a calendar  (B) Find some volunteers  (C) Update a contact list  (D) Provide refreshments    58.  What does the man say is available?  (A) Some notebooks  (B) Cleaning supplies  (C) Customized T-shirts  (D) New carpeting | 56.  Chuyện gì sẽ diễn ra vào thứ Hai?  (A) Một vài công việc bảo trì sẽ bắt đầu.  (B) Một buổi họp báo sẽ diễn ra.  (C) Một vài khách hàng sẽ đến thăm doanh nghiệp.  (D) Một chương trình thực tập sẽ bắt đầu.  57.  Người phụ nữ đã quên làm gì?  (A) Chỉnh sửa lịch  (B) Tìm một vài tình nguyện viên  (C) Cập nhật một danh sách liên hệ  (D) Cung cấp đồ ăn nhẹ  58.  Người đàn ông nói cái gì có sẵn?  (A) Một vài cuốn sổ  (B) Những món đồ vệ sinh  (C) Những cái áo sơ mi cách điệu  (D) Những tấm thảm mới |

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| Ansel, 59how did this morning's marketing meeting go? You were going to ask for help with our department's workload, right?    Yes! 60The company director agreed to increase our marketing department's budget by two hundred thousand dollars.  That's a big increase from last year! Do you know how that money will be used?    M Au Well, 61the department managers already agreed that most of the money will go    towards hiring two new staff members. Having another artist and a digital advertising specialist would really help us deal with our workload. |  |
| 59.  What department do the speakers work in?  (A) Accounting  (B) Marketing  (C) Product development  (D) Human resources    60.  Why does the woman say, "That's a big increase from last year"?  (A) To indicate that some news is good  (B) To deny a requested budget change  (C) To suggest that a fee is appropriate  (D) To correct some mistaken information    61.  According to the man, what do the department managers plan to do?  (A) Purchase new furniture  (B) Host a conference  (C) Hire some more employees  (D) Expand a product line | 59.  Những người này làm việc ở bộ phận nào?  (A) Kế toán  (B) Tiếp thị  (C) Phát triển sản phẩm  (D) Nhân sự  60.  Tại sao người phụ nữ nói, “Đó là sự gia tăng lớn kể từ năm ngoái"?  (A) Để cho thấy một vài tin tức là tốt  (B) Để phủ nhận một sự thay đổi ngân sách được yêu cầu  (C) Để đề nghị rằng một khoản phí là thích hợp.  (D) Để sửa lại một vài thông tin sai sót  61.  Theo lời người đàn ông, những người quản lý bộ phận dự định làm gì?  (A) Mua đồ nội thất mới  (B) Tổ chức một hội nghị  (C) Thuê thêm một vài nhân viên  (D) Mở rộng một dòng sản phẩm |

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| I can help the next customer.    Hi. 62l moved house recently, and I broke several dishes in the process. 63l ordered replacements online from your store. They were delivered yesterday, but the problem is, only three soup bowls were included instead of six.    I'm sorry about that—can I see your packing slip?    Yes—here it is.    Hmm. Unfortunately, this dish pattern's been discontinued. You got our last three bowls with that pattern. So 64what 1 can  do is give you a refund for the total cost of the bowls, and you can keep the three you received for free.    Thanks! I appreciate that. |  |
| 62.  What does the woman say happened when she moved?  (A) She was overcharged for a service.  (B) A box was misplaced.  (C) A shipment was sent to the wrong address.  (D) Some items were broken.    63.  Why does the woman need assistance?  (A) She does not like what she bought.  (B) She cannot access a Web site.  (C) She received an incomplete order.  (D) She lost a copy of a receipt.    64.  Look at the graphic. How much money will the woman be refunded?  (A) $20  (B) $36  (C) $12  (D) $25 | 62.  Người phụ nữ nói điều gì đã xảy ra khi cô ấy chuyển đi?  (A) Cô ấy đã bị tính phí dịch vụ cao hơn.  (B) Một chiếc hộp đã bị đặt nhầm chỗ.  (C) Một số hàng vận chuyển đã bị gửi nhầm địa chỉ.  (D) Một vài mặt hàng đã bị hỏng.  63.  Tại sao người phụ nữ cần sự hỗ trợ?  (A) Cô ấy không thích những cái mà cô ấy mua.  (B) Cô ấy không thể truy cập một trang Web.  (C) Cô ấy đã nhận đơn hàng không đầy đủ.  (D) Cô ấy đã làm mất một bản sao biên lai.  64.  Nhìn vào hình. Người phụ nữ sẽ được hoàn trả bao nhiêu tiền?  (A) $20  (B) $36  (C) $12  (D) $25 |

