

**PART 7**

**Directions:** In this part you will read a selection of texts, such as magazine and newspaper articles, e-mails, and instant messages. Each text or set of texts is followed by several questions. Select the best answer for each question and mark the letter (A), (B), (C), or (D) on your answer sheet.

Questions 147-148 refer to the following advertisement.

**Wayne Rental Available**

A sparkling two-bedroom, one-bath apartment is available in the village of Wayne, fifteen miles from the center of Bowling Green. Situated in a mid-rise building that is ten years old, the apartment is convenient to shops and cafés and within walking distance of the train station. The oven and dishwasher have just been replaced, and a fresh tile countertop has been installed in the kitchen. A new washer and dryer set is next to the pantry. The monthly rent is \$950, including utilities. Sign a one-year lease and you can move in as early as August 1. Call (419) 555-0145 to arrange a tour.

**147.** What is suggested about the apartment building?

- (A) It is under new management.
- (B) It has a large parking area.
- (C) It is close to public transportation.
- (D) It was constructed one year ago.

**148.** What is NOT mentioned as a new appliance?

- (A) A refrigerator
- (B) A clothes dryer
- (C) An oven
- (D) A dishwasher

Questions 149-150 refer to the following notice.

We appreciate your purchase from Drapes-A-Lot!

For issues regarding payment, exchanges, and returns, please contact your nearest Drapes-A-Lot retailer. For help with damaged or missing parts, instructions for do-it-yourself installation, or questions about your product, call Drapes-A-Lot customer support at (713) 555-0101. Representatives are available to answer questions Monday through Friday, 9:00 A.M. to 5:00 P.M. Before calling, please have the following information ready: your name and phone number, the purchase order number, and where you made your purchase.

- 149.** What does the notice suggest about Drapes-A-Lot?
- (A) It does not offer installation service.
  - (B) It does not accept returns.
  - (C) It provides online customer support.
  - (D) It recently opened retail stores.
- 150.** According to the notice, what information is necessary when contacting customer support?
- (A) The serial number of the product
  - (B) The store location where the product was bought
  - (C) The credit card number used to make the purchase
  - (D) The e-mail address of the customer

Questions 151-152 refer to the following text-message chain.

**Keith Odom (10:15 A.M.)** We're almost finished trimming the bushes and trees around the lobby entrance. We'll trim everything in the back garden after lunch. While we're in the front, though, we're going to weed the flower beds.

**Rebecca Truesdell (10:18 A.M.)** I thought they were cleaned up earlier this week.

**Keith Odom (10:20 A.M.)** Remember it rained. We couldn't get to the weeding on Wednesday.

**Rebecca Truesdell (10:25 A.M.)** That's right. Yes, please finish out front first. We have two large parties scheduled for tomorrow, so we want the hotel entrance and grounds to look good.

**Keith Odom (10:27 A.M.)** Okay. This should not take more than an hour or so.

**Rebecca Truesdell (10:28 A.M.)** Let me know when you're finished in the back garden. We're expecting the delivery of some new patio furniture later this afternoon, and that will be set up as soon as it arrives.

•••••

151. Who most likely is Mr. Odom?

- (A) A hotel manager
- (B) An event planner
- (C) A building inspector
- (D) A groundskeeper

152. At 10:25 A.M., what does Ms. Truesdell most likely mean when she writes, "That's right"?

- (A) She requested that some trees be trimmed.
- (B) She confirmed the guest reservations.
- (C) She remembered why a job was not done.
- (D) She understood why some furniture had not been delivered.

Questions 153-154 refer to the following advertisement.

The advertisement is framed with a decorative border featuring four stylized floral or leaf-like motifs at the corners. The title "SAFT'S BOOKSHOP" is centered at the top in a bold, serif font. Below it, the words "Moving Sale" are also centered. The main text describes a sale from September 23 to 30 where all store fixtures, furniture, and equipment, including antique bookshelves, are being sold. It encourages readers to purchase gently used items at amazing prices and even offers negotiation. The final sentence states that the shop will reopen in February at a new location, 4900 Bundar Street, with a distinct interior design.

