# TEST 1

1 (D)	2 (C)	3 (B)	6 (C)	5 (D)
6 (A)	7 (B)	8 (A)	9 (B)	10 (C)
11 (A)	12 (B)	13 (A)	14 (C)	15 (A)
16 (C)	17 (B)	18 (B)	19 (C)	20 (A)
21 (C)	22 (C)	23 (B)	26 (A)	25 (B)
26 (A)	27 (C)	28 (A)	29 (C)	30 (B)
31 (B)	32 (A)	33 (D)	36 (C)	35 (C)
36 (A)	37 (B)	38 (A)	39 (B)	60 (D)
61 (C)	62 (B)	63 (D)	66 (C)	65 (D)
66 (B)	67 (B)	68 (A)	69 (D)	50 (C)
51 (D)	52 (A)	53 (C)	56 (C)	55 (A)
56 (A)	57 (B)	58 (A)	59 (C)	60 (B)
61 (A)	62 (A)	63 (D)	66 (B)	65 (D)
66 (C)	67 (A)	68 (B)	69 (D)	70 (D)
71 (C)	72 (D)	73 (B)	76 (C)	75 (D)
76 (B)	77 (C)	78 (A)	79 (B)	80 (D)
81 (C)	82 (A)	83 (D)	86 (A)	85 (A)
86 (B)	87 (D)	88 (C)	89 (A)	90 (B)
91 (D)	92 (D)	93 (C)	96 (B)	95 (A)
96 (D)	97 (C)	98 (C)	99 (B)	100 (B)

### PART 1

### 1 M-Cn

- (A) A woman is standing near a desk.
- (B) A woman is climbing some stairs.
- (C) A woman is entering a building.
- (D) A woman is looking at a map.

### 2 W-Am

- (A) She's swimming in the water.
- (B) She's jogging near the ocean.
- (C) Chairs are set up on the beach.
- (D) A hat is lying on the sand.

### 3 W-Br

- (A) She's reaching for an item from a display case.
- (B) She's holding on to a shopping cart.
- (C) Some goods are being arranged on shelves.
- (D) Some merchandise has fallen on the floor.

### 4 W-Am

- (A) A fence is being painted in a park.
- (B) One of the women is putting on a jacket.
- (C) Some people are working in a garden.
- (D) Some people are looking up at the trees.

### 5 M-Au

- (A) A carpet is being rolled up.
- (B) Some curtains have been closed.
- (C) Some cushions are piled on the floor.
- (D) Some reading materials have been placed in front of a sofa.

### 6 W-Br

- (A) Some musicians are performing on a porch.
- (B) Some steps are being repaired.
- (C) Some music stands are being folded up.
- (D) Some instruments have been placed in their cases.

### PART 2

7

M-Cn What type of food does that store sell?

W-Br (A) What a delicious recipe.

- (B) They have all kinds of cheese.
- (C) With a new jacket.

8

W-Am When should we leave for the airport?

M-Au (A) This afternoon at two o'clock.

- (B) I prefer an aisle seat.
- (C) Mr. Choi traveled there last year.

9

W-Br Where's the hiring event being held?

W-Am (A) She sent it to a colleague.

- (B) In the main conference room.
- (C) If they open on time.

10

M-Cn Why is the budget being updated?

W-Br (A) When we rented the building.

- (B) With the new designs.
- (C) Because new sales figures came in.

11

W-Am Can you cover my shift at work tomorrow?

M-Au (A) No, I'm taking the day off.

- (B) Before he updated the Web site.
- (C) It's on the agenda for Tuesday.

12

W-Br Who ordered these vegetables?

W-Am (A) All of it.

- (B) I believe Luis did.
- (C) It was excellent, thanks.

### 13

M-Au How often should I mail the notices?

W-Br (A) Once a month.

- (B) After three o'clock.
- (C) About half of them.

### 14

W-Am Which folder are the documents in?

M-Au (A) We agreed on the deadline.

- (B) Sure, I'll take a look.
- (C) Let me show you.

### 15

M-Cn Did you end up going to a movie or to the concert last night?

W-Br (A) I saw the new action film.

- (B) It just ended.
- (C) Just a couple of my friends.

### 16

M-Au We'll take the company bus to the conference center.

M-Cn (A) I'm sure it's not.

- (B) Maybe we did.
- (C) That's a good plan.

### **17**

W-Am What should we put in the introduction to the report?

M-Au (A) After the summary.

- (B) The research highlights.
- (C) I met him yesterday.

### 18

M-Cn We should have a new logo designed.

W-Am (A) They're about five miles from here.

- (B) I know a good graphic artist.
- (C) An order for some new calendars.

### 19

M-AU Did you select a site for the new headquarters?

W-Br (A) Is that so?

- (B) No one can attend the training.
- (C) Yes, in the center of town.

### 20

W-Br Who's going to cancel the meeting?

W-Am (A) Martin is the most senior team member.

- (B) Josie's chair is broken.
- (C) The client signed the contract.

### 21

M-Au How was your business trip?

M-Cn (A) They found some just in time.

- (B) I like that idea.
- (C) It was very productive.

### 22

M-Cn Why did Chae-Won hire an assistant?

W-Br (A) She will submit an estimate in September.

- (B) Anyway, they thought I was late.
- (C) Haven't you noticed how busy she is?

### 23

W-Am Would you mind showing me the new office space?

M-Cn (A) I think that's correct.

- (B) Sure-it won't take long.
- (C) Everyone available participated.

24

M-Cn We're trying to decide where to order from for lunch.

M-Au (A) I loved those sandwiches from Gino's last week.

- (B) My brother's friend was there.
- (C) I remember that song very well.

25

W-Br When do you plan to finish the advertising campaign? W-Am (A) Next to Irina's office.

- (B) By Monday morning at the latest.
- (C) Because it didn't make sense to me.

**26** 

W-Br Where will the guest speaker be joining us from?

M-Au (A) Nobody shared the details with me.

- (B) He wasn't gone too long.
- (C) First thing in the morning, I believe.

27

M-Cn Wouldn't you prefer that Mi-Sun lead the training?

W-Br (A) No, I filed it three months ago.

- (B) I just gave them to the director.
- (C) I don't think she works here anymore.

28

M-Au We should get some feedback on this book cover design.

W-Am (A) Ahmed has a visual arts degree.

(B) They probably skipped a week.

(C) It was really hard to hear.

29

W-Am Would you be able to delay the meeting?

M-Cn (A) How much storage does it have?

- (B) Most people seemed to enjoy it.
- (C) Tatyana needs to leave for the airport in an hour.

**30** 

W-Br Will you rent a car or take the train while you're visiting?

M-Cn (A) They found some near the coast.

- (B) I don't like driving in the city.
- (C) Mostly some old desks.

31

M-AU Seven thirty at night is rather late for a meeting, isn't it?

W-Br (A) If people agree on it, I will.

- (B) I promise I'll keep it short.
- (C) I am not sure who he meant.