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| W-Am 1 just checked the airline's Web site. 6sJames Kim won't be arriving on time.    M-Au Yeah, 65l heard a lot of the flights were delayed because of a storm.    W-Am Well, 1 guess we can leave to pick him up later then.    M-Au Actually, 66l heard that the traffic is horrible today, so let's just leave now, or else we might end up being late.    W-Am Oh, OK. And 67if we have enough time before he arrives, we can eat lunch at the airport. |  |
| 65.  Look at the graphic. Which city is James Kim traveling from?  (A) Philadelphia  (B) Vancouver  (C) Chicago  (D) Mexico City    66.  According to the man, why should the speakers leave now?  (A) They are not familiar with the area.  (B) They have to return a rental car.  (C) The traffic is bad.  (D) An appointment was added to the schedule.    67.  What does the woman suggest doing while they wait?  (A) Buying gifts  (B) Getting a meal  (C) Writing a report  (D) Exchanging money | 65.  Nhìn vào hình. James Kim sẽ di chuyển từ thành phố nào đến?  (A) Philadelphia  (B) Vancouver  (C) Chicago  (D) Mexico City  66.  Theo lời người đàn ông, tại sao những người này nên rời đi ngay bây giờ?  (A) Họ không quen thuộc với khu vực.  (B) Họ phải trả lại một chiếc xe hơi cho thuê.  (C) Giao thông thì tồi tệ.  (D) Một cuộc hẹn đã được thêm vào lịch trình.  67.  Người phụ nữ đề nghị làm gì trong lúc họ chờ đợi?  (A) Mua quà  (B) Ăn một bữa  (C) Viết một báo cáo  (D) Đổi tiền |

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| Hi, I'm looking for an Internet provider, so I thought I'd stop by to find out about your service plans.    Certainly, We offer the best prices in the area. As you can see from this chart, the longer your contract is, the lower the monthly cost.    But 68what if I have to cancel the contract before it ends?    Well...68we do charge an extra fee for that.    Umm...69l'm being transferred overseas in about a year, so I don't want the two-year plan. But I do want the lowest possible price.    OK, then 70the one-year plan would be the best. Would you like to sign the contract now?    70Sure, let's do that. |  |
| 68.  According to the woman, when is an extra fee charged?  (A) When new software is installed  (B) When a contract is canceled early  (C) When a customer transfers to a new location  (D) When a payment is overdue    69.  What does the man say he will do next year?  (A) Move overseas  (B) Complete a training program  (C) Purchase another computer  (D) Sign a longer contract    70.  Look at the graphic. How much has the man agreed to pay per month?  (A) $40.00  (B) $30,00  (C) $20.00  (D) $10.00 | 68.  Theo lời người phụ nữ, khi nào thì một khoản phí thêm được tính?  (A) Khi phần mềm mới được cài đặt  (B) Khi một hợp đồng bị huỷ sớm  (C) Khi một khách hàng chuyển đến một địa điểm mới  (D) Khi một khoản thanh toán quá hạn  69.  Người đàn ông nói anh ấy sẽ làm gì vào năm sau?  (A) Chuyển ra nước ngoài  (B) Hoàn thành một chương trình đào tạo  (C) Mua một máy tính khác  (D) Ký một hợp đồng lâu dài hơn  70.  Nhìn vào hình. Người đàn ông đồng ý chi tra bao nhiêu hàng tháng?  (A) 40 đô la  (B) 30 đô la  (C) 20 đô la  (D) 10 đô la |

