

## TOEIC PART 7 – ARTICLE

### KHÓA HỌC TOEIC 450 +

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#### Phân tích bài đọc

Gregory & Mills has announced that it is going to transfer its corporate headquarters to the southernmost province of the country. It has said that the fierce competition and high tariffs in New York are too much for the company to handle financially. The decrease in consumption is closely linked to the sluggish economy shaking the nation's financial foundations, which is not forecasted to improve in the near future. Therefore, it has picked Texas as its new home and will host the office near the state's capital, Austin.

#### Quiz

The Wasniak Herald  
Wednesday, August 14  
From WTH Meteorological Center  
Meteorological have forecasted severe thunderstorms covering most of Wasniak. Heavy rain is expected to start early on Thursday morning and will continue until Sunday evening. The rain will also be accompanied by colder temperatures, hovering around 24 degrees Celsius. And while the predicted amount of rainfall should be less than 10 centimeters, some areas may see flooding.  
The rain should let up by Sunday night, but clouds will remain until early on Tuesday.

Q1. What is the main topic of the article?

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Q2. When is heavy rain expect to begin?

.....

Q3. When will the rain stop?

.....

#### Common Expressions in Articles

✓ (Somebody / Organization) announced that

~ FB Network Associates announced today that it has signed an agreement with Data Technologies to develop network applications.

✓ (somebody / Organization) point out that

~ Economists point out that the declining value of the dollar is helping exporters sell their goods in over-seas markets.

## Typical Questions

### 1. Câu hỏi mục đích bài báo

- ✓ What does the article mainly discuss?
- ✓ What is the main purpose of the article?
- ✓ Why was this article released?

### 2. Câu hỏi chi tiết và bổ sung

- ✓ According to the article, what is a worker's right'?
- ✓ What is NOT stated about Mr. Walter?
- ✓ What is suggested about the hotel?

## Vocabulary

boost	thúc đẩy
spawn	nảy sinh, xuất hiện
dedicated	tận tụy, tận tâm
domestic product	sản phẩm trong nước
gigantic	kếch xù
enterprise	xí nghiệp, việc táo bạo
cereal	ngũ cốc
launch	tung ra, phóng ra
diversify	đa dạng hóa
distinguished	ưu tú, xuất sắc

assortment	mặt hàng thành loại
curb	hạn chế
discontinue	chấm dứt
grim	không lay chuyển được
revenue	thu nhập
maintenance	bảo trì, bảo dưỡng

## PRACTICE

Questions 1 - 3 refer to the following article.

### To Boost the Economy, Make a Sale

Economic growth comes not from Washington but from a sale at a time. Around six million American sales professionals get up each business morning to spend their day driving the growth of our economy by selling new business, which spawns yet more jobs—those dedicated to producing the goods and services to fulfill customer orders.

Three trillion dollars worth of gross domestic product is fueled in this way, one sale at a time. (Initial jobless claims rose by 10,000 the week before last, the highest number in several months.) The nation's salespeople must make more calls and close more sales to attempt to turn this tide yet again. Selling new business is what creates jobs. Our economy is not a weather front that passes overhead while we wait for sunshine or brace for a storm. It's a gigantic, man-made enterprise that creates wealth and jobs in direct proportion to the rate of development of new businesses.

But, too often, we're led to believe in a fairy tale: that the president, Congress and the Federal Reserve chairman can go to their offices and flip switches that somehow will turn the U.S. economy on (or up, or down) and create jobs.

1. What does the author believe is most responsible for economic growth?

(A) The U.S. President

(B) Congress

(C) Salespeople

(D) The Federal Reserve chairman

2. According to the passage, which of the following is true?

(A) People are mistaken that those in high positions in the government will solve problems.

- (B) Less than 10,000 Americans are currently out of work.
- (C) The U.S. economy is on the brink of collapsing.
- (D) The total GDP of the United States is three trillion dollars and is likely to increase.