**SAFT'S BOOKSHOP**

Moving Sale

From 23 September through 30 September, Saft's Bookshop at 312 High Street will be selling all its store fixtures, furniture, and equipment. This includes the beautiful antique bookshelves from our main storefront window. Don't miss this great opportunity to purchase gently used items to furnish your own store. We are offering items at amazing prices and are even willing to negotiate.

Saft's Bookshop will reopen its doors at 4900 Bundar Street in February. It will be significantly more spacious and feature a distinct interior design. Please be sure to visit us at our new location.

- 153.** What is indicated about antique bookshelves?
- (A) They will be moved to a location on Bundar Street.
  - (B) They have been on display in a shop window.
  - (C) They are in poor condition.
  - (D) They were built by a famous designer.
- 154.** What is suggested about the new Saft's Bookshop?
- (A) It will be on the same street as the current location.
  - (B) It will be open seven days a week.
  - (C) It will be larger than the old shop.
  - (D) It will retain most of its staff.

Questions 155-157 refer to the following newsletter.

**Birch Hill Center for the Arts Committee**  
**Supporters' Newsletter**

The committee has been hard at work this year! We are close to reaching our goal of building a community arts center that will serve all the people of our lovely town of Birch Hill. Here is what we have accomplished so far.

- In January, we completed a community survey about what activities to offer in the new Birch Hill Center for the Arts.
- In February, we completed a feasibility report and narrowed the potential building sites to three possibilities.
- In April, we submitted our project budget proposal to the city council for approval.
- In May, we interviewed several candidates for the managing director position.

During the next two months, we will:

- Select our new managing director
- Choose the location for the center
- Complete the construction blueprints
- Finalize the construction budget and timeline
- Draft our events calendar

And this fall, we should begin construction on the Birch Hill Center for the Arts!

As always, we welcome your input on the process. Please send questions or comments to our committee at [project@bhca.org](mailto:project@bhca.org). If you are interested in serving on the committee, please call 952-555-0128.

- 155.** When did the committee send a proposed budget to the city?
- (A) In January  
(B) In February  
(C) In April  
(D) In May
- 156.** Where did the committee gather information about what activities to offer?
- (A) From a survey  
(B) From a report  
(C) From a proposal  
(D) From personal interviews
- 157.** What is someone who wants to join the committee directed to do?
- (A) Complete a questionnaire  
(B) Send an e-mail  
(C) Visit a Web site  
(D) Make a phone call

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Questions 158-160 refer to the following job advertisement.

## Patton Advertising Is Hiring Now!

We are seeking motivated, enthusiastic individuals to join us in our design, finance, and IT departments. Previous experience in the advertising sector is useful but not required.

### Our Work

Here at Patton, we've designed advertisements and created marketing strategies for a wide range of clients. This work has included designing logos and Web sites, as well as creating ads for local radio and a national billboard. Under the leadership of CEO Amie Adesina, we're looking to expand in new directions and tackle even more exciting projects.

### Some Employee Comments

- "In my first six months as a designer at Patton, I've already had the chance to work with several clients and even lead my own team. The work isn't always easy, but if you enjoy a fast-paced, challenging environment, you'll really thrive here." *Thomas Kuti*
- "I've been working as a legal consultant at Patton for just under a year now, and I've enjoyed every moment. There's a fantastic working culture, with generous employee benefits including a gym membership and paid time off for volunteering. It's the best company I've ever worked for." *Sabina Hussain*

Visit our Web site [www.pattonads.com/careers](http://www.pattonads.com/careers) to see vacancies and apply for jobs.

**158.** The word "sector" in paragraph 1, line 2, is closest in meaning to

- portion
- industry
- region
- operation

**159.** What is Mr. Kuti's job?

- Designer
- Lawyer
- IT technician
- CEO

**160.** What is true about both Mr. Kuti and Ms. Hussain?

- They enjoy volunteering in their spare time.
- They think everyone would enjoy working at Patton.
- They are team leaders in their departments.
- They have worked at Patton for less than a year.

