

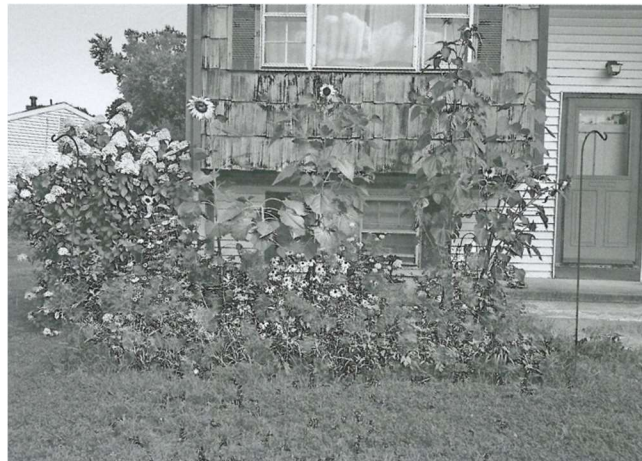
TEST 3

PART 1

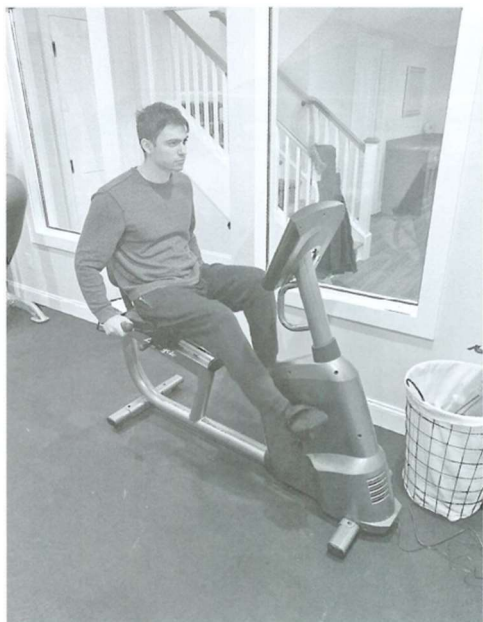
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PART 2

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31.					

PART 3

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

<p>32. Why is the woman talking to the man?</p> <p>(A) She wants to cancel a reservation.</p> <p>(B) She wants to watch a demonstration.</p> <p>(C) She wants to rent some equipment.</p> <p>(D) She wants to hire a gardener.</p>	<p>35. What does the woman need advice about?</p> <p>(A) Which company to hire</p> <p>(B) Which materials to use</p> <p>(C) When to begin some repair work</p> <p>(D) Where to lay down some paths</p>
<p>33. What problem does the man mention?</p> <p>(A) A garden show has been canceled.</p> <p>(B) A radio program was discontinued.</p> <p>(C) A presenter is not available.</p> <p>(D) Some equipment is late arriving.</p>	<p>36. According to the woman, why is some repair work complicated?</p> <p>(A) It will take place during the winter.</p> <p>(B) It is part of a larger job.</p> <p>(C) It has been postponed.</p> <p>(D) It requires a special permit.</p>
<p>34. What does the man advise the woman to do?</p> <p>(A) Talk to the manager on Saturday</p> <p>(B) Sign up for a class online</p> <p>(C) Place an order for some tools</p> <p>(D) Arrive early for an event</p>	<p>37. Why does the man tell the woman to talk to Mr. Lukich?</p> <p>(A) He can perform some construction work.</p> <p>(B) His sales record is excellent.</p> <p>(C) His background is relevant to the woman's needs.</p> <p>(D) He was assigned to the woman's project.</p>

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<p>38. Who is the man?</p> <p>(A) A marketing agent</p> <p>(B) A musician</p> <p>(C) An event organizer</p> <p>(D) A journalist</p>	<p>41. Where most likely are the speakers?</p> <p>(A) At a cafe</p> <p>(B) At an art gallery</p> <p>(C) At a school</p> <p>(D) At an art supply store</p>
<p>39. What does the woman want to do?</p> <p>(A) Host an international fair</p> <p>(B) Create a new parking area</p> <p>(C) Organize a concert</p> <p>(D) Give an interview</p>	<p>42. What does the man say he might do?</p> <p>(A) Buy a painting</p> <p>(B) Speak to Jose</p> <p>(C) Invite friends to a show</p> <p>(D) Go home</p>
<p>40. What does the woman suggest the man do?</p> <p>(A) View a map</p> <p>(B) Schedule a meeting</p> <p>(C) Provide references</p> <p>(D) Decorate a space</p>	<p>43. What plan do the speakers make?</p> <p>(A) To visit some artists</p> <p>(B) To organize a show</p> <p>(C) To meet some sponsors</p> <p>(D) To go out to lunch</p>

