

# Practice Test 1

## Listening Comprehension

### Part 1

#### Example

- C     A. He's waiting in a line.  
          B. He's reading a newspaper.  
          C. He's waving to someone.  
          D. He's writing on a paper.

1. A     A. The two people are both using pay phones.  
          B. The man is waiting for the woman to finish talking.  
          C. The man is being introduced to the woman.  
          D. The two people are sharing the same telephone.
2. D     A. The trees are bare and empty of leaves.  
          B. The officer is on the roof of the house.  
          C. The horse is racing forward.  
          D. The officer is on horseback.
3. D     A. She's studying the books.  
          B. The lecture must be exciting.  
          C. She's writing down notes.  
          D. Her chin is resting on her hand.
4. B     A. The cats are sitting in a row.  
          B. Many shopping carts are available.  
          C. Many cars are stuck in a traffic jam.  
          D. The playing cards are scattered on the ground.
5. A     A. He's getting his luggage from the carousel.  
          B. He's picking out a suitcase at the luggage store.  
          C. He's getting on a ride at an amusement park.  
          D. He's loading the baggage onto the airplane.
6. D     A. The engineer is designing an automobile.  
          B. He's working with electronic tools.  
          C. The doors of the car are wide open.  
          D. The mechanic is repairing the engine.
7. C     A. They're waiting for the rain to stop.  
          B. The train is waiting for the signal to change.  
          C. The truck is stopped at a railroad crossing.  
          D. They're loading a truck onto the train.

8. A A. Two people are looking at the screens.  
B. They're taking pictures of the scene.  
C. The couple is checking the lights.  
D. They're watching a program on television.
9. B A. He's standing by the fan.  
B. He's holding the door.  
C. He's getting out of the van.  
D. He's washing the floor.
10. A A. They are setting up camp.  
B. They seem to be nervous and tense.  
C. They are building a campfire.  
D. They are having an intense conversation.

**Part 2**  
**Sample**

- A Where have you been, Steve?  
A. At the gymnasium.  
B. Very well, thanks.  
C. Yes, I have.
11. B How long have you lived in this apartment?  
A. A long way from here.  
B. For about six months.  
C. I saw a "For Rent" sign.
12. C Are air fares going up again?  
A. Yes, the plane already took off.  
B. The fare was around \$500.  
C. That's what my travel agent told me.
13. B How were your seats at the concert?  
A. The music was wonderful.  
B. We had a great view of the stage.  
C. It started at about eight o'clock.
14. C How about spending the afternoon at the beach?  
A. I didn't spend much money.  
B. Those peaches look delicious.  
C. That sounds like a great idea.
15. A Who taught you how to swim?  
A. No one — I learned on my own.  
B. I thought about going swimming.  
C. I taught my friend.
16. B How exciting for you to be starting a new business!  
A. It was quite a sight.  
B. Yes, it is, but it's a lot of work.  
C. No, I didn't hear the news about your company.

17. A What's that book about?  
A. It's the biography of a famous actress.  
B. About four hundred pages.  
C. Thanks, I'd enjoy reading it.
18. A How often is he late for work?  
A. Once every few weeks, at least.  
B. About half an hour.  
C. Because of a traffic jam.
19. B Would you rather take a bus or walk?  
A. Yes, I would.  
B. I wouldn't mind getting a little exercise.  
C. This bus goes to the stadium.
20. A Don't tell anyone what I told you, all right?  
A. Don't worry, I won't.  
B. That's what I said.  
C. I'm afraid I can't tell you.
21. C Where did these flowers come from?  
A. At the florist's shop.  
B. From nine to five o'clock.  
C. Someone delivered them.
22. C Which of these two tools would be better for this job?  
A. They work very hard.  
B. These two are good.  
C. They're both about the same.
23. C Whom should I contact when I arrive in Malaysia?  
A. It was signed by Mr. Malek.  
B. You'll be there by Wednesday.  
C. Call Mr. Malek.
24. B Do you have the correct change?  
A. It's ten o'clock.  
B. Yes, I have exactly the right amount.  
C. No, it hasn't changed at all.
25. B I expect Akiko will be very successful.  
A. She said it was a great success.  
B. I'm sure she will be.  
C. Because of her experience.
26. C What do you think of Jim's plan?  
A. He's planning to go.  
B. I like him a lot.  
C. It's too complicated.