Questions 161-163 refer to the following letter.

31 July

Dr. Shamalie Mowatt  
Cornwall University Hospital  
22-28 Victoria Avenue  
Kingston 6

Dear Dr. Mowatt,

It is a pleasure to recommend Mr. Renaldo Silva for your nursing programme. — [1] —. Mr. Silva has served as an assistant to our two on-site registered nurses at Summer Camp West, four days a week for the past two summers. The young campers here have grown quite fond of Mr. Silva. They appreciate his kind but dedicated approach to wellness. — [2] —. He is patient and nurturing, and I am confident that he will succeed in a nursing programme such as yours.

As a nurse myself for more than three decades, I have worked with young professionals in various settings, including large hospitals, small clinics, schools, and, for the past several years, exclusively at Summer Camp West. — [3] —. I therefore strongly believe that Mr. Silva will be an active and successful programme participant.

— [4] —. If you have any questions about Mr. Silva, please feel free to call me at (876) 555-0140.

Yours sincerely,

*Benita Oliveira*

Benita Oliveira

- 161.** Who most likely is Dr. Mowatt?
- The owner of a summer camp
  - The director of a training program
  - A candidate for a health-care position
  - A professor of human biology
- 162.** What is indicated about Ms. Oliveira?
- Her child attends Summer Camp West.
  - She has been employed in health care for over 30 years.
  - She works at Summer Camp West four days a week.
  - She supervises nursing staff at a hospital.
- 163.** In which of the positions marked [1], [2], [3], and [4] does the following sentence best belong?
- "As such, I can attest to Mr. Silva's professionalism and his compassion for those in his care."
- [1]
  - [2]
  - [3]
  - [4]

Questions 164-167 refer to the following document.

## Sky-High Roofing

Workers doing construction or repair work on roofs face multiple potential hazards. Ladders, skylights, and physical exposure to the natural elements involve risks. Stay safe by using commonsense practices. Follow these guidelines.

### Dress for safety.

- Wear long-sleeved shirts, even in warm weather, and keep your wrist cuffs buttoned
- Wear long pants without cuffs, as they can snag on roofing material and catch debris
- Wear work boots that cover the ankles, and replace boots when the soles show excessive wear

### Use personal protective equipment.

- Wear gloves that cover the wrists, making sure there is no gap between the top of the gloves and the bottom of the sleeve cuffs
- Use protective eyewear

### Begin the day right.

- Review the work plan with all members of the team
- Check the condition of ladders and all safety equipment

I confirm that I have reviewed and understood these guidelines.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**164.** For whom is the document most likely intended?

- (A) Ladder manufacturers
- (B) Clothing designers
- (C) Home inspectors
- (D) Roof installers

**165.** The word “practices” in paragraph 1, line 3, is closest in meaning to

- (A) regular actions
- (B) physical exercises
- (C) professional businesses
- (D) performance rehearsals

**166.** What is indicated in the document?

- (A) Sky-High Roofing specializes in solar panel installation.
- (B) Homeowners are responsible for marking hazardous areas.
- (C) Clothing that covers the arms and the legs is essential.
- (D) Roofers must attend a company workshop.

**167.** What is NOT mentioned in the document as a safety measure?

- (A) Using safety glasses
- (B) Using earmuffs
- (C) Wearing sturdy footwear
- (D) Performing equipment checks

Questions 168-171 refer to the following article.

## ***Public Works Challenge***

CARBERRY (April 15)—From its inception, the Carberry Public Works Building has met with little appreciation from the public. When architects unveiled the blueprints for the structure, longtime residents argued that its bright colors and angular shapes did not blend well with Carberry's distinctive redbrick buildings. Local concerns even sparked the creation of a social media group, whose members urged residents to voice their opinions at town council meetings and in other public forums. — [1] —.