### PART 3

### 32-34

- W-Am Hello. 32 I'm calling about my tickets for tonight's baseball game. I'm hoping to upgrade my seats so we can sit closer to the field. The reservation is under my name: Joanna Reynolds.
- M-Cn Let me take a look. Hmm. 33 I'm sorry, Ms. Reynolds, but our system seems to be down at the moment. I can do the exchange manually, but it'll take a little longer.

W-Am No problem. I have time.

M-Cn Thanks. Oh, and 34 just a reminder that better seats will cost more—

- W-Am Thilo, 35 are you going to the company lunch later this morning at Sullivan Bistro? 36 I'm not sure how to get there.
- M-Au Well, 36 the train stops right near it on Hanover Street, but you'd have to transfer a few times. You know, 35'36 I'm getting a ride with Farida, and she has a van.
- W-Am Oh, that would be convenient! 37 Do you know where her desk is?
- M-Au Yes. 37 She has the cubicle closest to the stairs.

### 38-40

- M-Au Hi, Sarika. 38 We need a new assistant manager here at Jeera Groceries. You've been one of our best cashiers for two years now. Are you interested in the position?
- W-Br Wow. I definitely am. 39 **My one concern is the working hours**. Would my schedule change significantly?
- M-Au You might have to work overtime once in a while, like when food deliveries arrive late, but that doesn't happen often. 40 Why don't you think about it for a few days? Let me know what you decide.

- M-Cn Good morning. This is Westerly Travel's customer service. How may I help you?
- W-Br Yes, 41 I was supposed to take the two P.M. from Denver to Colorado Springs, but it was canceled. I need to book a different train. 42 I'm presenting at a trade show first thing in the morning, so I'm hoping you can get me on another train today.
- M-Cn The four P.M. departure gets you in by six thirty, and there are plenty of seats available.
- W-Br That sounds great.

M-Cn **43And to apologize for the inconvenience**, I've upgraded you to business class at no extra charge.

### 44-46

- W-Am This is Marcy Ardmore at Sladen Motors. 44 **Some automotive parts we** ordered from your factory haven't arrived at our dealership yet.
- M-Au I'm sorry to hear that. We sent your order over a week ago, but the shipping company has been experiencing delays. Unfortunately, 45 the tracking emails they sent us don't contain enough detail to determine when the parts will get to you.
- W-Am I see. 46 **Do you have contact information for the shipping company**? I'd like to see what I can find out.
- M-Au 46 **Yes, I can give you their phone number**. But I'll also call them. Hopefully the more inquiries they get, the more seriously they'll take the issue.

### 47-49

- M-Au Amina, 47how are plans progressing for the September release of our new model of mobile phone?
- W-Br 47Good. 48 Right now, the marketing department is looking at advertising options and thinking about the best way to get maximum exposure in the media.
- M-Au Great. And what's the update from our manufacturer about when they'll begin production? Last time we spoke, 49 you mentioned that the factory was at full capacity with other projects, and I'm worried that'll affect our timeline.
- W-Br I just spoke with them, and they'll free up room for us soon.

#### 50-52

W-Br Hi, Luca. 50 Is the restaurant almost ready for this afternoon's awards dinner?

- M-Au 50 Actually, now that the room's been set up, 51 I see that we're short a few tables and chairs.
- W-Br Oh, 51 **I've already taken care of that**. I called a rental company, and they'll be delivering the furniture we need in an hour.
- M-Au Thanks for doing that. 52 **Did you also look over the final guest list**? I haven't had time to do that yet.
- W-Br 52 No, I haven't. Why don't we do that together now?

53-55

- M-Cn 53 Marcella, we have a problem with the business conference we're hosting next week. I just got a call from the conference center, and they said there's been water damage to three of the meeting rooms.
- W-Am Oh no! 54 **But the rooms will be repaired in time for our conference,** right?
- M-Cn They said there's a lot of damage.
- W-Am OK. 56 Well, the weather's supposed to be nice, so we could host some of the seminars outdoors. It's a little unconventional, but there's plenty of space surrounding the conference center.

- M-Au OK, 56 Marion, the new health-care software is all set up on your computer. It should be pretty straightforward to use. But call technology support if you run into any issues.
- W-Am Great. 56 I hear a lot of health-care providers are switching to this same software.
- M-Au Yes. 57 It's becoming popular because it retains all of a patient's medical records from different providers in one central system.
- W-Br Excuse me. Sorry to interrupt.
- M-Au No problem, Francesca. What's up?

W-Br I overheard what you said, and just to clarify, 58 the program can only collect and retain records from providers who use the same software, 56, 58 so Marion may find she still has to call around to obtain all the patient records she needs.

### 59-61

- W-Am Let's get this product-innovation meeting started. 59 Sales of our fruitand-nut bars have been strong, so we'd like to develop some other types of snack bars. What do you recommend, Stan?
- M-Cn Well, we know that many people are allergic to nuts, so 60 we should develop some snack bars without nuts. The only thing is, we'd need a separate set of equipment to avoid contamination between the two production areas.
- W-Am We don't have room at this facility for that. 61 **Pedro, you've been to our new production facility in Glenview, right?** Is there space there for new equipment?
- M-Au I think there's extra space there. 61 I'll check with the facility manager to make sure, though.

- M-Au Welcome to The Boat Center. How may I help you?
- W-Am Hi. 62 **Do you have any tickets for the Sea- Ride Special tour today**? I was hoping to catch a last-minute tour.
- M-Au Sorry. 62 We're sold out. It's a really popular tour this time of year because the penguins are migrating through the area.
- W-Am Oh, too bad. I'm leaving tomorrow morning, and I was really hoping to take one of your tours.
- M-Au Well, 63 the Island Exploration tour still has a couple of spots left.

W-Am 63 Great! 64 And that'll give me time to get something to eat before it starts. I see there's a coffee shop just down the street.

65-67

M-Cn Hi. I'm here for the health and wellness conference. I parked in the event center parking area. I was wondering, 65 is parking free for conference attendees?

W-Br 65 **NO. I'm sorry**. We don't provide any reimbursements for parking. But 66if you're willing to move your car, there's a cheaper parking area at Seventh Avenue and Vine Street. It's about a block away.

M-Cn Oh, unfortunately, 67 I don't have time. I'm scheduled to attend the strength-training seminar that starts in fifteen minutes. But tomorrow I'll get here earlier and park at the other lot. Seventh and Vine, you said. Right?

W-Br That's correct.

68-70

M-Cn Molina's Office Store. How can I help?

W-Am Hi. 68 I've been trying to order a product on your Web site, but every time I get to the checkout screen, everything freezes, and I can't place the order.

M-Cn 69 What are you trying to buy?

W-Am 69 The Enzo 5000 scanner.

M-Cn Hmm. That product's currently out of stock. Can I recommend the Rhenium 60 instead? It's a popular model.

W-Am I really need the Enzo 5000—I'm an artist and I make my own prints, so I need a model that produces top-quality images.

M-Cn I see. Well, 70 we're expecting a shipment tomorrow. If it includes the model you're looking for, I can reserve it for you.

