

PART 6

Directions: Read the texts that follow. A word, phrase, or sentence is missing in parts of each text. Four answer choices for each question are given below the text. Select the best answer to complete the text. Then mark the letter (A), (B), (C), or (D) on your answer sheet.

Questions 131-134 refer to the following e-mail.

To: All employees <staff@TFF.com>
 From: Walter C. Handy <wchandy@TFF.com>
 Subject: Sales Incentive Program
 Date: 15 November

Dear TFF Sales Team,

I am writing to introduce you to a new, double-incentive program for the fourth quarter of this year! In addition to our standard cash bonus plan, sales associates will now have the opportunity _____ tickets to concerts, sporting events, and theater performances. This extra incentive is
 131. _____ designed to help make this our greatest sales year ever. _____
 132.

More _____ will be provided in the next few days. _____, if you have any questions about this
 133. _____ 134. program, contact the Human Resources Department.

To our continued success,

Walter C. Handy, CEO

131. (A) to earn
 (B) earning
 (C) earner
 (D) having earned

132. (A) The fiscal year ends in October.
 (B) I am confident that we can achieve this goal.
 (C) Attendance at the event is mandatory.
 (D) TFF is looking to renovate its offices next year.

133. (A) supplies
 (B) details
 (C) products
 (D) receipts

134. (A) Similarly
 (B) Therefore
 (C) Above all
 (D) In the meantime

GO ON TO THE NEXT PAGE

Questions 135-138 refer to the following information.

Accountarium: The quarterly magazine for accountants

Call for Submissions

Our fourth and final edition of the year will include a feature on accountants who have made a career shift. The financial service ----- that accountants gain are in demand even by those seeking to hire for positions outside of finance. -----, many professional accountants have been persuaded to take on other roles.

If you have made such a change in careers, we would like to hear about it. In no more than 800 words, describe your background in accounting and explain ----- it is useful in your new profession. Send this as an attachment to features@accountarium.com. ----- . We regret that any submissions received after this date cannot be considered.

135. (A) industry
(B) skills
(C) needs
(D) fields
136. (A) Nevertheless
(B) Once again
(C) In addition
(D) Consequently
137. (A) what
(B) whose
(C) how
(D) which
138. (A) The deadline for submissions is October 15.
(B) We hire accountants at all stages of their careers.
(C) This credential is widely recognized.
(D) We thank you for your response received today.

Questions 139-142 refer to the following testimonial.

For months, Yi Zhang, owner of Zhang Office Supplies, had been searching for a way to increase -----
139. Then, by sheer chance, he heard about an approach called Voice of the Customer (VOC).
 "When I called Hsing Market Research I was really intrigued as the method was presented to me.
 The representative I spoke with convinced me to give ----- a try." Mr. Zhang learned that VOC
140. uses market research as an aid to designing targeted advertisements. Using the method, he first
 determined ----- what potential customers are concerned about and what they want when
141. shopping for office supplies. Then he used candid quotes from the people who participated in his
 market research to create advertisements for his Web site. -----
142. "Thanks to VOC," he says, smiling, "my customer base has expanded like never before."

139. (A) production
 (B) capacity
 (C) sales
 (D) wages

140. (A) anyone
 (B) it
 (C) mine
 (D) those

141. (A) exactly
 (B) exact
 (C) exacting
 (D) exactness

142. (A) He has been in business for eleven years.
 (B) He also used them in direct e-mail campaigns.
 (C) He also owns a local supermarket.
 (D) He plans to move to a smaller building.

Questions 143-146 refer to the following notice.

To help reduce traffic congestion and make parking easier, Newgrange Township will provide free bus rides to and from this year's Newgrange County Fair. ----- will be available from Friday, June 5, to Sunday, June 7. Planned pickup locations include the Rhinesberg Elementary School on Route 38 and the Newgrange Municipal Building on Main Street.

Buses going to the fair will depart from these locations hourly from 8 A.M. to 5 P.M. Buses ----- the fairgrounds on the half hour, from 8:30 A.M. to 7:30 P.M. Please note that children under the age of 16 must be accompanied by an adult. -----.

The Newgrange County Fair Committee thanks our generous sponsors for providing buses and ----- this year. We hope you will join us at the Newgrange County Fair!

143. (A) Refreshments
(B) Information
(C) Transportation
(D) Entertainment

146. (A) driven
(B) drivers
(C) drivable
(D) drive

144. (A) will leave
(B) have left
(C) leaving
(D) left

145. (A) Thank you for coming to this year's auto show.
(B) There will be an increase in the cost of the service.
(C) We hope you enjoyed your stay at the hotel.
(D) No food or drinks are permitted on the buses.