In the end, a more conservative version of the original building design was drafted and the grand opening was planned for April 28. — [2] —. However, the owners of nearby buildings started to report drainage issues caused by significant water runoff.

"When the property was an open field with grass and trees, excess rainwater was quickly absorbed into the ground," explains Trudy Molina, owner of the Axios Office Building. "Now water pools up and floods adjacent parking areas during heavy rains." — [3] —.

According to town manager Bert Montiel, the unfortunate result of the building project was unforeseen, and construction engineers are working swiftly to correct the issue before the Public Works Building opens. — [4] —. A team has begun the installation of additional gutters and connecting drains to divert the water to the neighborhood's underground sewer system. The work should be completed in time to celebrate the building's opening in late May.

**168.** What was the subject of initial complaints about the Carberry Public Works Building?

- (A) Its size
- (B) Its design
- (C) Its location
- (D) Its purpose

**169.** What is suggested about the town of Carberry?

- (A) It is postponing an event.
- (B) It is seeking a new town manager.
- (C) It has multiple projects for next year.
- (D) It has fewer residents than nearby towns.

**170.** How will the town address Ms. Molina's concerns?

- (A) By improving the signage at the Axios Office Building
- (B) By reimbursing her for a utility bill
- (C) By directing water away from an area
- (D) By expanding a building's parking area

**171.** In which of the positions marked [1], [2], [3], and [4] does the following sentence best belong?

"Dozens of people did just that."

- (A) [1]
- (B) [2]
- (C) [3]
- (D) [4]

Questions 172-175 refer to the following online chat discussion.

The screenshot shows a simulated online chat interface with three participants: Reese, Tamara; Chambers, Curtis; and Diaz, Marta. The messages are timestamped from 1:30 P.M. to 1:40 P.M.

**Reese, Tamara [1:30 P.M.]** Thank you for contacting Green City Tours. How may I assist you?

**Chambers, Curtis [1:32 P.M.]** Hello. I am writing about Yorke Corporation's upcoming trip to Vancouver. I believe that Green City Tours has arranged for all meals to be included for the participants. Is that correct?

**Reese, Tamara [1:33 P.M.]** No, the terms of the contract specifically state that "Participants will be hosted to both a welcome reception and a farewell dinner. All other meals are to be covered at the participants' own expense during the program." Please let me know if there are any more questions you have about this trip.

**Chambers, Curtis [1:35 P.M.]** That's disappointing! Our previous employee trips have included all meals. Could I be connected with a supervisor? I'm quite certain that this option should have been included in the contract.

**Diaz, Marta [1:37 P.M.]** Good afternoon, Mr. Chambers. I apologize for any misunderstanding concerning Yorke Corporation's contract terms with Green City Tours. The contract was created in accordance with the requests of Franklin Wang, your company's CFO. It was his stipulation that intervening meals not be included. We could make recommendations for some other dining options.

**Chambers, Curtis [1:40 P.M.]** That's OK. Thank you both for your assistance. I'm going to consult with Mr. Wang about the situation. I may be in touch with you again soon.

- 172.** Why does Mr. Chambers contact Green City Tours?
- (A) To plan a trip for new employees
  - (B) To question a credit card charge
  - (C) To inquire about the details of a trip
  - (D) To provide emergency contact information
- 173.** At 1:35 P.M., what does Mr. Chambers most likely mean when he writes, "That's disappointing"?
- (A) He does not agree with the restaurant recommendations.
  - (B) He is frustrated with being unable to attend the trip.
  - (C) He does not think Ms. Reese can answer his question.
  - (D) He does not like some contract terms.
- 174.** What most likely is Ms. Diaz' job?
- (A) Customer service manager
  - (B) Vancouver city administrator
  - (C) Travel blog writer
  - (D) Hotel concierge
- 175.** What will Mr. Chambers do next?
- (A) Prepare a welcome speech
  - (B) Research a historical site
  - (C) Speak with a colleague
  - (D) Sample some food items

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**Questions 176-180** refer to the following e-mail and article.