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| **PART 4** |

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| Hello and welcome to the Healthy Ways Exhibition here in San Antonio. My name is Hiroki, and I work at Cambria Technologies. Today, 71rd like to show you a new personal fitness-tracking device my company just released. What makes our device unique is not its many features- it actually has all the same features as the other fitness trackers. 72What sets ours apart is its price: it's the least expensive device available. And by participating in today's session, 73you'll get one to keep, at no cost to you! All you'll have to do is fill out a survey about your exercise habits. |  |
| 71. What product is being discussed?  (A) Athletic shoes  (B) A tablet computer  (C) An exercise bike  (D) A fitness tracking device    72. How does the product differ from competitors' products?  (A) It has more features.  (B) It is lighter.  (C) It is easier to use.  (D) It is cheaper.    73. How can listeners get the product for free?  (A) By subscribing to a publication  (B) By completing a survey  (C) By obtaining a coupon  (D) By referring a friend |  |

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| So 74now that you've all had a chance to see the museum's collection of abstract paintings, I'd like you to come out into the garden with me, where our collection of eighteenth-century sculptures is on display. 75This collection was generously donated to us by art collector Emily Wellman two months ago. I'll tell you about two sculptures in particular. Also, if you're interested in the collection more generally, 76l would highly recommend the short documentary about the collection, which is showing in the theater near the exit on the other side of the garden. |  |
| 74.  Where is the talk taking place?  (A) At a hotel  (B) At a museum  (C) At a gardening store  (D) At a paint factory    75.  According to the speaker, what has Emily Wellman recently done?  (A) She started a new business.  (B) She won an art contest.  (C) She trained some employees.  (D) She made a donation.    76.  What does the speaker recommend that the listeners do?  (A) Watch a film  (B) Visit the gift shop  (C) Take free samples  (D) Attend a reception | 74.  Bài nói diễn ra ở đâu?  (A) Tại một khách sạn  (B) Tại một bảo tàng  (C) Tại một cửa hàng làm vườn  (D) Tại một xưởng vẽ tranh  75.  Theo lời người nói, gần đây Emily Wellman đã làm gì?  (A) Cô ấy đã khởi nghiệp.  (B) Cô ấy đã thắng một cuộc thi nghệ thuật.  (C) Cô ấy đã đào tạo một vài nhân viên.  (D) Cô ấy đã quyến góp.  76.  Người nói khuyến nghị người nghe làm gì?  (A) Xem một bộ phim  (B) Tham quan một cửa hàng quà tặng  (C) Lấy những vật mẫu miễn phí  (D) Tham dự một buổi tiệc chiêu đãi |

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| Hi Mei-ling, this is Lee Sanders calling from Rose Avenue Properties. 77lt was great meeting you on Monday, and I hope you're still considering renting the two-bedroom apartment I showed you. 78You also asked about parking in the garage next door, and I wanted to get back to you to let you know that there are a few spaces available. Anyway, this is a very popular building, so let me know what you want to do.That way, I can prepare all the necessary paperwork for the lease. |  |
| 77.  What did the speaker do on Monday?  (A) He met with the listener.  (B) He worked late.  (C) He bought some furniture.  (D) He rented a car,    78.  What does the speaker say about a parking garage?  (A) It has a security system.  (B) It has spaces available.  (C) It is accessible only to residents.  (D) It is usually full during the day.    79.  Why does the speaker say, "this is a very popular building"?  (A) To present some positive reviews  (B) To explain why a fee is expensive  (C) To encourage a quick decision  (D) To request that more staff be hired | 77.  Người nói đã làm gì vào thứ Hai?  (A) Anh ấy đã gặp người nghe.  (B) Anh ấy đã làm việc muộn.  (C) Anh ấy đã mua vài đồ nội thất mới.  (D) Anh ấy đã thuê một chiếc xe hơi.  78.  Người nói nói gì về một gara đậu xe?  (A) Nó có một hệ thống an ninh.  (B) Nó có những chỗ đậu xe có sẵn.  (C) Nó chỉ có thể được tiếp cận bởi người dân.  (D) Nó thường đầy cả ngày.  79.  Tại sao người nói nói, “đây là một toà nhà rất nổi tiếng”?  (A) Để đưa ra một vài nhận xét tích cực.  (B) Để giải thích tại sao phí lại đắt.  (C) Để khuyến khích một sự quyết định nhanh chóng.  (D) Để yêu cầu thuê thêm nhân viên |