27. A Why didn't you tell me you'd gotten a promotion?  
A. I just found out myself.  
B. Because I did a good job.  
C. Yes, let's do.
28. B You're not by any chance going downtown, are you?  
A. I'll probably take a taxi.  
B. I sure am — do you want a ride?  
C. There's a chance it will go down.
29. A How long ago did she graduate from the university?  
A. It was about eight years ago.  
B. Yes, she's a graduate.  
C. For over four years.
30. A Do you know if Ms. Simms is planning to go to London?  
A. I think that's still her plan.  
B. She'll be there until next week.  
C. If you want to, go ahead.
31. B I've finally finished packing for the trip.  
A. The suitcase is in the closet.  
B. Well, I guess you're ready to go then.  
C. Okay, I'll be back after I'm finished.
32. C What gate is your flight leaving from?  
A. It's leaving on time.  
B. I'll be flying to Athens.  
C. Gate 23 on Concourse C.
33. C Hadn't we better go now?  
A. Yes, I feel fine now, thanks.  
B. I've seen better ones before.  
C. You're right, I think we should.
34. A When did your company first start doing business in Hong Kong?  
A. Over forty years ago.  
B. This wasn't the first time.  
C. A shipping business.
35. A Who can help Flora address those envelopes?  
A. I'll be happy to.  
B. They were addressed to her.  
C. Flora can wear her green dress.
36. C Isn't this a picture of the Space Needle in Seattle?  
A. I've been to Seattle several times.  
B. I prefer rice to noodles.  
C. I believe it is.

37. B If I have any more questions, can I call you later?  
A. Yes, I'll call you.  
B. Sure, call anytime.  
C. No, I don't have any questions.
38. C Is there anywhere in this town to hear some good jazz?  
A. I've never been there.  
B. I used to listen to jazz years ago.  
C. There's a jazz club on Simon Street that's not bad.
39. A What was it about the hotel you didn't like?  
A. The rooms were too small.  
B. The rates were very reasonable.  
C. Yes, I liked it.
40. C Can you recommend a good family doctor?  
A. The doctor has two children.  
B. He recommended that I quit smoking.  
C. Dr. Kaufmann at the Medical Center is excellent.

### Part 3

- F: Are these your notes from Monday's budget meeting?  
M: No, Sally. I was out of town Monday giving a sales presentation in Phoenix, remember? Maybe they're Tom's.  
F: No, I'd recognize his handwriting. Why don't you send out an email asking if anyone is missing them?

41. B What has Sally found?  
42. D What was the man doing on Monday?  
43. C What does the woman suggest the man do?

M1: Are you carrying any fresh fruit, vegetables, or meat?  
M2: Yes, I have a basket of tropical fruit I'm taking as a gift for a friend.

M1: Sorry, sir, but it's illegal to bring fresh fruit into the country. Please open your carry-on for inspection.

44. B The first speaker is looking for what kind of items?  
45. C Where does this conversation probably take place?  
46. A What will probably happen to the gift the second man is carrying?

- M: With all these new orders, we're going to have to hire more production workers.  
F: Are you sure, Mr. Heath? We still have plenty of back inventory.  
M: Yes, but that won't last forever, and we just can't ask our current workers to put in any more overtime. Some of them are already working double shifts.

47. C What is the problem?
48. A What is Mr. Heath's plan?
49. D What does Mr. Heath say about his current employees?
- F: Have you read this new best-seller by Mark Westbrook?
- M: No, I haven't. I don't really enjoy fiction.
- F: I think you'd like this one — it's a very fast-paced adventure, and Westbrook has a really wild imagination.
- M: Really? Maybe I'll try to read it in June when I'm on vacation. I'm too busy with work right now.
50. D What are they discussing?
51. C What is the woman's opinion of Mark Westbrook?
52. C When will the man take a vacation?
- M: I can't find the receipt for my airline tickets from that trip I took last week.
- F: Not again, Phil! This is the third time this week you've lost something.
- M: I need to find that receipt, or my company won't pay me back for my plane tickets. I've looked in my office, in the glove compartment, in my wallet . . .
- F: I'd check the pockets of the suit you were wearing. Remember what happened last time?
53. A How often does the man have this type of problem?
54. B Why is Phil worried?
55. C Where does the woman suggest the man look for the receipt?
- F: So, did you get a chance to visit Brenda at the hospital?
- M: Yeah, she was in surgery for a couple of hours, and she's had a pretty miserable week since then. She's still in some pain.
- F: It must have been a pretty bad accident. I heard her car was totally destroyed. How did it happen?
- M: She was driving up to a ski resort and her car slid in the snow and hit a tree. I suppose she's lucky she wasn't hurt worse. Anyway, she'll be going home in another day, but it'll be at least a month before she's back in the office.
56. C What type of accident are they discussing?
57. B When did the accident probably occur?
58. B What will Brenda do tomorrow?