To:	Nadja Burton <manager_publicaffairs@jaspertonintlairport.com>
From:	Ron Hylton <rhytton@cityofjasperton.gov>
Date:	October 3
Subject:	Ribbon-cutting ceremony

Hello, Ms. Burton,

I am sorry to tell you that, because of an unexpected scheduling conflict, Mayor Blau must cancel her appearance at next week's event. The mayor is proud to have played a part in negotiating a noise-reduction agreement between Jasperton International Airport and nearby homeowners, and she regrets that she will not be there to celebrate. The city council chairperson will take her place.

By the way, we heard the good news about Arovion Air—congratulations! A lot of people traveling to East Asia on business will be happy to take advantage of this.

Regards,

Ron Hylton, Communications Director  
Office of the Mayor

### Airport and City Leaders to Celebrate Project Completion

JASPERTON (October 5)—A ribbon-cutting ceremony will be held at Jasperton International Airport on October 12. The event will mark the completion of the extension of airport runway 15. City council chairperson Rosalie Colman and airport director Norris Yuan will gather with other invited guests to cut the ribbon at 9:30 A.M.

The runway extension project, which began five months ago, was not without controversy. Complaints by groups of homeowners concerned about noise pollution eventually led to the construction of concrete noise barriers that were not a part of the initial project plan.

The extension of runway 15 ushers in a new era for travel in the region. The runway is now long enough to accommodate the wide-body aircraft that can travel lengthy international routes. At least one long-haul carrier is already preparing to fly nonstop from Jasperton to East Asia.

176. Why most likely was the e-mail written?
- (A) To give notification of a change in plans
  - (B) To issue an invitation
  - (C) To modify a flight reservation
  - (D) To summarize a recent meeting
177. How did Mayor Blau support a project?
- (A) She helped obtain some construction permits.
  - (B) She helped two groups reach an agreement.
  - (C) She established a relationship with an overseas airline.
  - (D) She negotiated with the city council for increased funding.
178. What is being publicized in the article?
- (A) The dedication of a new airport
  - (B) The appointment of an airport director
  - (C) The design of a new wide-body aircraft
  - (D) The opening of an extended runway

179. What is suggested about Arovion Air?
- (A) It is under new management.
  - (B) It is popular for its low ticket prices.
  - (C) It will provide long-distance flights.
  - (D) It recently relocated its headquarters.
180. Who most likely will represent Jasperton's mayor at a ceremony?
- (A) Ms. Burton
  - (B) Ms. Colman
  - (C) Mr. Hylton
  - (D) Mr. Yuan

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Questions 181-185 refer to the following letter and receipt.

December 2

Paul Reggar, Manager  
Pelder Opticians  
930 Main Street  
Tamisville VT 05003

Dear Mr. Reggar,

I recently visited your store and was unable to find eyeglass frames that were the right size for me. Ms. Morgan waited on me and was very helpful, but you had virtually no adult styles that fit my small, narrow face. I hope that in the future you will have more petite frames for women.

I found a pretty pair of glasses online at Your Best Frames that are a petite size. I plan to purchase them this week. If I buy the frames, could I have them shipped directly to your store for you to make and insert the lenses? I look forward to hearing back from you promptly.

Sincerely,

*Stephanie Potts*  
Stephanie Potts

### YOUR BEST FRAMES

www.yourbestframes.com

**Date:** December 5

**Customer:** Stephanie Potts  
201 Broad Street, Tamisville VT 05003

**Ship to:** Manager, Pelder Opticians  
RE: Order for S. Potts  
930 Main Street, Tamisville VT 05003

**Order number:** 28734T2

Order details: 1 pair women's frames by Sue Lane  
Color/Style: Black/Petite frame 9374-87