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<p>44. Where do the speakers most likely work?</p> <p>(A) At a hospital</p> <p>(B) At a law firm</p> <p>(C) At a university</p> <p>(D) At a manufacturing company</p>	<p>47. Where most likely is the conversation taking place?</p> <p>(A) In an office building</p> <p>(B) In a hotel</p> <p>(C) In an apartment complex</p> <p>(D) In a hospital</p>
<p>45. Why does the man object to Mr. Smith?</p> <p>(A) He does not have an extensive work history.</p> <p>(B) He was late for the interview.</p> <p>(C) He did not answer questions clearly.</p> <p>(D) He did not dress appropriately.</p>	<p>48. What does the woman imply when she says, "I have a conference call at 8 A.M."?</p> <p>(A) She will not be able to meet the man.</p> <p>(B) She would like a faster Internet connection.</p> <p>(C) She would like to check out early.</p> <p>(D) She cannot work because of some noise.</p>
<p>46. What will the woman do next?</p> <p>(A) Double-check Ms. Wong's references</p> <p>(B) Answer Ms. Wong's question</p> <p>(C) Review Ms. Wong's employment history</p> <p>(D) Bring Ms. Wong in for another interview</p>	<p>49. What does the man say he will do?</p> <p>(A) Try to find the woman another room</p> <p>(B) Give the woman a refund</p> <p>(C) Bring the notice to the woman's room</p> <p>(D) Ask that the drilling be stopped</p>

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<p>50. What are the speakers mainly discussing?</p> <p>(A) Employee responsibilities</p> <p>(B) An advertising campaign</p> <p>(C) Developing a new product</p> <p>(D) A type of phone</p>	<p>53. Where most likely are the speakers?</p> <p>(A) In a medical office</p> <p>(B) At a repair shop</p> <p>(C) At a department store</p> <p>(D) In a warehouse</p>
<p>51. What do the women imply about hiring a new consultant?</p> <p>(A) It would be expensive.</p> <p>(B) It might not solve their problem.</p> <p>(C) It will be challenging to find someone with the right skills.</p> <p>(D) It has already happened.</p>	<p>54. Who most likely is Barbara?</p> <p>(A) A technician</p> <p>(B) A manager</p> <p>(C) A salesperson</p> <p>(D) A fitness instructor</p>
<p>52. What does the man suggest they do?</p> <p>(A) Stop production</p> <p>(B) Hire temporary employees</p> <p>(C) Review costs</p> <p>(D) Spend less on advertising</p>	<p>55. What does the man ask the woman to do?</p> <p>(A) Order some supplies</p> <p>(B) Call Barbara</p> <p>(C) Reserve an exercise room</p> <p>(D) Help a patient tomorrow</p>

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<p>56. What does the woman imply when she says, “they maintain the parking area and outdoor lighting”?</p> <p>(A) Items were mistakenly added to a bill.</p> <p>(B) Some costs might be reasonable.</p> <p>(C) New rates went into effect.</p> <p>(D) A billing period is longer than one month.</p>	<p>59. Why are the speakers celebrating?</p> <p>(A) A new restaurant is opening.</p> <p>(B) Their companies will be working together.</p> <p>(C) They have received an important loan.</p> <p>(D) They have received an award.</p>
<p>57. What does the man think a medical clinic should do?</p> <p>(A) Hire more employees</p> <p>(B) Use fewer parking spaces</p> <p>(C) Pay a larger share of a bill</p> <p>(D) Move to a new building</p>	<p>60. What does the man say he liked about a meeting today?</p> <p>(A) Some unexpected news</p> <p>(B) Some photos from a presentation</p> <p>(C) A speech that was given</p> <p>(D) A change to the agenda</p>
<p>58. What will the woman most likely do at the monthly meeting?</p> <p>(A) Choose a new landscaping company</p> <p>(B) Discuss a payment arrangement</p> <p>(C) Suggest enlarging the parking lot</p> <p>(D) Review a plan for new outdoor lighting</p>	<p>61. What will the women do tomorrow morning?</p> <p>(A) Finalize some paperwork</p> <p>(B) Meet at the airport</p> <p>(C) Make sure the office is locked up</p> <p>(D) Compare some reports</p>