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| OK everyone, I have one final reminder before we end this meeting. 8()Since all of the cashiers are present, 81l want to remind you of an important step in customer transactions here at GL Supermarket. As you know, many of our customers are part of our membership program, which means that they receive five percent off their purchase when you swipe their membership. Please remember that it is our responsibility to ask customers for their membership card when scanning their groceries. 82lf a customer doesn't have a membership card, make sure to mention that applications are available at the customer service desk. |  |
| 80.  Who most likely are the listeners?  (A) Health inspectors  (B) Maintenance workers  (C) Hotel receptionists  (D) Supermarket cashiers    81.  What is the purpose of the talk?  (A) To review customer feedback  (B) To remind staff of a sales procedure  (C) To update staff on a safety policy  (D) To demonstrate new equipment    82.  What is available at the customer service desk?  (A) Instruction manuals  (B) Membership applications  (C) Discount coupons  (D) Catering menus | 80.  Những người nghe rất có thể là ai?  (A) Những người tham tra sức khoẻ  (B) Những công nhân bảo trì  (C) Những lễ tân khách sạn  (D) Những thu ngân siêu thị  81.  Mục đích của bài nói này là gì?  (A) Để đánh giá những phản hồi của khách hàng  (B) Để nhắc nhở nhân viên về một thủ tục bán hàng  (C) Để cập nhật cho nhân viên về quy định an toàn  (D) Để tiến hành thực nghiệm thiết bị mới  82.  Cái gì có sẵn tại bàn dịch vụ khách hàng?  (A) Những cuốn cẩm nang hướng dẫn  (B) Những đơn ứng tuyển thành viên  (C) Những phiếu giảm giá  (D) Những thực đơn phục vụ đồ ăn |

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| Good morning, SKL Radio listeners, and welcome to the Madison Business Show, Today 83ril be speaking to professional career counselor Tara Goldberg. Over this next hour, Ms. Goldberg will outline strategies for finding a profession that matches your skills, interests, and personality. ^During the last part of the program, she'd like to hear from listeners, so we encourage you to call in when we open up our lines, and let us know what you think. Well, let me start off by saying welcome, Ms, Goldberg. From what I understand, 85you're publishing a book about this topic, which will be out in print next month. |  |
| 83.  What is Ms. Goldberg's area of expertise?  (A) Nonprofit management  (B) Career guidance  (C) Event coordination  (D) Personal finance  84.  What are listeners encouraged to do?  (A) Call in with their opinions  (B) Update their resumes  (C) Attend a seminar  (D) Monitor household expenses    85.  What does the speaker say will happen next month?  (A) A class will be offered.  (B) A schedule will change.  (C) An interview will be conducted.  (D) A book will become available. | 83.  Lĩnh vực chuyên môn của cô Goldberg là gì?  (A) Quản lý phi lợi nhuận  (B) Định hướng nghề nghiệp  (C) Điều phối sự kiện  (D) Tài chính tư nhân  84.  Những người nghe được khuyến khích làm gì?  (A) Gọi điện để đưa ra ý kiến  (B) Cập nhật hồ sơ của họ  (C) Tham dự một hội thảo chuyên đề  (D) Giám sát chi tiêu trong nhà  85.  Người nói nói cái gì sẽ diễn ra vào tháng tới?  (A) Một lớp học sẽ diễn ra.  (B) Một lịch trình sẽ thay đổi.  (C) Một buổi phỏng vấn sẽ được tiến hành.  (D) Một cuốn sách sẽ được bán. |

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| Hey Deepak, it's Donna. 86rm looking over your design for the magazine advertisement for Langford Restaurant, and I wanted to give you my thoughts. It isn't what I was expecting. 87Langford Restaurant has always preferred very traditional advertisements, and this one that you made is quite modern. I'm sorry I didn't mention the client's preference before—I know this is your first time working with them. You know, 88why don't you ask Adam to help you out? He's worked with Langford Restaurant in the past. Thanks, Deepak. I'll talk to you later. |  |
| 86.  What industry does the speaker work in?  (A) Real Estate  (B) Paper manufacturing  (C) Advertising  (D) Education    87.  Why does the speaker say, "It isn't what I was expecting"?  (A) To explain that a project is unique  (B) To express disapproval for a design  (C) To suggest that a project's deadline be changed  (D) To indicate surprise at an increase in sales    88.  What does the speaker suggest the listener do?  (A) Apply for a promotion  (B) Attend a press conference  (C) Take some time off  (D) Consult with a coworker | 86.  Người nói làm việc trong ngành gì?  (A) Bất động sản  (B) Sản xuất giấy  (C) Quảng cáo  (D) Giáo dục  87.  Tại sao người nói nói, “Đó không phải là điều mà tôi đang mong đợi"?  (A) Để giải thích rằng một dự án là duy nhất  (B) Để bày tỏ sự không đồng thuận với một thiết kế  (C) Để đề nghị rằng hạn chót của một dự án nên được thay đổi  (D) Để bày tỏ sự ngạc nhiên về sự tăng trưởng doanh số.  88.  Người nói đề nghị người nghe làm gì?  (A) Ứng tuyển cho một hoạt động quảng bá  (B) Tham dự một buổi họp báo  (C) Nghỉ ngơi một khoảng thời gian  (D) Tham khao ý kiến một đồng nghiệp |