#### PART 4

### 71-73

W-Am Attention all film lovers! 71 The Braddon Cinema has just opened. Its interior is designed to resemble the classic cinemas from the 1920s. It offers comfortable, reclining seats and individual tray tables for food and drinks. 72 The grand opening is next week and will feature showings of classic films from different eras! 73 And here's good advice: to avoid traffic in the city center, the Braddon Cinema is easily reached by riding the train to Center Station.

#### 74-76

M-Cn Hi. This is Abdi calling from the Springtown Hotel reservation desk. We received your e-mail regarding your upcoming reservation. 74'75 I see that you asked to move to a room facing the ocean. 75 We make every effort to accommodate such requests, but those rooms are always booked far in advance. Your current room, though, has a lovely view of our garden, which we think you will quite enjoy this time of year. 76 And don't forget to bring your swimming suit! Our new pool will be open for the first time this weekend.

### 77-79

W-Am 77 Good morning, volunteers. My name is Lisa Campbell. Thank you for coming today to help us maintain the natural habitat here at the Blue Mountain Forest Preserve. Forest conservation is so important! Since this is your first day, I'll cover some of the basics. 78 I advise you to always carry water with you. We have refiliable bottles, and everyone is welcome to take one as a gift from us at the forest preserve. It can get hot in the afternoon, so staying hydrated is important. Now, if you'll follow me, 79 I'll show you the steps for planting young tree saplings to support biodiversity.

W-Br Hello. 80 I'm calling about the financial- management workshop that your company is hosting later this week. I'm with the Archton Group; 80we registered for the workshop over a month ago. 81 I realized that we never received the meal vouchers that are supposed to be part of the workshop package. We need these because we have ten people attending, and 80,81 we are traveling long-distance to attend the conference. 82 Would you please send me an e-mail with the meal vouchers included as an attachment as soon as you can? Thank you.

### 83-85

M-Au This is the end of our tour. Thank you for coming to the Oakton Garden Collective. I hope you've learned a lot about urban gardening. Feel free to spend more time looking around. 83 Don't forget to pick up your free vegetable seedling before you leave. You can choose a cucumber plant or a tomato plant. Also, 84 if you'd like to have your own garden plot next spring, applications are now available. You'll get a plot for just a small fee. 85 We have many other fun activities listed in our monthly newsletter. Consider joining our e-mail list to receive these monthly updates about upcoming events.

#### 86-88

W-Br 86 Have you developed the perfect product but are unsure how to reach more customers? At Whole Planet Marketing, our team of expert digital marketers is ready to help you reach your target audience. 87 Unlike other marketing firms, we'll connect you with a digital marketer who'll work with you individually. During your one-on-one meetings, you'll develop a marketing plan that will draw in customers. 88 Just go to wholeplanetmarketing.com today to complete a brief questionnaire. Then, one of our specialists will contact you to make an appointment for a free proposal. Let Whole Planet Marketing bring customers to you!

M-Au Hello, everyone. 89 There's very exciting news for all of us here at the Ziegler Research Institute. We've just been awarded the Sugiyama Grant to support our research into aquatic ecosystems. We can now invest in state-of-the-art equipment to study the biodiversity of coral reefs. As you may know, 90 the Sugiyama Foundation offers a variety of substantial grants each year. It's notable, though, that 90 for this particular award, they received over 200 applications. 91 Our work at the reefs will probably not begin for several months. We still need to order the equipment. But I want to thank you for your efforts on the application.

### 92-94

W-Am 93 On behalf of Onetech Solar, I'd like to welcome you to our manufacturing facility and congratulate you on your employment here. 92 I'm Yuri Yamakawa, and today I'll be leading this orientation for new hires. We'll start with a video that provides an overview of the production process for the solar panels we make. Then we'll tour the various areas of the factory, including the assembly line and the quality-control inspection center. 94 After lunch, my colleague Mariko Hara will join you. I have a consultation with a client. And now, let's get started with the video.

#### 95-97

M-Cn Hi. This is Vinod Singh. 95 I was in your store on Monday looking at refrigerators for my apartment. One of your employees showed me what you have in stock. 95.96 I've decided to go with the extra-large refrigerator—the one with the stainless-steel finish, because it'll match the other appliances in my apartment. Oh, also, 97 is there an additional charge for delivering outside of the downtown area? Please call me at 555-0130 so we can finalize the details.

W-Am Good afternoon, everyone. I'd like to go over the product tests for our laptop-computer backpack, because they will require some design changes. As you know, 98 we hired a marketing firm to test the prototype you designed among consumers. Now, we received very positive feedback overall. Consumers liked the separate computer compartment. However, 99 many people felt that the shoulder straps were uncomfortable when the bag was full. It's important that the backpack have comfortable shoulder straps, since its purpose is to carry heavy equipment. 98,99,100 we need to revise the design as quickly as possible, 100since we're scheduled to have our official product release early next year.

7	ľ	F.	S	7	2

1 (B)	2 (D)	3 (C)	6 (A)	5 (A)
6 (B)	7 (C)	8 (B)	9 (A)	10 (B)
11 (C)	12 (A)	13 (B)	16 (A)	15 (C)
16 (A)	17 (C)	18 (B)	19 (A)	20 (A)
21 (B)	22 (C)	23 (B)	26 (A)	25 (B)
26 (A)	27 (B)	28 (C)	29 (B)	30 (C)
31 (B)	32 (B)	33 (D)	36 (C)	35 (C)
36 (D)	37 (A)	38 (D)	39 (A)	60 (C)
61 (B)	62 (D)	63 (B)	66 (B)	65 (C)
66 (B)	67 (B)	68 (D)	69 (A)	50 (D)
51 (B)	52 (C)	53 (C)	56 (B)	55 (B)
56 (A)	57 (B)	58 (D)	59 (B)	60 (A)
61 (D)	62 (C)	63 (B)	66 (B)	65 (B)
66 (C)	67 (D)	68 (D)	69 (A)	70 (B)
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91 (B)	92 (B)	93 (C)	96 (A)	95 (B)
96 (D)	97 (B)	98 (D)	99 (B)	100 (B)

### PART 1

# 1 W-Br

- (A) A woman is holding a power tool.
- (B) A woman is opening a drawer.
- (C) A printer is being unplugged.
- (D) Office supplies are being put into a box.

### 2 M-Au

- (A) Plants are on top of a cart.
- (B) A watering can is next to some trees.
- (C) A man is digging in a garden.
- (D) A man is near a display of potted plants.

### 3 W-Am

- (A) The man is fixing a machine.
- (B) The man is buying some equipment.
- (C) The man is lifting a weight.
- (D) The man is looking at the ceiling.

### 4 M-Au

- (A) A wall is decorated with various items.
- (B) Two chairs are blocking a doorway.
- (C) A door has been propped open with a statue.
- (D) A painting is hanging next to a window.

### 5 W-Br

- (A) Some people are browsing in a shop.
- (B) Some people are exchanging gifts.
- (C) A customer is paying for some goods.
- (D) Some salespeople are preparing a display.