- M1: Hello, David, this is Sam Briggs at Briggs Electronics. I'm just calling to see how our new campaign you're working on is going.
- M2: It's coming along fine, Sam. The radio spots have already been recorded, and they'll be on the air next week.
- M1: And the newspaper ads?
- M2: I'm glad you brought that up — we need to meet so I can show you a few I've been working on.
59. A Why is Mr. Briggs calling?
60. B Where does David probably work?
61. C What can be inferred about the newspaper ads?
- F1: Hi, Rosa! Did your boss send you down here to get another book of stamps?
- F2: No, I'm just filling out a change-of-address card. People are still sending mail to my old apartment.
- F1: Oh, then did you get the party invitation I sent you? For my wedding anniversary on Saturday?
- F2: As a matter of fact, I did. You're one of the few people who managed to get my new address. So yeah, I'll definitely be there — I wouldn't miss it!
62. B Where are they?
63. D What can be inferred about Rosa?
64. C What will Rosa be doing on Saturday?
- M: We've commissioned Ms. Anspach to do a portrait of our CEO for his birthday.
- F: But I thought we were going to surprise him. It won't be a surprise if he has to pose for her!
- M: Calm down — he won't have to. I took a couple of snapshots of him, and she'll work from the photographs.
- F: Well, all right. But if I were you, I'd let his wife choose the photograph that Ms. Anspach works from. We want to be sure that he'll like it!
65. A What is Ms. Anspach's occupation?
66. C What did the woman initially think of the man's idea?
67. C What does the woman advise the man to do?
- M: My suggestion to cut expenses is to reduce bonuses by 50 percent for the next six months.
- F: But, John, those bonuses help motivate our sales staff, and well-motivated sales reps bring in more new accounts for the company. They won't like this, especially considering their vacation days were already cut a couple of weeks ago.
- M: We'll explain to them that it's only a short-term measure. I think they'll understand.

68. C How long would the man's proposal probably be in effect?
69. B Why does the woman think the staff will not like the proposal?
70. D What is the man's primary concern?

#### Part 4

[Questions 71 through 73 are based on the following talk]

The type of bicycle that you choose depends on the type of bicycling that you plan to do. The simplest bicycle has either three speeds or none at all. This type of bicycle provides basic transportation and is a bargain. For the serious bicycle commuter, a ten-speed bicycle is the best choice. This type of bicycle performs well on city streets and on highways. The sturdiest bicycle is the mountain bicycle, which is designed to be ridden on steep, rocky trails or on no trails at all. The most recently developed type of bicycle is the hybrid, which can be used on both paved city streets or on unpaved mountain trails.

71. A What is the best title for this talk?  
Explanation: The talk describes four types of bicycles and their uses. There is no mention of bicycle safety, maintenance, or development.
72. B What does the speaker say about mountain bicycles?  
Explanation: The speaker says that the mountain bicycle "is designed to be ridden on steep, rocky trails or on no trails at all."
73. D What type of bicycle would the speaker recommend for someone who rides on both paved and unpaved roads?  
Explanation: The hybrid bicycle "can be used on both paved city streets or on unpaved mountain trails."

[Questions 74 through 76 refer to the following announcement]

And now, radio station KCFX presents this public service message: Bonfort Blood Center has just issued an urgent request for blood donations. Every year in late summer, the blood supply drops to dangerously low levels, and this summer is no exception. A big holiday weekend is coming up in a few days, and the possibility of numerous accidents is high, so the need is great. The shortage of blood type O positive is particularly critical. It will only take a few minutes to donate, and every donor gets fruit juice and a cookie as well as a pin that says "I gave the gift of life." And remember, donors are eligible for an unlimited supply of free blood should they require it within the next year. So please, come on down to the Bonfort Blood Center, especially you O positive donors.

74. D When is this announcement being made?  
Explanation: The speaker says that "a big holiday weekend is coming up in a few days."