**Price:** \$127.00  
Credit card: LANA Bank \*\*\*\* \* 7872

**Processed by:** Simon Gyula

**Notes:** Ship directly to Pelder Opticians, per Ms. Potts.  
Expected delivery by December 12. Paid in full.

- 181.** What is the purpose of the letter?  
 (A) To ask how to return a product  
 (B) To inquire about a repair  
 (C) To make a special request  
 (D) To ask about a shipping date
- 182.** Where does Ms. Morgan work?  
 (A) At a shipping company  
 (B) At a retail clothing store  
 (C) At an optician's shop  
 (D) At a credit card company
- 183.** What is suggested about Pelder Opticians?  
 (A) It is located on Broad Street.  
 (B) It has a large selection of petite eyewear.  
 (C) It has an online store that sells frames.  
 (D) It will insert lenses into frames bought elsewhere.
- 184.** To whom is Your Best Frames shipping a package?  
 (A) Mr. Reggar  
 (B) Ms. Potts  
 (C) Ms. Lane  
 (D) Mr. Gyula
- 185.** What is indicated about the order?  
 (A) It was submitted on December 2.  
 (B) It is expected to arrive by December 5.  
 (C) It has already been paid for.  
 (D) It contains an extra pair of frames.

Questions 186-190 refer to the following Web page, schedule, and letter.

The screenshot shows a web browser window with the URL <http://www.milfordjanitorialservice.com>. The page title is "Milford Janitorial Service" and the address is "956 Meadowvale Road, Milford, Connecticut 06460". The main content discusses the service's offerings and a four-step process for requesting services:

1. Contact MJS with your request, describing how we can best serve you.
2. We will visit your place of business for a free consultation.
3. We contact you with recommendations and a cost estimate within 72 hours.
4. You review our estimate and if satisfied, you sign our contract.

Milford Janitorial Service (MJS) Assignment schedule for the evening of Monday, June 10		
Location	Details	Team
Hallender Office Supply	Dusting and vacuuming	Silver Team
Shoreside Bank	Window cleaning	Blue Team*
Larimar Café	Restroom cleaning	Green Team
Powder's Laundromat	Floor cleaning and polishing	Gold Team*
J. Mallory Accounting	Dusting and vacuuming	Silver Team

\*Note that beginning next month, the Blue Team and the Gold Team will switch cleaning roles.

Irene's Formal Wear • 1800 Canopy Lane • Milford, Connecticut 06461

June 17

Milford Janitorial Service  
956 Meadowvale Road  
Milford, Connecticut 06460

Hello,

Your company was referred to me by a customer of mine. I have a specific need, requiring professional floor cleaning and polishing in the large lobby of my business. It is important that the lobby is always sparkling. I would like this service provided weekly, beginning on July 1. Looking forward to hearing from you soon.

Sincerely,

*Irene Nogueira*

Irene Nogueira  
Irene's Formal Wear

186. What is indicated about MJS?

- (A) It is under new management.
- (B) It is renewing its annual contracts.
- (C) It specializes in residential cleaning.
- (D) It provides services every day of the week.

187. For whom is the schedule intended?

- (A) Clients of MJS
- (B) Cleaning product suppliers
- (C) Employees of MJS
- (D) Job seekers

188. Where will the Silver Team be on June 10 ?

- (A) Shoreside Bank
- (B) Larimar Café
- (C) Powder's Laundromat
- (D) J. Mallory Accounting

189. What will an MJS representative most likely do next in response to the letter?

- (A) Call Irene's Formal Wear to provide references
- (B) Make a visit to Irene's Formal Wear
- (C) E-mail an estimate to Ms. Nogueira
- (D) Send a contract to Ms. Nogueira

190. Which team will most likely be assigned to work at Irene's Formal Wear in July?

- (A) The Silver Team
- (B) The Blue Team
- (C) The Green Team
- (D) The Gold Team

Questions 191-195 refer to the following menu, invoice, and e-mail.

### Deelish Barbecue Catering Menu

#### **BBQ and Fixings Buffet: \$17.95 per person**

Choose two meats and two side dishes.