### 6 M-Cn

- (A) Cones are blocking access to a road.
- (B) Some soil is in a pile on the ground.
- (C) Some bushes have been planted in front of a building.
- (D) A tree is lying in the roadway.

### PART 2

7

W-Br Who's responsible for hiring at our fitness center?

M-Au (A) Mr. Gonzalez is going to get a membership.

- (B) I forgot to sign in at reception.
- (C) Mr. Lin and Ms. Weiss are.

8

M-Cn Where do you usually purchase office supplies?

W-Am (A) We put them in the hallway cabinets.

- (B) At the store on Maple Avenue.
- (C) A manager's approval.

9

W-Br What time does Mr. Park usually leave?

M-Cn (A) Around six o'clock in the evening.

- (A) He left everything we need.
- (B) We've had many interns over the years.

10

M-Au Do you want to present your research to the marketing team?

W-Br (A) That's what I've heard as well.

- (A) If we can find the time for it.
- (B) Yes, I received the gift.

11

W-Am Our company picnic is on Friday, isn't it?

M-Cn (A) Those times are both booked.

- (B) Only if you can find them easily.
- (C) Right—in two days.

12

M-Au Isn't the bus supposed to stop here?

W-Am (A) Yes, according to the schedule.

- (B) I'm on my way now.
- (C) It listed several potential clients.

13

M-Cn We should fill this order quickly, shouldn't we?

- W-Br (A) No, I haven't yet.
  - (B) Yes, it's for an important client.
  - (C) Try using this key.

14

W-Am How do you like your new job?

- M-Au (A) I can work from home quite often.
  - (B) A career in electrical engineering.
  - (C) My sister helped me apply.

15

M-Cn Let's go to the cafeteria for lunch today.

- W-Br (A) There should be one in the filing cabinet.
  - (B) Which local restaurant do you prefer?
  - (C) I don't think I can take a break.

16

W-Am When will we hire the new interns?

- M-Cn (A) Mr. Wyeth is handling that.
  - (B) With more time to spare than usual.
  - (C) The highest available salary.

17

M-AU How often should I mail these statements?

- M-Cn (A) Yes, you can buy one online.
  - (B) The post office on Grant Street.
  - (C) We send them'out once a month.

18

W-Br Why did you put that food in the freezer?

M-Au (A) It's not working well currently.

- (B) I meant to put it in the refrigerator.
- (C) Let's start making dinner soon.

19

M-Cn Could you print the agenda for the meeting?

W-Am (A) It's already on your desk.

- (B) No, the other printer.
- (C) Was that a client?

20

W-Br How far are you from the clinic?

M-Au (A) I'm close enough to walk.

- (B) I need to see the doctor.
- (C) It's a well-known clinic.

21

W-Br Didn't you get a printout of the company newsletter from Emiko?

M-Cn (A) She started working here three years ago.

- (B) I was out of town last week.
- (C) Yes, I do like to write.

22

M-AU When do you need to renew your passport?

W-Br (A) Be careful not to lose your tickets.

- (B) A brand-new type of microchip.
- (C) Soon, because it's about to expire.

23

W-Am Who can help me find replacement parts for my computer?

M-Cn (A) Here are all the latest statements.

- (B) I can help you look through the inventory.
- (C) Put these on that shelf.

24

M-Au I can't make it to the company dinner tonight.

W-Am (A) Managers expect everyone to be there.

- (B) A buffet-style restaurant.
- (C) A meeting once a week.

25

M-Cn Do you work in this neighborhood?

W-Br (A) Yes, I'd like to.

- (B) No, my office isn't nearby.
- (C) There aren't any of those here.

26

W-Am It's time for our quarterly earnings report, isn't it?

M-Au (A) Was there an e-mail reminder about it?

- (B) To pay for a new advertising campaign.
- (C) No, a different pair of earrings.

27

M-Cn What did you do with the guest list that I sent you?

W-Am (A) After everyone received it.

- (B) I passed it along to everyone who needed it.
- (C) We're supposed to leave soon.

28

W-Br Did you see the announcement about Emily's promotion?

M-AU (A) All the technology's been upgraded.

(B) Perhaps a good career counselor.

(C) I've been busy all morning.

29

W-Am Let's try our best to finish the project on time.

M-Au (A) All except the first one.

- (B) We may need a few more days.
- (C) I think overtime it will.

30

W-Br Where's the store manager?

M-Cn (A) A recent hiring decision.

- (B) I enjoy shopping at that store.
- (C) She went out for lunch.

31

M-Au The software you're using isn't very reliable.

W-Br (A) These chairs aren't very comfortable.

- (B) I've been using it for years with no problems.
- (C) I saw that computer at the store.

### PART 3

### 32-34

W-Am 32 Hello, Forest Grove Photography Services. How can I help you?

M-Cn Hi, 32 I'd like to get a photographer to cover our event. 33 It's a charity basketball game next Tuesday night. I was hoping to get Thomas Zukowski. He works for you, right?

W-Am Yes, but unfortunately, 33 Thomas doesn't usually work evenings.

M-Cn Oh, too bad. 34 Could you recommend somebody else?

W-Am 34 **Before I do that, let me talk to him. He might make an exception.**Tom does love basketball.

- M-Cn Good morning. 35 It looks like we received a lot of new orders online last night.
- W-Br Yes, 35 I saw that when I got in this morning. Can you package all of them by yourself?
- M-Cn Well, there are so many, I may not be able to finish everything today.
- W-Br OK. 36 I'll call Maria Jeong and ask if she can come in early today to help.
- M-Cn 36 That'd be great. 37 We also have to pack that big shipment for the Henderson order. We finally got all of the items in.
- W-Br Oh, yes, 37 do that first.

#### 38-40

- M-Au Haruna, we've planned most of the details for the corporate retreat, including housing and most activities, but 38 we still need to decide where to go for Saturday's closing dinner.
- W-Am 38 Yes, I sent you several menus. Did you like any of the places? 39 McNally's is close by.
- M-Au 39 **Yes, that would be convenient**. We could even walk there from the hotel. But the prices are a little high.
- W-Am I agree. But 40 I could see if they can offer us a reduced catering rate, rather than ordering off the regular menu.

- W-Am 41 Janelle and Rico, could you give me an update on how our new medical records software is coming?
- W-Br Sure. Per the customer's request, I've updated the logo and changed the font.

- M-Cn 42 The customer has communicated with us a lot on this project. Having their feedback at every stage of the process has been helpful.
- W-Am Excellent. 43 It sounds like we're on schedule for completing our beta version. Then we can hand it off to our marketing team.

### 44-46

- M-Cn Hello, this is Ian Nelson from Regal Bathrooms. 44 I'm following up to make sure that you're pleased with the job our workers did in your house.
- W-Am Thank you for calling. Yes. They did a great job. The bathroom floor was replaced, and the new tile looks great. I'm very happy with the job.
- M-Cn That's good to hear. If there are other jobs you need done, I hope you'll reach out to us again.
- W-Am That reminds me. 45 I was thinking of replacing my kitchen cabinets.