75. A Why is the blood supply low?  
Explanation: The speaker says that "every year in late summer, the blood supply drops to dangerously low levels, and this summer is no exception."

76. C Which of these will a donor NOT receive?  
Explanation: The speaker does not say that donors will receive mention on the radio.

[Questions 77 through 79 are based on the following news item]

Today, North American Airlines made the announcement that it will move its main training facility to Minneapolis next year. Industry analysts were taken by surprise by the announcement. North American had been expected to move the facility to one of its hub cities, Salt Lake City or St. Louis, or to keep it in its present location, Atlanta. Analysts speculate that Minneapolis must have made an offer North American could not refuse, including generous tax breaks. Minneapolis, in return, receives hundreds, even thousands, of desirable, well-paying jobs.

77. D How did airline industry analysts react to the announcement?  
Explanation: The speaker says that "analysts were taken by surprise by the announcement."
78. D Where is North American Airline's training facility presently located?  
Explanation: According to the talk, the present location is Atlanta.
79. B What benefit will the city of Minneapolis receive?  
Explanation: Minneapolis will receive "hundreds, even thousands, of desirable, well-paying jobs."

[Questions 80 through 82 are based on the following recording]

Thank you for calling PhotoWorld. We offer a high-quality, low-cost developing service. For color film, bring in a roll by noon and pick the photos up after three the following day. We can create prints by scanning the negatives or the prints themselves. Digital files can also be used, but the files must be saved at a very high resolution, around 18 megabytes, to ensure quality. We also offer many types of color film for sale at special discount prices.

80. C When will color photos from a roll of film be available if the roll of film is brought in on Monday morning?  
Explanation: The advertisement says that if you bring in a roll of film in the morning, you can pick the photos up after three the following day; therefore, if you bring it in on Monday morning, you can get it after three on Tuesday.

81. B Why does the speaker mention digital files?  
Explanation: The speaker says that digital files “can also be used” to make prints.

82. D Which of the following is available at a special discount price?

Explanation: The speaker says that color film is “for sale at special discount prices.”

*[Questions 83 through 85 are based on the following talk]*

Film has its Oscars, music has its Grammys, television has its Emmys, and advertising has its Clios. Clio Awards are given for a wide variety of achievements in advertising, including Television Commercial of the Year. The awards ceremony was televised annually until 1991. In that year, the organization granting the awards collapsed due to financial mismanagement and ownership problems. In subsequent years, the organization was taken over by new management and revived. A new panel of 30 international judges was appointed, and the number of awards was reduced from over 400 to just 72.

83. C In what field are Clio Awards given?

Explanation: The speaker says that, “advertising has its Clios.”

84. C According to the speaker, what happened in 1991?

Explanation: In 1991, “the organization granting the awards collapsed.”

85. A How did the ceremony change after the reorganization?

Explanation: The number of awards dropped from over 400 to 72.

*[Questions 86 through 88 are based on the following announcement]*

At the end of the workday, do your hands, arms, or back ever ache? This can be a warning sign of serious problems caused by incorrect posture or hand position while working at a desk, or by the improper arrangement of office equipment or furniture. This Friday at 11, Diana Hartwick will discuss these matters at a seminar for all interested office workers and will explain simple ways to avoid fatigue and pain in the office. Ms. Hartwick is a physical therapist who has specialized in ergonomics — the study of the relationship between workers and their environment. All office staff should make every effort to attend this seminar.

86. B Who is Diana Hartwick?

Explanation: The speaker says Diana Hartwick is “a physical therapist who has specialized in ergonomics.”

87. A What is the purpose of the seminar?

Explanation: The speaker says that Diana Hartwick will explain ways to help the office workers avoid fatigue

(tiredness) and pain. Therefore, the purpose of the seminar is to make the workers feel physically better.

88. C Which of these is Diana Hartwick LEAST likely to tell her seminar audience?

Explanation: There is nothing to indicate that she is going to talk about exercise. However, it is mentioned that she will discuss posture, arrangement of office equipment, and hand position.

*[Questions 89 through 91 are based on the following news item]*

More unusually cold temperatures are expected for tonight and tomorrow through the deep South. Hard freezes are expected over much of Florida, and despite the growers’ best efforts, much of the citrus crop will probably be lost. This cold wave, along with last month’s flooding in southern California, means citrus fruits are going to be in short supply. That means more imports and, of course, higher prices in the grocery store. Experts predict that prices for oranges may climb to their highest level in five years. Consumers should start seeing these higher prices in about two to three months. So stock up on that frozen orange juice while you can still afford it.