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| M-Cn 89|'d like to take a minute to discuss the company guidelines for travel, I understand that many of you are planning to attend next month's conference in Scotland and need to book airline tickets soon. Before you make a reservation, 90please send the flight information to Vadim, our business manager. He will review it and notify you if the price of the flight is approved. After that, you  may book your tickets. Remember that you will have to pay for your own meals while you're there, but 91you'll receive a reimbursement within two to three weeks of your return. |  |
| 89.  What is the speaker mainly discussing?  (A) Software upgrades  (B) Company travel policies  (C) Relocation plans  (D) New employee trainings    90.  Why are the listeners told to contact Vadim?  (A) To order new business cards  (B) To provide feedback on a workshop  (C) To receive approval for a purchase  (D) To accept an invitation to a conference    91.  According to the speaker, what will the company do at a later time?  (A) Provide brochures  (B) Send a contract  (C) Ship equipment  (D) Reimburse costs | 89.  Người nói chủ yếu thảo luận về vấn đề gì?  (A) Những sự nâng cấp phần mềm  (B) Những quy định đi lại của công ty  (C) Những kế hoạch di dời  (D) Những sự đào tạo nhân viên mới  90.  Tại sao người nghe được dặn là liên hệ Vadim?  (A) Để đặt những tấm thẻ kinh doanh mới  (B) Để cung cấp phản hồi về một hội thảo  (C) Để nhận sự chấp thuận mua hàng  (D) Để chấp nhận một lời mời đến một hội nghị  91.  Theo lời người nói, công ty sẽ làm gì vào một thời gian sau?  (A) Cung cấp những cuốn quảng cáo  (B) Gửi một hợp đồng  (C) Giao hàng các thiết bị  (D) Hoàn trả các chi phí |

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| Thanks for coming to this department head meeting. Today our focus is budgeting. 920ur new video game is coming along, but once again the release date's been pushed back. This means a lot of our resources will be tied up until this project is completed, but who knows when that will be. For now, 93we need to cut costs in other places. So I'd like each of you to identify areas in your department where you can make budget cuts. 94rm ready to set aside time to work with you individually to review your departmental budgets. Let me know when you have time to do this, |  |
| 92.  What does the speaker imply when she says, "Who knows when that will be"?  (A) She does not understand a request.  (B) She needs employees to work faster.  (C) She is uncertain when a project will be completed.  (D) She wants to hear from the audience.    93.  What is the topic of the meeting?  (A) Hiring a consultant  (B) Marketing a product  (C) Reducing expenses  (D) Planning a trade show    94.  What does the speaker say she will set aside time to do?  (A) Meet with employees individually  (B) Analyze data from a survey  (C) Call potential clients  (D) Draft a contract | 92.  Người nói có hàm ý gì khi cô ấy nói, “Ai biết khi nào thì việc đó diễn ra"?  (A) Cô ấy không hiểu một yêu cầu.  (B) Cô ấy cần những nhân viên để làm việc nhanh hơn.  (C) Cô ấy không chắc chắn khi nào thì một dự án sẽ được hoàn thành.  (D) Cô ấy muốn lắng nghe phía khán thính giả.  93.  Chủ đề của cuộc họp là gì?  (A) Tuyển dụng một người cố vấn  (B) Tiếp thị một sản phẩm  (C) Giảm chi tiêu  (D) Lên kế hoạch cho một triển lãm thương mại  94.  Người nói nói cô ấy sẽ dành thời gian làm gì?  (A) Gặp gỡ từng nhân viên  (B) Phân tích dữ liệu từ một cuộc khảo sát  (C) Gọi điện cho các khách hàng tiềm năng  (D) Soạn thảo một hợp đồng |