Time	Task
5:00	Arrive
5:00–6:00	Set up
7:00–10:00	Reception
10:00–10:30	Entertainment
10:30–midnight	Clean up

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

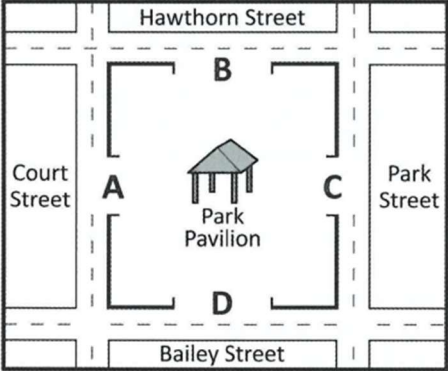
(A) Shipping
(B) Music recording
(C) Catering
(D) Tourism

63. Look at the graphic. What task in the schedule does the woman express concern about?

(A) Arrive
(B) Set up
(C) Entertainment
(D) Clean up

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

(A) Check on a hotel delivery
(B) Help to prepare some food
(C) Help to load some supplies
(D) Arrange for the truck to arrive early



65. What event will the speakers attend at the park this weekend?

(A) A picnic
(B) An athletic event
(C) An environmental fair
(D) A volunteer trash cleanup

66. What does the woman ask the man to do the day of the event?

(A) Hand out prizes
(B) Direct people where to go
(C) Decorate the park pavilion
(D) Hang up signs

67. Look at the graphic. Which entrance will participants use for the event?

(A) Entrance A
(B) Entrance B
(C) Entrance C
(D) Entrance D

Stage 1	Framing
Stage 2	Plumbing
Stage 3	Insulation
Stage 4	Drywall Installation
Stage 5	Finish Interior

68. What did the man do yesterday?

- (A) Communicated with the woman about the schedule
- (B) Contacted an electrician
- (C) Changed an aspect of the house's design
- (D) Ordered some supplies

69. Look at the graphic. What stage has recently been completed?

- (A) Framing
- (B) Plumbing
- (C) Insulation
- (D) Drywall installation

70. What does the man suggest the woman do?

- (A) Cancel an order
- (B) Make some design decisions
- (C) Pay a bill in advance
- (D) Change suppliers

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PART 4

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

<p>71. What is being advertised?</p> <p>(A) An online supermarket</p> <p>(B) A travel guide</p> <p>(C) A beverage product</p> <p>(D) A hotel chain</p>	<p>74. Who is Sarah Levinson?</p> <p>(A) A university professor</p> <p>(B) A coach</p> <p>(C) A computer scientist</p> <p>(D) A book author</p>
<p>72. What does the speaker emphasize?</p> <p>(A) The eco-friendly policy of a business</p> <p>(B) The superior flavor of a product</p> <p>(C) The extensive selection on a Web site</p> <p>(D) The positive reviews of a brand</p>	<p>75. What is the main topic of the broadcast?</p> <p>(A) Digital trends in publishing</p> <p>(B) Qualities of a good bank</p> <p>(C) How to save for retirement</p> <p>(D) Best jobs in finance</p>
<p>73. What is a benefit of membership?</p> <p>(A) It provides a discount.</p> <p>(B) It makes ordering more efficient.</p> <p>(C) It includes access to an online chat room.</p> <p>(D) It comes with a gift.</p>	<p>76. What kind of company sponsors the broadcast?</p> <p>(A) A local store</p> <p>(B) A publishing company</p> <p>(C) A technology firm</p> <p>(D) A health supplement manufacturer</p>

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<p>77. Why did the company hire temporary workers?</p> <p>(A) It has opened a new office.</p> <p>(B) It is selling a wider variety of products.</p> <p>(C) It is very busy this time of year.</p> <p>(D) It is installing a new computer system.</p>	<p>80. What is the speaker discussing?</p> <p>(A) A supermarket sale</p> <p>(B) An agricultural show</p> <p>(C) An educational program</p> <p>(D) An outdoor festival</p>
<p>78. What will Margaret Malin discuss?</p> <p>(A) How to take customers' orders</p> <p>(B) How to open a bank account</p> <p>(C) How to close the store each night</p> <p>(D) How to handle customer complaints</p>	<p>81. Who is the announcement intended for?</p> <p>(A) Cattle farmers</p> <p>(B) Foresters</p> <p>(C) College students</p> <p>(D) Restaurant cooks</p>
<p>79. Why does the speaker say, "There's a white folder on the table in front of you"?</p> <p>(A) To review a gardening supplies price list</p> <p>(B) To share some company history</p> <p>(C) To introduce some job duties</p> <p>(D) To ask for some banking information</p>	<p>82. How can a person get more information?</p> <p>(A) By going to a farm</p> <p>(B) By sending an e-mail</p> <p>(C) By going to a Web site</p> <p>(D) By calling a phone number</p>