Meats: Beef, chicken, pork, sausage

Sides: Green beans and onions, potato salad, macaroni and cheese, baked beans

Comes with salad, drink (soft drink, coffee, or tea), and bread (cornbread or dinner roll).

#### **Extra sides available by the pound**

\$6.50: Green beans and onions

\$6.00: Potato salad

\$5.00: Macaroni and cheese

\$4.00: Baked beans

#### **Breakfast Buffet (priced per person)**

Choice A (\$8.95): Assorted pastries and fresh fruit plus drink (coffee, tea, milk, or fruit juice)

Choice B (\$10.95): Pancakes with syrup and all of Choice A

Choice C (\$13.95): Assorted omelets and all of Choice A

Contact our events manager with any questions or issues with your order.

### INVOICE Deelish Barbecue Catering

Item	Unit Cost	Quantity	Amount
BBQ and Fixings Buffet	\$17.95	30	\$538.50
Extra side	\$6.00	3	\$18.00
Delivery charge			\$20.00
(Order to be delivered June 23)			
Breakfast Choice C	\$13.95	30	\$418.50
Delivery charge			\$20.00
(Order to be delivered June 24)			
Subtotal			\$1,015.00
Tasting fee			\$14.00
Sales tax (6%)			\$61.74
<b>Total Due Now</b>			<b>\$1,090.74</b>

To:	Derrick Arnaud <darnaud@deelishbbq.com>
From:	Marissa Keum <mkeum@keumaccountancy.com>
Date:	June 3
Subject:	Invoice
<p>Dear Mr. Arnaud,</p> <p>Thank you for sending the invoice. I just have a few questions about the invoice and was hoping you could help.</p> <p>When we spoke by phone last week, you mentioned that you would deduct our tasting fee (\$14.00 for two people) from our total purchase price, but the invoice does not show this.</p> <p>I also had asked if I could pay half the balance now and the other half when the food is delivered. Would this arrangement still work? If so, I will make the deposit payment once I receive the new invoice.</p> <p>Sincerely,</p> <p>Marissa Keum</p>	

191. According to the menu, what item is NOT included with the BBQ and Fixings Buffet?
- (A) Salad
  - (B) Drink
  - (C) Bread
  - (D) Fruit
192. According to the invoice, why is the customer being charged twice for delivery?
- (A) The deliveries will occur on separate days.
  - (B) The deliveries will be made outside the usual delivery area.
  - (C) Deelish Barbecue made a mistake in the charges.
  - (D) The customer made an error in payment.
193. What extra side item did Ms. Keum purchase?
- (A) Green beans and onions
  - (B) Potato salad
  - (C) Macaroni and cheese
  - (D) Baked beans
194. Who most likely is Mr. Arnaud?
- (A) A catering supervisor
  - (B) A customer
  - (C) A restaurant owner
  - (D) A food critic
195. Based on the e-mail, what does Ms. Keum expect Mr. Arnaud to do next?
- (A) Call her to review the order
  - (B) Reschedule a delivery
  - (C) Send her a new invoice
  - (D) Provide tasting samples

Questions 196-200 refer to the following article, press release, and e-mail.

### *Clareton Business Digest*

(February 8)—Many companies, especially those that sell mid-priced apparel brands, have embraced an interesting strategy. Instead of focusing on local and regional markets for their products, they purposely diversify their retail locations. For example, instead of opening ten stores across East Asia, the companies may opt to limit locations in East Asia to only a few, while adding new ones in Latin America or the Middle East.

As Chester Mau, a marketing consultant, explained, “This approach serves as a buffer against economic downturns or periods of slower growth in any one geographical area.”

Some of the companies already pursuing this strategy include Charisma Fashions and The Baby’s Closet. With its planned April move into the Latin American market, Lolo Sportswear will follow suit.