3. How does the author believe the American economy will begin to improve?

- (A) By companies exporting more goods
- (B) By salespeople making more calls and closing more sales
- (C) By people putting more faith in powerful economists
- (D) By people in the workforce working longer hours

**Questions 4 – 7 refer to the following article.**

February 10

New Breakfast Cereal Released by Spencer Foods

Los Angeles - Spencer Foods Cereal, owned by Baby Bear Wholesale Inc., has just announced that it will begin to sell a new cereal, Grape Nuts in Bunchei nationwide. The new cereal will be in stores across America on 1 March and is expected to be sold across the rest of the world in early April.

The company will launch multi-media campaigns in San Diego and Orlando starting on February 20th, which will include television and radio commercials. These advertisements will be followed up by print ads in magazines and newspapers nationwide a short time after.

For the decade - old company, this cereal marks the fourth new product it has released in the last year. Previous new cereals also Include Ricesnaps, Cinna-Crisps and Oaty Lumps. Over the last few years the company's oldest and top-selling product, Nuts and Berry Clusters, has seen a 30 percent decline in sales. This has inspired Sergio Montana, the Baby Bear Wholesale president, to diversify the company's product line. Spencer Foods used three different test markets - Carrie, Illinois, Clear Water, Florida and Washington D.C. - all of which showed it could make a good profit on the new cereal.

4. When will the cereal be distributed across the United States?

- (A) February 10
- (B) February 20
- (C) March 1
- (D) April 10

5. Which of the following markets will see TV advertisements?

- (A) San Diego
- (B) Washington D.C.
- (C) Carrie
- (D) Los Angeles

6. Why did the company decide to develop some new products?

- (A) The drop of the company's stock
- (B) Severe international competition
- (C) Merger with another company
- (D) Declining sales for a former top product

7. Which cereal was developed more than a year ago?

- (A) Grape Nuts in Bunches
- (B) Nuts and Berry Clusters
- (C) Ricesnaps
- (D) Oaty Lumps

**Questions 8 - 12 refer to the following newsletter article.**

**(PHD) Project Hollywood Designs Inc.**

We are writing to sadly announce the retirement of Derrick Smith, a senior researcher with Project Hollywood Designs. After a distinguished career Derrick will retire on August 31. After retiring, Derrick hopes to travel and spend quality time with his family. However, he also plans to have a home office and will be available to consult with.

The research division will celebrate Derrick's exceptional career in industrial design by highlighting his accomplishments at a September 10 party at the West End Hilton Hotel from 5 to 7 p.m. At the reception there will be speeches by vice president Dave Ward and executive manager Joel Turner. Derrick made significant contributions to the production of industrial products at Project Hollywood. He was best known for his leadership skills while designing easy-to-use computer keyboards that went on to sell millions of units.

Derrick has also written over 20 articles for industrial Design Monthly. He will continue his writing career and expects to release a new book next year. During an of this time, Derrick was also a fellow for the Design Center at Yale University, president of the Industrial Drafting and Design Society, and a lifetime member of the International School of Design. Recently, Derrick has been focusing his research on the design of different electronic devices, but more specifically on computer components. Please RSVP for the event before September 3 if you would like to attend.

8. Why was the article printed?

- (A) To pronounce a retirement
- (B) To announce a new publication
- (C) To talk about a future career in industrial design
- (D) To reward a senior researcher

9. Which of the following will Derrick not do in his retirement?

- (A) Publish a book
- (B) Travel the world
- (C) Become a store owner
- (D) Provide consulting services

10. What was Derrick known for most?

- (A) He made Project Hollywood Designs the most profitable company in its field.
- (B) He had the highest amount of sales of any salesman.
- (C) He designed popular computer products.
- (D) He established a partnership with a local university.