  Is that something you'd possibly do?
- M-Cn 45 We don't, but 46 I can recommend a company I often work with.

  Their customers have been very satisfied. 46 Let me get their phone number. One second.
- W-Am Thanks.

- W-Br My name is Laura. 47 I refill my medication here at this pharmacy once a month. But on Monday I'm going to travel abroad for work for two months, and I wonder if I can get a two-month refill this time.
- M-Cn It shouldn't be a problem. However, your doctor must send us the twomonth prescription, so you need to contact her first.
- W-Br Oh, I see. 48 **I'll give her a call during my lunch break today**. When are you open until today?

M-Cn Until nine P.M. But once we receive your doctor's prescription, 49 we can deliver the medication directly to your home.

50-52

M-Au Miller's Sporting Goods. Joey speaking.

W-Am Hello, 50 I'm calling from West End High School. 51 We're looking to make a big purchase for our student baseball teams. Our equipment is getting old, and we would like to get new uniforms too. 51 We have budget restrictions, though.

M-Au Well, we do offer discounts for bulk purchases. And we have a number of price ranges for uniforms; many are very reasonable. 52 Let me get the manager on the phone, and you can discuss the specifics.

53-55

W-Br Hi, this is Gemini Flowers. 53 I'm calling about the order you placed for your award luncheon on July twelfth. Unfortunately, our supplier is out of pink roses.

M-Cn Oh, no! 54 **Pink matches our corporate logo!** I ordered them especially for this occasion!

W-Br I understand your disappointment, sir. 55 I can offer a ten percent discount on the total cost of your order and replace the pink roses with yellow ones.

M-Cn Well, 55 I didn't tell anyone about the roses. I suppose no one will really be disappointed.

56-58

W-Br Unfortunately, our development team has some bad news. It turns out 56,57 we'll need to push back the shipment of the prototype motor we've been developing for our client.

M-Cn Uh-oh. 57 **Why will there be a delay**?

- W-Br Well, some of the components we received to build the prototype are failing initial tests, so we won't be able to make the delivery deadline.

  Janet, could you let the client know?
- W-Am Yes, I'll contact them right away.
- M-Cn And 58 I'd like the development team to start giving me daily briefings about progress on this issue.

### **59-61**

- W-Br Good evening. Legend Hotel. How may I help you?
- M-Au Hello. I'm at the local airport. Does the hotel run shuttle buses to here?
- W-Br We usually don't, but... was your flight originally scheduled for Central Airport?
- M-Au It was, but apparently 59 there's a problem at Central.
- W-Br Yes, 59 there's a personnel shortage, but several flights have been rerouted to the local airport. 60 We have started running an airport shuttle this morning.
- M-Au OK. That's good news. When is the next shuttle?
- W-Br Buses run every half hour. What's your reservation number? 61 I'll ensure that your room is ready for you when you arrive.

- M-Au Hi, Marla. 62 I'm calling to check whether you received my outline of the design project for your apartment remodeling. I e-mailed it to you yesterday.
- W-Am Yes. Thank you for doing such a great job. 63 I really liked your idea of opening up the kitchen and creating an open space with the living room.
- M-Au Great. If everything looks good to you, I can start ordering the supplies tomorrow.

W-Am Actually, 64 I don't like the ceramic tiles you picked for the kitchen. I like the marble ones much better. I know they are more expensive, but it's a small space.

65-67

- M-Cn Hi. 65 I'd like to make a reservation for a group of clients that will be visiting our company from the first to the sixth of June. I need eight rooms.
- W-Br We do have availability for that period. 66 **The type of room I** recommend for you is normally 99 euros per night, but we can offer a group discount.
- M-Cn That'll work. Also, on June fifth, we want to take our clients on a tour of the local attractions. Could you help arrange that?
- W-Br 67 We have an event planner here who'll be able to help you. His name is Pablo Gonzales. I'll connect you to his office once I've completed your reservation.

- M-Au Hi, Joanna. 68 The management group needs to submit nominees for this year's award for outstanding employee. My supervisor wants to know if any managers have nominated anyone yet.
- W-Br Not yet, Charles. I e-mailed everyone about it a week ago, but I haven't heard anything yet. 69 I'll have to follow up with the managers and let them know the deadline is coming up.
- M-Au OK, well, 70 I printed out a breakdown of the customer service representatives with the most five-star reviews from customers last year. We had someone who was really outstanding.
- W-Br Those are excellent numbers. Could you go ahead and submit a nomination?

#### PART 4

### 71-73

W-Br Looking for an interesting activity to celebrate the coming of spring? 71 Winford Gardens offers an escape filled with calm, peace, and quiet just a few miles from the downtown area. Winford Gardens has acres of outdoor gardens filled with plants you won't typically find anywhere near here. 72This weekend we will have an exhibition of Mexican blue palms. If you have never seen these striking and unique plants, now is your chance! 73Winford's cafe is a converted building that used to be a greenhouse. The surrounding tropical plants and flowers help make dining there a pleasure.

#### 74-76

M-Au Good afternoon. 74 Welcome to this week's managers' meeting here at South Truck Deliveries. As you know, we've always written performance evaluations for our drivers and other employees on paper. I am pleased to announce some important changes. 75 Beginning this year, we will use a software application called Personnel Profile to enter performance appraisals. Let me introduce Ms. Hwa Young Lee, the head of our IT department. 76 She will walk you through how to enroll in a training course on using Personnel Profile, and you will complete your enrollment by the end of this meeting.

### 77-79

W-Br Hi. This is Ms. Mitra. 77 You're scheduled to move my furniture to my new apartment tomorrow morning at eight. 78 I'm calling because I just learned that the freight elevator in my building is broken, and my apartment is on a very high floor. I will check first thing tomorrow morning to see what the situation is. But please give me a call as soon as you can. 79 I have an overseas trip coming up next week, so this work will have to happen soon.

### 80-82

M-Cn Good evening, everyone! Welcome to a new season of City Opera. I bring some bad news, I'm afraid. 80 Soprano Lisa Gornicka informed me earlier today that she will not be able to perform tonight. I know how disappointing this is. But I also have good news! Soprano Rita Marks is in town and has agreed to step in for Ms. Gornicka. 81 Not only is Ms. Marks familiar with the role of Laura, but she also knows the choreography, since she worked with our director when this production premiered in Toronto. 82Wondering what her voice is like? Well, judge for yourself, but I saw the reviews from Toronto. 82 I can guarantee that we are in for a treat!

#### 83-85

W-Am Thank you for inviting me and other members of the marketing department to this meeting of the research and development team. 83 We always welcome the opportunity to share customer information about our toys with you. I'd like to start off with some information about the remote-control car that we launched in department stores and toy stores one month ago. It's been a mixed bag. 84 Customers love the smooth action of the car and the high speed it can achieve. However, they are somewhat disappointed with the rechargeable battery the car comes with. 85 I encourage your team to find ways to make the battery charge faster and last longer.