89. C What is the main purpose of this talk?

Explanation: The main purpose of the talk is to explain why citrus fruits will be in short supply and more expensive.

90. C When is the change in prices expected to occur?

Explanation: The speaker says that “consumers should start seeing these higher prices in about two to three months.”

91. D What does the speaker suggest?

Explanation: The speaker suggests that listeners “stock up on that frozen orange juice” while they can still afford it.

*[Questions 92 through 94 are based on the following announcement]*

Welcome to our city, ladies and gentlemen! I’d like to invite you to join our local guides for a walking tour. You’ll see more sights than you could ever see on a bus tour. On the early morning tour, you’ll visit the recently redesigned City Hall with its Italian marble staircase. It’s spectacular! If you haven’t seen it yet, you really should! If you’d like to join this tour, please meet in front of the Modern Art Museum on Main Street at 9:00 a.m. tomorrow morning. If you’d rather not get up that early, I recommend the afternoon Art Deco tour. This takes you to the elegant buildings of the Hill District, designed in the Art Deco style of the 1920s and 1930s. This tour starts at 1:00 p.m. Join us at Forest Library on Broadway, next to the Mermaid Fountain. So, folks, bring along some good shoes, and come explore the city with our experts. Here are some brochures to remind you where and when to meet us. I look forward to seeing you then!

92. B Where would someone going on the City Hall tour meet?

Explanation: The speaker asks people who would be taking this tour to meet “in front of the Modern Art Museum on Main Street.”

93. C What would people learn about on the Art Deco tour?

Explanation: In the talk, it is mentioned that people going on the tour through the Hill District will see buildings designed in the Art Deco style of the 1920s and 1930s.

94. D What reason does the announcer NOT give for taking a walking tour?

Explanation: The speaker does not mention lunch. However, the speaker does talk about the “expert” tour guides, seeing things you cannot see from the bus, and a 9:00 a.m. and 1:00 p.m. tour.

[Questions 95 through 97 refer to the following talk]

Hello, I’m Bob Frist from the city fire department. I’ve been asked to review the emergency evacuation procedures for all hospitals in the area. If there is a fire in your building, this information could save your life and the lives of those under your care. In the event of a fire, the first thing you need to do is turn on the fire alarm by pulling down on this white bar. This will alert the fire department. Along with the alarm bell that you’ll hear, you will also see flashing strobe lights that are activated in every unit when the alarm is turned on. If you see these lights or hear the alarm bell, it is essential to close all doors and windows to keep smoke and fire from spreading. Evacuate the patients who can’t walk first, then help the others out of the building. The fire department will have ambulances sent to your building so you can transfer any sick or injured people to another medical facility immediately. Now I want to outline each of your specific fire response duties.

95. A Who is this talk probably being given to?

Explanation: The fact that the speaker mentions hospitals, patients, and another medical facility all indicate that this talk is being given to people who work in a hospital.

96. B What will happen if the alarm is turned on?

Explanation: The speaker describes “flashing strobe lights that are activated in every unit when the alarm is turned on.”

97. B What will Bob Frist probably do next?

Explanation: At the end of the talk, Bob Frist says he will outline each of their “specific fire response duties.” In other words, he will discuss the job that each person is required to do in case of a fire.

[Questions 98 through 100 are based on the following advertisement]

Lead a busy life? Having trouble getting organized? We have the perfect solution for you — the Go-Go 3, our latest hand-held organizer. The Go-Go 3 is a planner,

journal, notepad, and calendar all in one. There is even an alarm to remind you of your appointments. The storage space will amaze you! You can store weeks of scheduled events, thousands of addresses, and hundreds of photos. To access information, simply enter a name or topic, and in seconds you have the data you need. And it only takes a few minutes to download information from the new Go-Go 3 to your personal computer. And that’s not all! The stylish and compact design looks great! It fits easily into a pocket or purse — perfect for a mobile lifestyle. So, why not “go-go” and check it out today?

98. A Which of the following is mentioned as a feature of the Go-Go?

Explanation: The speaker says the Go-Go 3 is a “planner, journal, notepad, and calendar.”