11. How did Derrick serve the Industrial Drafting and Design Society?

- (A) As a lifetime member
- (B) As a fellow
- (C) As a counselor
- (D) As president

12. What are people who would like to attend supposed to do?

- (A) Fill out a survey online
- (B) Call the head office
- (C) Provide personal details
- (D) RSVP

**Questions 13 – 15 refer to the following newspaper article.**

The Star, evening edition, Aug. 2

No free meals on Kingfisher Airlines

As of October 1, Kingfisher Airlines will no longer offer complimentary meal service for passengers in economy class. Kingfisher's spokesperson announced yesterday that the airline has decided to stop the free meal service starting on October 1. Snack boxes, however, will be sold to passengers for \$7.

The menu can be found on Kingfisher Airlines' website: breakfast will consist of an assortment of gourmet cheeses and crackers, accompanied by a fresh seasonal fruit mixture and fresh yogurt. For lunch and dinner, passengers can choose from three types of salads with seasonal mixed fruit or three types of sandwich wraps accompanied with a bag of chips. Soft drinks, coffee and tea will still be provided to all passengers at no extra charge. Recently, an increasing number of airlines have stopped serving free meals in economy class on domestic flights, as they struggle to curb financial losses, especially from high fuel prices. Even major airlines such as United Airlines have discontinued free meals in economy on domestic flights, and even some overseas flights. Several European and Asian airlines are also considering the idea of charging for meals, as they, too, struggle with high fuel prices.

13. What is the topic of the article?

- (A) Kingfisher Airlines' financial report
- (B) The new meal policy of Kingfisher Airlines
- (C) A list of airlines offering the best food
- (D) Price comparison between various regional airlines

14. What is suggested about Kingfisher Airlines?

- (A) The airline will reduce its airfares soon.
- (B) It will elect a new CEO
- (C) It has joined other airlines in attempting to cut losses.
- (D) It treats all passengers equally regardless of where they are sitting on the plane.

15. What is NOT included in the snack box menu?

- (A) Coffee
- (B) Cheese
- (C) Salad
- (D) Sandwich

**Question 16 – 20 refer to the following articles**

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The Wasniak Herald  
Tuesday, August 19  
By Hong Tran  
Unpredictable Weather Deals Heavy Blow to Parks and Recreation Department  
The Wasniak P&R Department reports that more than 30 outdoor programs and events, from family reunions to wedding ceremonies, were cancelled last weekend. These events were cancelled because of a severe rain and thunderstorm forecast that was issued earlier in the week.  
Despite the grim prediction, however, the weather was not that bad. In fact, the rain did not last very long; after a short drizzle, the sun returned. The temperature was as predicted, as

it was somewhere very close to 24 degrees. It was altogether a pretty nice day on Saturday, and would have been an even nicer day for everyone had the scheduled events not been cancelled.

These cancellations caused a significant loss of revenue for the P&R Department. “The money from these types of public events accounts for a very large amount of our yearly revenue, and supports most of the funding for the parks maintenance for the whole year”. Said Davie Wong, a financial manager at Parks and Recreation. He went on to say that he hopes they can find some time to reschedule the events, and that they can partially recover the lost funds.

16. According to the weather forecast in the first article, what is true?

- A. The city would go through unprecedented temperatures.
- B. The rainstorm would begin on Thursday morning.
- C. The weather would turn sunny as soon as the rain stopped.
- D. The rain would last for the whole month.

17. In the second article, what problem did Wasniak’s Parks and Recreation Department experience?

- A. It couldn’t get enough funding from the city government.
- B. Its regional parking lots were flooded by rain.
- C. It had to cancel all of its scheduled events
- D. Its operations director was demoted.

18. Why is August an important month for the Parks and Recreation Department?

- A. It posts its yearly schedule of events
- B. It postpones and cancels many events during that month.
- C. It generates a good portion of their yearly revenue
- D. It provides the best weather for plant growth

19. In the second article, the word “maintenance” in paragraph 2, line 3 is closet in meaning to

- A. consistency
- B. upkeep
- C. defense
- D. declaration

20. What were the forecasters correct about?



A. The sky was overcast

B. The temperature

C. The rain

D. The blustery wind