#### 86-88

W-Br 86 Attention, Shopsmart shoppers! 87 In case you didn't pick up our flyer, we are kicking off a Shopsmart giveaway event. 86 For every two cans of Shopsmart soup or vegetables that you buy, you will be entered in a drawing to win a gift certificate that can be used at any Shopsmart location. 88 Gift certificates worth \$100 each will be awarded to three lucky shoppers on May first. This

offer is good only for Shopsmart-brand canned goods. Act now! Stock up and join the giveaway! The more you buy, the more chances you have to win!

### 89-91

M-Au Hi, Mr. Collins. I'm calling from Silva's Flooring. 89 I was about to place your order for the maple floors that you wanted me to put in, but I decided to call you first. 90'91 I just found out that the hardwood distributor has lowered the price of the oak flooring. 91 I think you originally preferred oak but decided it was too expensive. The reduction looks to be about fifteen percent. Please call me back and let me know if I should still order the maple for you or if you would prefer that I order the oak.

### 92-94

W-Am 92 Welcome to the Central Valley Environmental Center. 93 We're so grateful to all of you, our volunteers, for coming out today to help with this project to install bluebird nest boxes. The Eastern bluebird is a native species that plays an important role in our environment, but it's threatened by habitat loss and predation. 94 We have numerous donated nest boxes here that will help protect our local bluebird population. Remember that bluebirds prefer open woodlands and grasslands with scattered trees. Some suitable locations are already identified on the maps you've received.

### 95-97

W-Br Hi, everyone! 95 I want to update you on sales of our lines of dishware after the introduction of our holiday-themed patterns. Our everyday dishware continues to perform as expected. Also, I am pleased to report that our New Year plates are a resounding success: total wholesale orders have outpaced those of our popular Dawn series of fine china. 96 We spent a lot on the design for New Year, so our CEO will be happy to learn that the investment has paid off. 97 Looks

**like we will need to rethink the Harvest Festival brand, though**. Unless total sales reach those of our Cafe series by next year, we may even discontinue it.

### 98-100

M-Au 98 I'd like to welcome all of you to your first day of work at the Wildcats customer service office. Baseball season starts in exactly one month. 99 We expect ticket sales to be very good because the Wildcats had such a great season last year. As you can see on the chart, we have four packages. 100Make sure you let our customers know about the new Sunday package. It includes tickets for every Sunday home game throughout the season. Our Friday night package, holiday package, and discount package were available last year and should remain popular.

# TEST 3

1 (C)	2 (D)	3 (B)	6 (C)	5 (B)
6 (A)	7 (B)	8 (A)	9 (A)	10 (A)
11 (C)	12 (C)	13 (A)	16 (B)	15 (B)
16 (C)	17 (C)	18 (C)	19 (B)	20 (C)
21 (A)	22 (B)	23 (C)	26 (C)	25 (A)
26 (B)	27 (B)	28 (C)	29 (A)	30 (B)
31 (C)	32 (B)	33 (C)	36 (D)	35 (A)
36 (B)	37 (C)	38 (B)	39 (C)	60 (A)
61 (B)	62 (A)	63 (D)	a (B)	65 (C)
66 (C)	67 (B)	68 (D)	69 (A)	50 (C)
51 (A)	52 (D)	53 (A)	56 (B)	55 (D)
56 (B)	57 (C)	58 (B)	59 (B)	60 (C)
61 (A)	62 (C)	63 (B)	66 (D)	65 (C)
66 (B)	67 (A)	68 (A)	69 (C)	70 (B)
71 (C)	72 (B)	73 (B)	76 (D)	75 (C)
76 (D)	77 (C)	78 (A)	79 (D)	80 (C)
81 (A)	82 (D)	83 (D)	86 (A)	85 (D)
86 (C)	87 (A)	88 (D)	89 (B)	90 (D)
91 (B)	92 (B)	93 (A)	96 (C)	95 (C)
96 (A)	97 (D)	98 (A)	99 (C)	100 (D)

### PART 1

# 1 W-Br

- (A) A man is standing in a road.
- (B) A man is wearing a coat.
- (C) A man with tools is bending over.
- (D) A man is putting on a hat.

### 2 M-Cn

- (A) There's long grass behind a fence.
- (B) There's a door open beneath a light.
- (C) There's a pot with flowers by the door.
- (D) There's a window overlooking a garden.

### 3 W-Br

- (A) A man is looking in a mirror.
- (B) A man is using an exercise machine.
- (C) A stairway is being cleaned.
- (D) A basket is hanging from the ceiling.

### 4 W-Am

- (A) A woman is cleaning the floor.
- (B) Bottles are being placed on shelves.
- (C) A woman is holding a bowl.
- (D) A customer is reading a menu.

### 5 M-Au

- (A) A tablecloth is folded on a chair.
- (B) A dining area is prepared for a meal.
- (C) Some chairs are being moved to a different room.
- (D) Cups and plates are being filled.

### 6 M-Cn

- (A) Some people have gathered in kan outdoor seating area.
- (B) Umbrellas are covering a buffet counter.
- (C) Some chairs are stacked on the lawn.
- (D) Some people are laughing at a performance.

### PART 2

W-Br How was the security audit today?

M-AU (A) I can secure them.

- (B) Very productive.
- (C) If you like.

8

M-Cn What dinner specials do you have today?

W-Am (A) We have baked salmon.

- (B) For the first time.
- (C) No, I haven't.

9

M-AU When will the order be delivered?

W-Br (A) Not until Wednesday afternoon.

- (B) It's time to put them away.
- (C) The light is on in the mail room.

10

W-Am What's the monthly membership fee for that service? wi-Au (A) Twenty euros.

- (B) Next month.
- (C) Don't let me forget.

11

W-Br Did you receive the e-mail I sent?

W-Am (A) I need a receipt for that.

- (B) Call a delivery service.
- (C) I haven't looked at my computer today.

12

M-Au Why don't you have the meeting this afternoon?

M-Cn (A) Just past the library and across the street.

- (B) Otherwise, I think it's fine.
- (C) Because we have a lot to do today.

13

W-Br Where did you post the schedule?

M-Cn (A) I hung a copy on the conference room door.

- (B) In a few hours.
- (C) Are you sure you submitted it?

14

M-AU Who is leading the safety seminar?

W-Am (A) That's what he said.

- (B) Elizabeth will do it.
- (C) Whenever management prefers.

15

M-Cn Could you please fill out your time sheet by 3 P.M. today?

W-Br (A) How much time do you have?

- (B) OK, I'll make a note to do that.
- (C) I will place the order as soon as possible.

16

W-Am When is the electrician supposed to get here?

M-Cn (A) The package got here last night.

- (B) I didn't drive to work today.
- (C) She just let me know she's running late.

17

W-Am I'd like to schedule your performance review meeting.

M-Au (A) That is a high-performing team.

- (B) The food here is very good.
- (C) OK, let me look at my calendar.

18

M-Cn Haven't you been trained to use this machine?

W-Br (A) I can get them to take a look.

- (B) We need to finish before noon.
- (C) I use it all the time.