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| Hi. It's Maria, and 95rm calling with some information about the party that we're organizing for Nadia's retirement. Now, um... 96you and I decided that the party would be on August fifth. And, I'm really glad to hear that forty people from the office are coming. But, unfortunately, it looks like we can't use the coupon from Dinner Delights after all. We might want to make a reservation someplace else... Also, Marc agreed to play Nadia's favorite song on his guitar during the party. 97 Do you think you could make photocopies of the lyrics so that everyone can sing along? |  |
| 95.  Why is an event being held?  (A) To recognize a promotion  (B) To celebrate a retirement  (C) To commemorate a holiday  (D) To announce a company merger  96.  Look at the graphic. Why is the speaker unable to use the coupon for the event?  (A) There are not enough people in the group.  (B) The length of the event is too long.  (C) All of the locations in the area are booked.  (D) The event will take place after the expiration date.  97.  What does the speaker ask the listener to do?  (A) Choose a menu  (B) Send out invitations  (C) Make copies of song lyrics  (D) Hire a band | 95.  Tại sao một sự kiện sẽ được tổ chức?  (A) Để công nhận một sự thăng chức  (B) Để kỉ niệm một sự nghỉ hưu  (C) Để ghi nhớ một ngày nghỉ lễ  (D) Để thông báo một sự sáp nhập công ty  96.  Nhìn vào hình. Tại sao người nói không thể sử dụng phiếu giảm giá cho sự kiện này?  (A) Không có đủ người trong nhóm.  (B) Thời gian của sự kiện là quá lâu.  (C) Tất cả các địa điểm trong khu vực đều đã được đặt trước.  (D) Sự kiện sẽ diễn ra sau ngày hết hạn.  97.  Người nói yêu cầu người nghe làm gì?  (A) Lựa chọn một menu  (B) Gửi đi các lời mời  (C) Sao chép lời bài hát  (D) Thuê một ban nhạc |

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| First, some great news to start the meeting— 'thanks to this team's excellent product designs, our line of Ruby Star appliances outsold all competing appliances on the market last quarter. Well done! Now I want to discuss our revised product development process. "As you can see from this flowchart, we've added a step between "create a design" and "build a model." This new step means you'll need approval from the executive board before creating your prototype. Lately, 10()there's been some concern about the amount of time being spent on prototypes that never actually become products. This new process will help our team become more productive and use time more efficiently. |  |
| 98.  What does the speaker say about the company's Ruby Star appliances?  (A) They sold well last quarter.  (B) They won a design award.  (C) They cost less than competing products.  (D) They were reviewed in a trade magazine.  99.  Look at the graphic. According to the speaker, which step was recently added?  (A) Submit a proposal  (B) Build a model  (C) Collect feedback  (D) Make design revisions  100.  What concern does the speaker mention?  (A) Manufacturing materials are in short supply.  (B) Customers are buying more appliances online.  (C) Employees' time has been used inefficiently.  (D) A production deadline has been changed. | 98.  Người nói nói gì về những thiết bị gia đình của công ty?  (A) Chúng bán chạy trong quý trước.  (B) Chúng đã thắng giải thưởng thiết kế.  (C) Chúng có giá thấp hơn những sản phẩm cạnh tranh.  99.  Nhìn vào hình. Theo lời người nói, bước nào gần đây đã được thêm vào?  (A) Nộp một bản đề xuất  (B) Xây dựng một mô hình  (C) Thu thập những lời phản hồi  (D) Thực hiện những chỉnh sửa thiết kế  100.  Người nói đề cập đến mối lo ngại gì?  (A) Những vật liệu sản xuất thì còn ít lượng dự trữ.  (B) Khách hàng đang ngày càng mua nhiều thiết bị gia đình bằng hình thức trực tuyến.  (C) Thời gian của nhân viên đã bị sử dụng một cách không hiệu quả.  (D) Một hạn chót sản xuất đã bị thay đổi. |