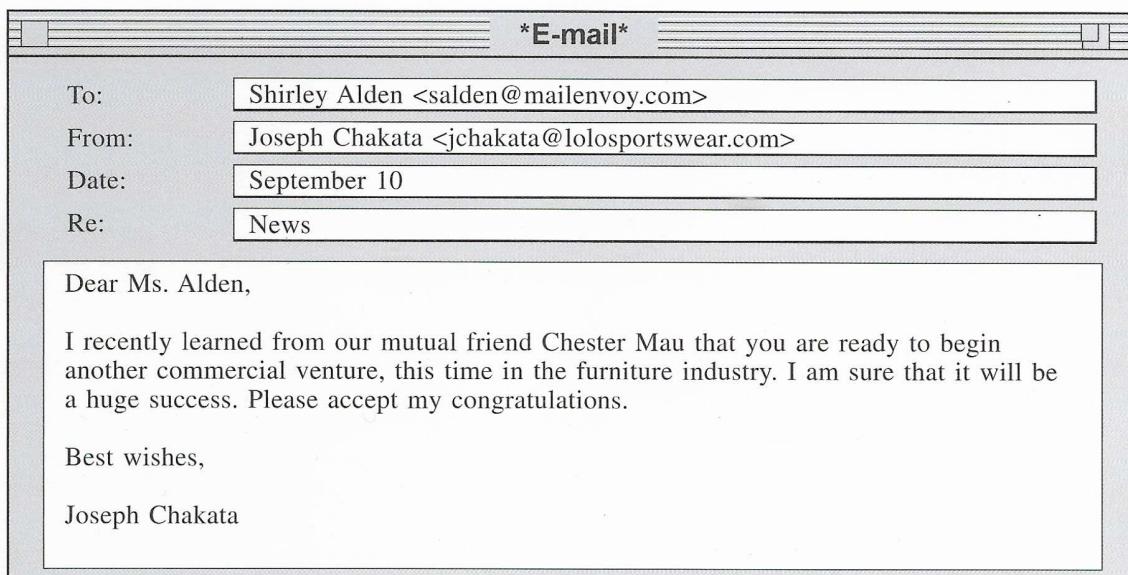
#### **FOR IMMEDIATE RELEASE**

**June 13**

Contact: Maura Keele, mkeele@lolosportswear.com

(Clareton)—Lolo Sportswear announced today that Joseph Chakata will become its new chief executive officer. Mr. Chakata will assume responsibilities in July. He previously served as CEO for eight years at the leading fashion design firm Colorspright, Inc.

Mr. Chakata will replace Shirley Alden, who founded Lolo Sportswear and then served as its CEO for eighteen years. Remarked Ms. Alden, “I am pleased to be leaving Lolo Sportswear in such capable hands. The company is ready for its next big chapter.” The leadership transition comes after the successful launch in April of the company’s first overseas stores. An additional expansion is planned for the end of the year.



- 196.** Why should a company use the business strategy described in the article?  
 (A) To fill leadership positions more quickly  
 (B) To increase a brand's visibility  
 (C) To create a more diverse workforce  
 (D) To avoid dependence on a single region
- 197.** In what month did Lolo Sportswear's leadership change?  
 (A) April  
 (B) June  
 (C) July  
 (D) December
- 198.** What is suggested about Mr. Chakata?  
 (A) He is a fashion designer.  
 (B) He lives in the Middle East.  
 (C) He recently graduated from business school.  
 (D) He will oversee businesses in Latin America.
- 199.** According to the press release, who is Ms. Alden?  
 (A) The founder of a successful company  
 (B) A marketing consultant  
 (C) A human resources specialist  
 (D) The owner of a business publication
- 200.** What is implied about Ms. Alden?  
 (A) Her retirement in East Asia has been enjoyable.  
 (B) Her latest venture is in an industry that is new to her.  
 (C) She has previously invested in Colorspright, Inc.  
 (D) She has asked Mr. Chakata for advice.

**Stop! This is the end of the test. If you finish before time is called, you may go back to Parts 5, 6, and 7 and check your work.**