19

W-Am Did you bring your computer home or leave it at work?

M-Au (A) Yes, last week.

- (B) I left it at the office.
- (C) In ten minutes.

20

M-Cn why don't we create a video tour of the convention space?

W-Br (A) I lost it yesterday.

- (B) That film has been very popular.
- (C) I thought you already did that.

21

M-Cn isn't the food usually served at this time?

M-Au (A) There's been a schedule change.

- (B) The reviews of that product have been negative.
- (C) I'll go tomorrow instead.

22

W-Br Do you take the bus or train to work?

M-Au (A) I love to travel.

- (B) I prefer to drive.
- (C) I only work on Tuesdays.

23

W-Am Would you like me to make the reservation for you?

M-Cn (A) The hotel has a fitness club.

- (B) No, I haven't heard of it.
- (C) Sure, let me find the form.

24

W-Am Why are you cleaning the laboratory?

W-Br (A) Just stack the books against the wall.

- (B) I will attend if I have to.
- (C) Haven't you seen the inspection report?

25

M-AU What do you think of the highlighted paragraphs in this document?

W-Am (A) I think they need further revisions.

- (B) There's some storage space upstairs.
- (C) This room has very good lighting.

26

M-Cn Who's going to receive the final delivery?

W-Am (A) When everyone leaves the office.

- (B) I can wait for it.
- (C) Yes, but only on Fridays.

27

W-Br I could book our flights now, right?

M-Au (A) It's a long flight.

- (B) The trade show hasn't fceen confirmed.
- (C) It's in the other room.

28

W-Am Why do we have to reschedule this event?

M-Cn (A) This weekend or maybe early next week.

(B) I will do it as soon as possible.

(C) My doctor's appointment couldn't be moved.

29

M-Au We should really consider expanding our storefront.

W-Br (A) Didn't you see the contract for the work?

- (B) I don't know how far it is.
- (C) We could borrow one for you.

30

M-Cn Do you know whose jacket that is in the conference room?

W-Am (A) Sure, if they're already planning to go.

- (B) A few people have blue ones like that.
- (C) Yes, Janelle usually orders them for us.

31

W-Br When do you usually exercise?

M-Au (A) Fitness is important for everyone.

- (B) An affordable machine.
- (C) My doctor has suggested that I stop for a while.

### PART 3

### 32-34

W-Br Hello. I heard an announcement on the radio about the garden show you're organizing. They said it's running all week, and 32 there will be several demonstrations about innovative gardening tools. Could I attend the demonstration scheduled for Wednesday?

M-Au 33 Sorry, but that session's just been canceled. The person leading it had another commitment.

W-Br Oh, too bad. So are all of the demonstrations canceled?

M-Au No, the demonstration for Saturday is still on. That's at 1 P.M. 34 I can register you for that session. Just get there about 15 minutes before it starts so you'll get a good seat.

35-37

W-Am 35 I have all these estimates from different companies for repairing the brick work in the front of our office building, and they're all really similar. How can I decide?

M-Au 36 We're just having the patio at the entrance repaired, right?

W-Am Well, 36 we also need a new retaining wall around the garden and to have some additional pathways laid out across the lawn. It's actually quite a complex job.

M-Au Oh. 37Maybe talk to Mr. Lukich in sales. His background is in construction, so maybe he has familiarity with some of the firms and can help you pick one.

W-Am That's a good idea.

38-40

W-Am Hi. I'm the general manager of the Sunrise Mall Shopping Center in town.

38 I heard your band playing last month at the town fair and got your contact information. I really enjoyed your music.

M-Cn Thank you! We're a local band and it's always a pleasure to hear from our audience.

W-Am The reason I'm calling is that 39 I'm wondering if you'd be interested in playing music at the shopping center on a Saturday afternoon sometime. The date can be flexible.

M-Cn Sure. We can play the first Saturday of March. But where exactly will we be performing?

W-Am 40 There's a detailed map of the shopping center on our Web site. It'll show you where our event space is.

41-43

M-Au Hi, Kirstin! 41 I'm glad to finally see you. Looks like you've been busy!

W-Br Yes, 41 this show is particularly popular. 41-42 Jose's paintings really draw a crowd. 42 He's selling a lot of them, too!

M-Au Oh, they're great. **42 I'm thinking of buying one myself.** 

W-Br You should... sorry I've been so busy lately. I've been swamped at school, plus it's taken a lot to plan this show. Hey, 43would you want to get together with Janet and Miko for lunch next week?

M-Au 43 Sure, sounds great.

44-46

W-Am 44 Thanks for stopping by, Lin. I'd like to discuss the candidates we interviewed yesterday for the legal assistant position. 45 I was very impressed with Mr. Smith's work history.

M-Au 45Yeah, he has a lot of relevant experience in the legal field, but he didn't answer our questions very clearly.

W-Am Still, I think he'd be a great help preparing the legal briefs for our clients.

M-Au 46 I'd push for Ms. Wong. Not only was she clear and direct, but I called one of her references, and her former supervisor couldn't praise her enough.

W-Am That's good to know.... 46 Let me take another look at her work history.

47-49

M-Au Good morning! 47This is the front desk. How may I help you?

W-Am Yes... Hi... 47it's 7 A.M., and I am hearing drilling in the room above me.

M-Au That's right. 48We are doing bathroom renovations on that floor. We posted notices about the project near the check in desk and around the lobby.

W-Am I have a conference call at 8 A.M.

M-Au 49Let me see about finding an alternate accommodation for you in another wing.

W-Am That would be great. Due to a schedule change, I will be working from my room all day.

50-52

W-Br **50 I like your idea, Mark, about producing a new line of touchless, voice-activated smart lamps**. But if we were going to do that, 50, 51 we'd need to hire a new consultant familiar with that technology, which would not be cheap.

W-Am 51 Given that we went over on our production costs last year, it doesn't seem likely we'd have the budget.

M-Au **52 What if we reduced our spending on advertising temporarily and used the savings to hire the new consultant?** The decrease in advertising might cause a temporary drop in revenue, but I think we should make up for it when we launch the lamps.

53-55

M-Au 53 Have you been having any problems with the therapeutic ultrasound machine? My patient just said he didn't feel his muscles were responding as usual.

W-Am It has been acting funny. Perhaps we should call the technician?

M-Au Maybe. I'm afraid it's getting pretty old, though. We may need to replace it.

W-Am OK. 54 I'll notify Barbara since she has to sign off on all purchases.

M-Au By the way, **55can you see Mr. Cohen for me tomorrow?** He just needs to do some exercises for his wrist. He's been responding well to the treatment.

56-58

M-Au 58I'm preparing the budget report for our monthly meeting, but 56can I ask you about the bill for landscaping? It seems very high.

W-Br Keep in mind that they maintain the parking area and outdoor lighting.

M-Au Well, **57,58the real issue is that we share the expenses with the medical clinic next door**. With patients coming to the clinic, they use far more parking spaces than we do. And the way we divide the cost should reflect that.

W-Br I think you're right. 58 I'll e-mail the clinic about it.