99. B What does the alarm indicate?

Explanation: The alarm is “to remind you of your appointments.”

100. A How long does it take for this device to access an address?

Explanation: The speaker says that address information can be accessed “in seconds.”

## Reading

### Part 5

101. C	111. D	121. A	131. B
102. D	112. B	122. B	132. A
103. B	113. A	123. D	133. C
104. D	114. B	124. D	134. D
105. A	115. B	125. C	135. A
106. C	116. D	126. B	136. C
107. C	117. C	127. C	137. D
108. B	118. A	128. A	138. C
109. A	119. C	129. A	139. D
110. D	120. D	130. B	140. A

### Part 6

141. B The correct term is *outlines*, which means “summarizes” or “presents an overall plan.”
142. C The correct pronoun is *its* because the referent for this word is *memorandum of understanding*, a singular noun phrase.
143. A *Most of the time* means *usually* and is the only choice that fits logically and grammatically into the passage. (*Any* is usually used in negative sentences or questions.)
144. A The noun form *confidentiality* is needed here.
145. B The correct preposition after the noun *need* is *for*. The verb *need* does not take a preposition. (“They *need* some gasoline.”) However, the noun *need* takes *for*. (“There’s a *need for* gasoline.”)

146. A The correct word choice is *enhance*. *Enhance* means “make better” or “make stronger.” (The verb *add* is not correct here because *add* is used with the preposition *to*.)
147. D The past participle *considered* is the correct verb form. A past participle is needed to complete the passive verb phrase *should be . . . considered*.
148. A The phrase *Not only* should be paired with the phrase *but . . . also*.
149. B The correct phrase is *popped up*, meaning “appeared.”
150. D The adjective-clause marker *where* is generally used to join an adjective clause (*where passengers can obtain boarding passes . . .*) to a place (*a site in downtown Buenos Aires*).
151. C The time phrase *that same month* refers back to the phrase *in June* in the previous sentence. Since this is a distinct time in the past, the simple past tense verb form *opened* should be used.
152. C The word *both* is paired with the word *and* (*both Dorval and Mirabel*).

#### Part 7

153. B According to the article, the 300 billion dollars spent in restaurants was “an increase of about 5% from the previous year.”
154. B The article states that ambience is “the synthesis of architecture, furniture [which would include tables and chairs] . . . and even staff attire.” (*Attire* means clothing.) It doesn’t mention the quality of food or service.
155. A The August 11 meeting is described as mandatory; eligible employees must attend.
156. B The footnote indicates that eligibility for the new benefits is restricted to permanent employees who work 30 hours or more a week.
157. C The third paragraph of the memo states that “a brochure is attached.”
158. A The article is a brief description of Morocco’s foreign investment policy; the other choices are not directly discussed in the article.
159. C The article states that financial service companies, which would include banks, are regulated and that there are restrictions as well on air transport and mining companies. There’s no indication that hotels are regulated.
160. D The article states that incentives are provided to non-service companies investing DH100,000 or more, and to small- and medium-sized companies with investments of less than DH5 million. Certain service industries, including engineering firms, also receive incentives. However, a large service corporation investing more than DH5 million would not be eligible for incentives.
161. D The main purpose of the article is to report on a survey that showed a decline in newspaper sales in the majority of countries surveyed.
162. B There were 40 countries surveyed, and sales fell in 23. Therefore, sales must have gone up or remained the same in 17 of the countries surveyed.
163. C *Dramatic* in this reading means “spectacular” or “remarkable.”
164. A The increase in Peru was 90%, while in India it was 28.5%. Sales declined in the United States and European Union countries.
165. C There was a small decline in newspaper sales last year, but Japan continued to lead the world in daily sales.
166. D The letter indicates that if the member renews at this time, his or her membership will continue until April the next year.
167. B *Wild!* is described as a bimonthly journal, which means it is published every two months.
168. B The basic membership fee is given as \$25.
169. A According to the article, “It is difficult to understand the Pareto Principle in completely abstract terms. However, it is easy to understand it through the use of practical examples.”
170. C The article begins, “The Pareto Principle, or Pareto Law . . .” indicating that Pareto Law is a synonym for Pareto Principle. The article goes on to say that the Pareto Principle is “also known as the Law of the Vital Few.” At the end of the first paragraph, the article says, “it is sometimes called the 80/20 Technique.” The Pareto Principle is NOT called the Juran Assumption, although the author of the article believes it should be because J. M. Juran first formulated the law.
171. D According to the Pareto Principle, 20% of the variables (clients) account for 80% of the consequences (sales). In the example given in the second paragraph, there was \$100,000 in sales, so 20% of the clients must have been responsible for \$80,000 in sales (80% of \$100,000).
172. B A “rule of thumb” such as the Pareto Principle is a rule that provides a rough estimate without providing 100% accuracy. It is useful but not always precise.



