[Loai: DOAN DOI 61-65]

[Q]

**In this part you will read a selection of texts. Each text or set of texts is followed by several questions. Choose the best answer for each question. (8-TA5-2021).**

**Questions 61-65** refer to the following Web page and form

|  |
| --- |
| Welcome to the Brighton Reader Web Page  The Brighton Reader offers a variety of options for making your personal announcement.  Our prices include one-time publishing of your event in the jumbo Sunday edition of the Brighton Reader and online at www.brightonreader.co.uk for 30 days. You may also purchase ten copies of the Sunday edition for the special reduced price of £3 total when you publish an event.  To send your information, please complete the electronic form found here.  Option 1: 55 words maximum, no photos, for £15  Option 2: 75 words maximum, 5 x 7.6 cm photo in black and white, for £45  Option 3: 100 words maximum, 8.9 x 12.7 cm photo in black and white, for £60  Option 4: 150 words maximum, 10.2 15.2 cm maximum-size color photo, for £90 |

|  |
| --- |
| Ordered by: Azin Shinwa  Announcement category: Graduation  Graduation Date of submission:13 May  Date of publication: 18 May  Text to publish:  Congratulations to Bita Shinwa, daughter of Mr. Azin Shinwa, for her graduation from the Andawal University medical programme on 15 May. Highlights of her studies include a three-month residency programme abroad, a semester-long – rural practical workshop, and academic honors. Bita studied for six years to receive her degree and will be going on to work as a cardiologist overseas in the United States. She will also donate one weekend a month as a general practitioner at the Camden Free Clinic in Chicago.  Congratulations, Bita, and best wishes for the future!  Words: 92  Photo attachment: Bitagraduation  Bitagraduation Options: Full-colour printing |

[Q]

61- What is being advertised?

0. University facilities

1. Personal announcements

0. Newspaper subscriptions

0. Event-planning services

[Q]

62. What is suggested about the Brighton Reader?

0. It offers reduced prices to new subscribers

0. It sponsors a number of community events.

1. It is available in more than one format.

0. It is printed only on Sundays.

[Q]

63. How much did the Brighton Reader probably charge Azin Shinwa?

0. £15

1. £90

0. £45

0. £60

[Q]

64. What is Bita Shinwa’s profession?

0. Newspaper editor

0. Marketing specialist

0. University professor

1. Medical doctor

[Q]

65. What does the form indicate about Bita Shinwa’s plans?

1. She will volunteer her time.

0. She will go abroad for the first time.

0. She will donate money

0. She will participate in a workshop.

[Q]

**In this part you will read a selection of texts. Each text or set of texts is followed by several questions. Choose the best answer for each question. (9-TA5-2021).**

**Questions 61-65** refer to the following advertisement and reply.

|  |
| --- |
| One-Med is an emerging growth company that will reward your skills as a Field Sales Representative. One-Med develops and markets medications. Our substantial product line and great prospects for growth allow us to offer you an exciting career opportunity. You will benefit from:  – A strong compensation package  – A supportive management team  – A ‘pay for performance’ system that offers strong incentives  We are looking for candidates with:  – Bachelor’s degree in business or life sciences  – Minimum three years of experience in pharmaceutical sales  – Proven track record of performance  – Strong work ethic and motivation for personal and professional growth  Please send your resume and salary requirements no later than September 2nd to: Human Resources Dept.,  One-Med Pharmaceuticals, Inc.,  3745 Standard Ave.,  Reston, VA.  No phone calls or email applications please.  We are an equal opportunity/affirmative action employer. |

|  |
| --- |
| 190 Single well Road  Reston  VA 44091  September 3rd  Human Resources Dept.,  One-Med Pharmaceuticals, Inc.,  3745 Standard Ave.,  Reston, VA  Dear Sirs,  It is with great interest that I read your advertisement in the Reston Daily Herald. Please find attached a copy of my resume, outlining my qualifications and experience.  As you will see from my resume, I was recently awarded an MBA from the University of Reston. Although I have not come from a background in business, I have been told many times that I have a natural ability to sell. At university, I was in charge of the Student Union Fund-raising committee and broke all previous records. I don’t like to boast, but I am extremely proud to say that during my MBA, I was awarded the Business Department’s Award for Excellence for my thesis. This is a prize awarded to one student in the department each year. This is my greatest achievement to date. While I do not have any experience working in sales, I believe that my studies have prepared me for a career in this field. I “I am looking for an opportunity to put into practice some of the theories I have learned, and to implement some ideas of my own. I am innovative, hard-working, and sure that I could be a great asset to One-Med Pharmaceuticals. I am looking for a starting salary of $30,000.  Please do not hesitate to contact me if I can provide any more information. I can be reached at the phone numbers listed on my resume.  Sincerely,  Kingston Churchill |

[Q]

61- What type of advertisement is this?

1. A job ad

0. A pharmaceuticals sales ad

0. An ad for political candidates

0. An ad for a pharmaceutical catalog

[Q]

62. What does the advertisement offer applicants?

1. Good pay, managers, and opportunities

0. On-the-job training

0. International travel while working

0. A low salary, but other compensations

[Q]

63. Which of the following best describes Kingston Churchill?

0. A college graduate with a BA and work experience in hospitals

0. A person who wants to work hard and advance

1. An MBA graduate with no sales experience

0. A pharmacist with 20 years experience

[Q]

64. What achievement is Kingston Churchill most proud of?

0. Breaking fund-raising records at university

0. Graduating from the University of Reston

1. Winning a prize for his MBA thesis

0. Being a hard worker

[Q]

65. For which of the following reasons is Kingston Churchill unlikely to be offered a position?

0. He has an MBA.

1. He lacks the necessary experience.

0. He is an over-achiever.

0. He is not a motivated worker.