59-61

W-Am Thank you both for that lovely dinner. 59 What a nice way to celebrate that our two companies will be working together in the future.

M-Cn We've often held business dinners here. Say, 60 I wanted to mention how much I liked the speech you gave at our meeting today. Very inspiring!

W-Am Ah, thank you... So, I'm in town until tomorrow afternoon. 61 Ms. Rice, should I come by your office in the morning to sign the last few papers?

W-Br 61 Yes, I'll be in at eight thirty... well, actually, make that nine. Does that give you enough time before your flight?

W-Am Yes, that should be plenty of time.

62-64

- M-Au **62Are we all set for the event?** The food is prepared, and the beverages are ready. They're loading the truck now. I confirmed the music and other entertainment. And I think we'll arrive early.
- W-Am That's good because 63 I was actually worried that one hour wouldn't have been enough to get everything ready.
- M-Au I agree. How does the rest of the schedule look?
- W-Am The timing looks good. 64 I wonder if we could actually finish up early at the end of the night. Why don't you tell Pierre to bring the truck back at eleven thirty?
- M-Au OK. He should be finished with his hotel delivery by then.

65-67

- W-Am 65Are you all set for the environmental fair our company is putting on at the park 65, 67this weekend? I just finished finding supplies for my game about recycling.
- M-Cn Yes, I've finished writing the questions for the environmental trivia game I'm leading. Hey, I wanted to check with you: 66What else can I do to be helpful that day? Would you like me to hang signs or something? Help decorate?
- W-Am 66 One thing we could use is someone to stand at the park entrance and direct people to the pavilion where the fair will take place.
- M-Cn Wait, 67aren't there several entrances to the park?
- W-Am Yes, but 67only the entrance on Court Street is open on weekends.

**68-70** 

W-Br I came by in person to see how the construction of my town house is proceeding. 68 I was a bit worried after that text you sent me yesterday.

M-Cn Yes, 68,69we finished stage three of the project last week, but as I said in my text, there'll be a delay for stage four.

W-Br I understand there's a problem with the supply of drywall sheets?

M-Cn There's a delay right now. But we should get them next week.

W-Br 70 Is there anything we can do while we wait?

M-Cn 70 I suggest you start working with your interior designer to decide on the finishing touches. As soon as the drywall arrives, we'll be ready to finish the interior.

#### PART 4

### 71-73

M-Au And now 71 let me thank our sponsor. Perfect Tea. Take a deep breath and give yourself a break with Perfect Tea! Their distinctive blend of relaxing teas was born on a farm in northeastern India, where 72the ideal mix of rain and sun gives Perfect Tea its strong and aromatic flavor. Believe me, you won't find this taste anywhere else! Plus, 73you can now sign up for a membership to have your favorite teas delivered to you automatically each month.

#### 74-76

M-Cn Welcome to The Money Hour on WWBC, Alberta. Today, 74,75 I'll discuss the topic of preparing for retirement with my guest Sarah Levinson. She's the author of the book All You Need to Know About Retirement Investments. 75We will delve into the broad range of investment options and discuss how to choose a financial advisor. But first, 76 let me send a shout-out to our sponsors over at Pinnacle's, and their brand-new vitamin C supplement. Pinnacle's vitamin C formula supports a healthy immune system. So make sure to check it out. And now, Sarah, where should we begin?

77-79

M-Au Good morning. Welcome to Western Seed and Gardening Supplies. 77 You've all been hired to help out for the next six weeks. During our annual spring sale, we never have enough permanent workers to handle everything. 78Your supervisor, Margaret Malin, will explain how to take customers' orders. 79First, I want to make sure that we have the information we need to set up your direct deposit. We prefer to send your paychecks directly to your bank accounts. There's a white folder on the table in front of you. So, let's get started there. 80-82

W-Am Before we get back to our program, 80the organization called On the Farm is proud to announce a new training program for people who work with livestock. 81The Livestock Operations Program provides trainees with the most up-to-date techniques in raising cattle. You'll learn about the latest methods of proper fencing, feeding, and medical care. The training is delivered at your workplace and is tailored to suit your needs. The course takes one year and leads to a Certificate in Livestock Operations. 82Call On the Farm at 555-0128 for more information or to register!

#### 83-85

W-Br Hello, Mr. Juma. 83 This is the Municipal Water Department. We have been investigating flooding on Bozeman Street that was reported over the phone Sunday night. 84 Our technicians ruled out a water main break. They determined that a pipe had burst on the grounds of your bakery. They turned off the water supply to your business. 85Please be aware that it is your responsibility to repair the pipe. Your insurance may cover the cost. 85We will turn the water back on once the pipe is fixed.

#### 86-88

M-Cn I hope that everyone enjoyed the delightful meal. 86 It's almost time for us to present this year's awards to our athletes here at the National Tennis

Conference. However, before we do so, 87 I am honored to welcome a very special speaker up to the stage-Brigitte Rollin. This moment is such a thrill for me. 87Ms. Rollin is a superb competitor. She has won multiple tournaments and is also renowned for her charity work and sponsorships. Before she comes to the podium, 88 I'd like to remind you that photographs of tonight's event are prohibited. But everyone in attendance will receive a signed photograph of our guest at the end of the event.

### 89-91

W-Am Welcome to the WLED Radio traffic report. 89There's heavy traffic in Bellevue's city center this afternoon as organizers prepare for tomorrow's annual marathon. Runners and their families are arriving in town, and excitement is in the air. 90Remember, you can log in to our Web site to follow the race, where we will post updates regularly. 91 For those of you planning on coming to the city center to watch the marathon tomorrow, I suggest you use the Bellevue bicycle rental system. You can take public transportation to the city center and then get one of the city bicycles located at Central Train Station to move around. 92-94

M-Cn Hi. This message is for Josephine Sanders. **92This is Chang-Soo from Lindmar Dental. I took your dental X-rays this morning. 93After you left the office, I found a necklace in the X-ray room**. I'm pretty sure that it's yours. 93 I remember asking you to take it off before I took your X-rays. I must have forgotten to return it to you. I apologize for the inconvenience. But, our office is open until seven tonight. **94 If I'm not here, just ask the receptionist.** 

#### 95-97

M-Au 95 Our workers haul soil, garden mulch, and plants every day to make our customers' yards look beautiful. They need strong handcarts to move these heavy items. The Classic Handcarts we have now are poor quality. They fall apart,

and our workers constantly repair them. 96 We need the strongest handcarts available. 96,97 I recommend we purchase the 150-dollar model because it will not break easily. It's so durable that we'll save money in the end. If you agree, I'll order twenty of them.

### 98-100

W-Br 98 Thank you all for being here. I'd like to go over our next training module. By now you should all be familiar with how to create a lead, contact your potential customers, and close on a deal. 98 As a sales representative you're used to focusing on your own leads and clients, and that's terrific. However, 99 there is strength in teamwork, and that's what we'll work on now. Let's get started. 100 I'd like you to create three groups, and we're going to take on the roles of different characters in typical scenarios involving clients.