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<p>83. Who is the speaker?</p> <p>(A) A plumber</p> <p>(B) A shop owner</p> <p>(C) A reporter</p> <p>(D) A city employee</p>	<p>86. What type of event is taking place?</p> <p>(A) A writers' workshop</p> <p>(B) A debate competition</p> <p>(C) A sports awards ceremony</p> <p>(D) A book signing</p>
<p>84. What problem does the speaker identify?</p> <p>(A) A broken water pipe</p> <p>(B) A heavy rainstorm</p> <p>(C) A change to an insurance policy</p> <p>(D) A misleading phone call</p>	<p>87. What does the speaker mean when he says, "This moment is such a thrill for me"?</p> <p>(A) He admires a guest speaker.</p> <p>(B) He likes speaking to audiences.</p> <p>(C) He is enjoying a meal.</p> <p>(D) He is pleased to win an award.</p>
<p>85. What will the listener most likely do after listening to the message?</p> <p>(A) Cancel his insurance policy</p> <p>(B) Move his bakery</p> <p>(C) Open his store for business</p> <p>(D) Arrange for a repair</p>	<p>88. What are the listeners reminded to do?</p> <p>(A) Hold their applause until the end</p> <p>(B) Finish their meals</p> <p>(C) Turn off their phones</p> <p>(D) Avoid taking pictures</p>

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<p>89. What is causing heavy traffic in the city center?</p> <p>(A) Road construction</p> <p>(B) Preparation for an event</p> <p>(C) Bad weather conditions</p> <p>(D) A disabled vehicle</p>	<p>92. Where does the speaker work?</p> <p>(A) At a jewelry store</p> <p>(B) At a dental office</p> <p>(C) At a medical supply store</p> <p>(D) At a hotel chain</p>
<p>90. Why should the listeners visit the radio station's Web site?</p> <p>(A) To enter a contest</p> <p>(B) To request some music</p> <p>(C) To ask some questions about city planning</p> <p>(D) To learn about the progress of a sporting event</p>	<p>93. What did the speaker forget to do?</p> <p>(A) Give back a necklace</p> <p>(B) Write down a phone number</p> <p>(C) Send some X-ray results</p> <p>(D) Call a receptionist</p>
<p>91. What does the speaker recommend the listeners do?</p> <p>(A) Work from home</p> <p>(B) Avoid driving into the city center</p> <p>(C) Wait for another traffic report</p> <p>(D) Take a different exit</p>	<p>94. Why does the speaker say, "our office is open until seven tonight"?</p> <p>(A) To remind the listener about a delivery</p> <p>(B) To recommend that a contract be signed quickly</p> <p>(C) To ask the listener to return to an office</p> <p>(D) To indicate that a sale is ending</p>

ROCKNOSE HANDCARTS	
Models	Cost
Classic Handcart	\$ 50
Superior Handcart	\$ 80
Deluxe Handcart	\$110
Super Duty Handcart	\$150

95. Where does the speaker most likely work?

- (A) At a hardware store
- (B) At a tool manufacturer
- (C) At a landscaping service
- (D) At a construction company

96. What is the speaker's highest priority?

- (A) Buying a long-lasting product
- (B) Spending as little money as possible
- (C) Having the order delivered quickly
- (D) Getting the largest product available

97. Look at the graphic. Which handcart does the speaker want to buy?

- (A) Classic Handcart
- (B) Superior Handcart
- (C) Deluxe Handcart
- (D) Super Duty Handcart

TRAINING MODULES	DURATION
Plan and Organize Your Work	25 min.
From Opportunities to Deals	30 min.
Work as a Team	20 min.
Visualize Success	10 min.

98. Who is the training intended for?

- (A) Sales personnel
- (B) Executive officers
- (C) Human Resource employees
- (D) Product developers

99. Look at the graphic. How long will the training be?

- (A) 25 minutes
- (B) 30 minutes
- (C) 20 minutes
- (D) 10 minutes

100. What does the speaker tell the listeners to do?

- (A) Turn off their phones
- (B) Get some refreshments
- (C) Ask questions often
- (D) Role-play a situation