

## Part 6:

**Directions:** Read the texts below. You will find a word or phrase missing in some of the sentences. Below each of the sentences, four answer choices are given. Select the most appropriate answer to complete the text. Then mark the letter (A), (B), (C), or (D) on your Answer Sheet.

Questions 141-143 refer to the following advertisement.

Texas INSTRUMENTS, due to rapid expansion, is seeking an experienced \_\_\_\_\_ with demonstrated  
141. (A) individual  
(B) individually  
(C) individualism  
(D) individualist  
analytical instrument sales and management ability to be responsible for the organization and  
administration of a regional sales office. Texas Instruments is a \_\_\_\_\_ manufacturer of industrial and  
142. (A) prevalent  
(B) leading  
(C) foremost  
(D) habitual  
laboratory instruments. The REGIONAL SALES MANAGER'S responsibilities will include the hiring  
and supervision of sales, service, and clerical personnel, monitoring of revenues and expenses and  
budgeting forecasts. Demonstrated ability to manage a sales office, 3-year experience in direct sales of  
scientific, analytical instrumentation, and a college degree in Chemistry \_\_\_\_\_.  
143. (A) be requiring  
(B) are required  
(C) has required  
(D) to require

Questions 144-146 refer to the following advertisement.

### Administrative assistant

Are you looking for personal and social fulfillment? Asia22, a nonprofit organization with a \_\_\_\_\_ on  
144. (A) attention  
(B) highlight  
(C) response  
(D) focus  
activities throughout Asia, is looking for a highly motivated person with excellent communication skills  
to assist our team. \_\_\_\_\_ experience with nonprofit organizations is not necessary. A bachelor's  
145. (A) Previous  
(B) Early  
(C) Precise  
(D) Timely  
degree is preferred. We do seek someone with a desire to learn. The position \_\_\_\_\_ a number of  
146. (A) involve  
(B) involves  
(C) involving  
(D) involvement  
tasks specifically related to public relations and fund-raising, and the successful candidate will have an  
opportunity to grow within the organization. This Washington office position will require travel to many  
parts of the world, including regional offices in northern Africa (Morocco), sub-Saharan Africa (Angola)  
and Europe (Germany). Interested persons should e-mail or fax a résumé with cover letter to John Lewis  
at Asia22, 878 Third Ave, Washington City, 10069. Fax at 224-544-6441. All candidates must also show  
proof of a valid driver's license and passport.

**Questions 147-149 refer to the following memo.**

To: All staff  
From: John Grisham, Marketing Director  
Subject: Marketing strategy

As of December 3, we will discontinue the use of return cards \_\_\_\_\_ we attach to our advertisements in

- 147.** (A) which  
(B) whose  
(C) what  
(D) of which

magazines. Lately, we have \_\_\_\_\_ fewer return cards. Fifteen years ago, we obtained 300 new customers each

- 148.** (A) to receive  
(B) been receiving  
(C) been received  
(D) receiving

year through return cards. Recently, however, those numbers have dropped to 40 new customers annually.

Through surveys, the marketing department has learned that the public would rather call our toll-free subscription number than complete and mail a return card. They prefer this method not because of cost savings but because of convenience. They find it faster and easier to speak to someone directly over the phone. Therefore, the marketing department has decided to discontinue the use of return cards.

Because we have made this change in our marketing strategy, we must explore other avenues for increasing our customer base. We have hired outside consultants to help us improve our long-range marketing plans. They are experts \_\_\_\_\_ harnessing the power of the Internet to achieve business goals. We plan to use e-commerce

- 149.** (A) for  
(B) as  
(C) on  
(D) in

to give us a competitive edge over our competitors.

**Questions 150-152 refer to the following note.**

Brown,

While you were meeting with the \_\_\_\_\_ client, Jan Hammer of Data Center called. He was really upset, but not

- 150.** (A) deliberate  
(B) evident  
(C) intermittent  
(D) prospective

with us. Someone at his office had given him the wrong information, so our quote to him on designing their brochures needs to be \_\_\_\_\_. He gave me the new specifications and asked if we could get back to him today.

- 151.** (A) established  
(B) remodeled  
(C) revised  
(D) borrowed

I immediately took them to Danny in Estimating. Danny said that he can have a revised quote ready by 4:00 p.m. at the latest. I called Jan back and told him that I thought we could give him a price by 5:00. He's expecting you to call him. He also has some questions on a(n) \_\_\_\_\_ different project.

- 152.** (A) densely  
(B) entirely  
(C) strongly  
(D) frequently

Apparently, his boss was impressed by the ads we did for Toyron Electronics. He wants to hear your proposals on a similar ad campaign for Data Center. Of course, that part can wait until tomorrow, but he needs the brochure price today.

Lisa