173. A The article says that while the Pareto Principle may provide a quick way to analyze sales, there are many situations in which the principle is misapplied.
174. A The recipe says that dried cherries, along with dried dates and apricots, can be used “if desired.” They are therefore not a necessary part of the recipe.
175. A If something is *translucent*, light can pass through it. It is therefore “nearly clear” or “semi-transparent.”
176. D The recipe says that the cake should be put in a steamer basket, set over boiling water, and steamed for 40–50 minutes.
177. C There is 0% cholesterol in Nin Go, according to the nutritional information.
178. B The reading says that “‘Recipe Revelations’ is a weekly feature that publishes recipes from local restaurants.”
179. D This business helps other businesses relocate.
180. B The advertisement offers to “take the worry and inconvenience out of your move.”
181. C Attendees are told in the schedule to wear “casual western wear” (clothing) to events at the Carleton Ranch. These events are scheduled on Friday.
182. C The schedule says that the badge is the ticket to all events.
183. A The attendees will not be reimbursed for taxi fare, for room service charges, or for hotel accommodations on Saturday night. However, they are told to keep their receipts for their airline tickets “in order to be reimbursed (paid back).”
184. B According to her email, Marilyn Brady, the assistant regional manager, will be taking over Mr. Yuan’s duties as regional manager at the conference. According to the schedule, on Friday afternoon, regional sales managers will be leading meetings, so Ms. Brady will now have that task.
185. A The upcoming sales conference is the twenty-first such conference, according to the schedule. We learn from the email that Mr. Yuan has attended the last 20 conferences. Therefore, he must have attended all of the conferences up until this one.
186. A According to information on the form, the “data output” that Ms. Heng is requesting is “postal addresses for all current and prospective customers.”
187. D When John Brusaw approved this request, he wrote that he is in the Marketing Department and he circled “deputy director.”
188. B This phrase means “some problems to solve.”
189. D On the form, Grace Heng indicates that she wants the data output by July 3. In the memo, however, Stuart Daniels writes, “If we generate your list, it will be at least a week later than you requested it.” A week after July 3 is July 10.
190. C Stuart Daniels says someone in his office can show her how to generate the list of addresses herself.
191. B The fax from Terry Kim says, “For a list of these companies and information on how to obtain your discount, see pages 2 and 3 of this fax.”
192. D In her fax, Ms. Kim writes, “If you are a recent inkjet/laser buyer (in the last three months), you qualify to answer this survey whether or not you returned that printer to its place of purchase.”
193. A The fax says, “be sure to sign and date the form at the bottom.” However, the signature blank at the bottom of the form has not been filled in.
194. A There is a list of reasons why someone might return a printer on the form. Ms. Deckard indicates on the form that the appearance of the printer (the way it looks) would not lead her to return it. She also indicates that she would return a printer because of the way it prints photos, because of customer support problems, and because of shipping damage.
195. C The fax says, “You will receive a 10% discount on your next purchase from any of our client companies.”
196. A Mr. Pettigrew is making sure that the notes that he took about an upcoming dinner meeting are correct. He is, therefore, confirming the arrangements for the meeting.
197. D The word *contagious* is often used for infectious diseases such as the flu. It means that the disease can be transmitted from one person to another. It is also used for other concepts, such as laughter, or in this letter, enthusiasm. The word *catching* is a synonym for *contagious*. (Contagious diseases, etc., can be “caught” by other people.)
198. C Mr. Pettigrew says in his letter that, according to his notes, Ms. Carrington’s staff will begin to serve food at 8 p.m.

199. C According to Mr. Pettigrew's notes, there will be the choice of two main dishes, chicken picata and vegetarian medley. Ms. Carrington says that, according to *her* notes, they had agreed to provide a third main dish, salmon with a honey-ginger glaze.
200. B Ms. Carrington says that one member of her serving staff will not be available for the dinner, but she promises that this will not affect their "usual high standards of service."