

**I. LISTENING (4.0 points)**

*Part 1. You will hear a telephone conversation about booking a venue for a private event. Complete the notes below. Write **NO MORE THAN TWO WORDS AND/OR A NUMBER** for each answer. (2.0 points)*

<b>The George and Dragon BOOK FORM</b>	
<b><u>DETAILS</u></b>	
Name:	Carla (1) _____
Phone number:	(2) _____
Type of event:	retirement party
Date:	(3) _____
Number of people:	16-17 (Please note that the upstairs room has a capacity of no more than (4) _____ people)
<b><u>MENU</u></b>	
Seven	(5) _____
Two ham and cheese and two	(6) _____
(7)	_____ platters
One Caesar and one	(8) _____ salad
<b><u>PRICE</u></b>	
Venue will be needed for a total of	(9) _____ hours
Final price:	(10) £ _____

*Part 2. You will hear a head teacher talking to parents of pupils about changes of the school. For questions 11-15, write the letter A, B, or C on your answer sheet to indicate the correct answer to each of the questions. (1.0 point)*

11. Dartfield House school used to be \_\_\_\_\_.  
A. a tourist information centre  
B. a private home  
C. a local council building
12. What is planned with regard to the lower school?  
A. All buildings on the main site will be improved.  
B. The lower school site will be used for new homes.  
C. Additional school buildings will be constructed on the lower school site.
13. The catering has been changed because of \_\_\_\_\_.  
A. long queuing times  
B. changes to the school timetable  
C. dissatisfaction with the menus
14. Parents are asked to \_\_\_\_\_.  
A. help their children to decide in advance which serving point to use  
B. make sure their children have enough money for food  
C. advise their children on healthy food to eat
15. What does the speaker say about the existing canteen?  
A. Food will still be served there.  
B. Only staff will have access to it.  
C. Pupils can take their food into it

**Part 3. You will hear a conversation between a university tutor and a student of languages on the subject of interpreting. What view of interpreting does each academic or group of academics hold? Choose FIVE answers A–G next to questions 16–20. (1.0 point)**

**Views of interpreting**

- A. An interpreter must know the original language perfectly.
- B. Client satisfaction is the best way to measure quality.
- C. Interpreters and their clients often have different aims.
- D. Clients associate quality with aspects of delivery.
- E. Successful communication is the main aim of interpreting.
- F. Interpreters often misinterpret clients' needs.
- G. An interpreter must speak the target language fluently.

**Academic/group of academics**

- 16. Russian School.
- 17. Paris School.
- 18. Kalina.
- 19. Buhler.
- 20. Donovan.

**II. LEXICO-GRAMMAR (4.0 points)**

**Write the letter A, B, C, or D on your answer sheet to indicate the correct word or phrase that best completes each of the following sentences.**

21. The earthquake, \_\_\_\_\_ 8.4 on the Richter scale, left thousands of people homeless.  
A. measures                      B. measuring                      C. measured                      D. to measure
22. The new admission policy ensures equal opportunities for all applicants, \_\_\_\_\_ their social background or financial status.  
A. in terms of                      B. owing to                      C. regardless of                      D. with reference to
23. \_\_\_\_\_ surprised everyone most was his sudden decision to resign from the position he had devoted a decade to, right before the company's major expansion.  
A. It was                      B. What                      C. What was                      D. That
24. Although the new system was designed to improve efficiency, it has \_\_\_\_\_ increased the workload for employees instead.  
A. inadvertently                      B. invariably                      C. reluctantly                      D. ineffectively
25. \_\_\_\_\_ about 40 per cent of the country's population afflicted with the disease.  
A. It is believed that                      B. There are believed to be  
C. There is believed to be                      D. It is believed to be
26. If the researchers could identify the underlying cause of the recurring issue, they might finally be able to \_\_\_\_\_ the most effective way to prevent it from happening again.  
A. bring in                      B. carry out                      C. bring about                      D. figure out
27. In the corner of the library \_\_\_\_\_, covered in dust and forgotten by everyone.  
A. is an old globe lying                      B. lies an old globe  
C. it is an old globe                      D. does an old globe lie
28. He bought a \_\_\_\_\_ bag at the local market, which perfectly matched his modern outfit.  
A. rectangular trendy Chinese leather                      B. trendy Chinese rectangular leather  
C. trendy rectangular Chinese leather                      D. Chinese trendy rectangular leather
29. You \_\_\_\_\_ those costly imported materials; the finance department has just confirmed we had ample stock left.  
A. should have purchased                      B. mustn't have purchased  
C. needn't have purchased                      D. might have been purchasing
30. Although the negotiations grew increasingly tense, the ambassador remained \_\_\_\_\_, determined to maintain diplomatic composure.  
A. calm                      B. calmly                      C. calmness                      D. calmed
31. \_\_\_\_\_ inflation driving up operational costs, many schools are finding themselves making difficult financial decisions.  
A. For                      B. As                      C. With                      D. Since

32. There have been demonstrations on the streets in the \_\_\_\_\_ of the recent bomb attack.  
A. region                      B. wake                      C. presence                      D. face
33. The \_\_\_\_\_ address delivered at the international summit drew widespread attention for its direct critique of outdated policies.  
A. hard-hitting                      B. sharp-eyed                      C. strong-willed                      D. ironclad
34. A system of checks and balances exists to ensure that our government is \_\_\_\_\_ democratic.  
A. positively                      B. genuinely                      C. actually                      D. truly
35. As the news of the devastating landslide spread, communities across the country \_\_\_\_\_ sympathy, offering support and assistance to those affected by the tragedy.  
A. got through to                      B. came out in                      C. cracked down on                      D. got down to
36. A child \_\_\_\_\_ the description of the missing boy was found safe and well yesterday.  
A. repsonding                      B. answering                      C. replying                      D. reacting
37. I think it would be better for your grandfather to get to the same clinic he was in the previous time; the physiotherapist is compassionate and besides, he \_\_\_\_\_ there.  
A. takes the lead                      B. passes the buck                      C. knows the rope                      D. does wonders
38. I haven't been here for \_\_\_\_\_'s years – I can't believe how much the town has changed.  
A. goat                      B. cow                      C. bull                      D. donkey
39. During a faculty meeting, staff members are discussing ways to make the campus more sustainable. **Marcus:** "Installing solar panels will cut our energy bills and reduce carbon emissions. Isn't it obvious we should invest now?"  
**Aisha:** "\_\_\_\_\_. We must consider installation costs and long-term maintenance before committing."  
A. I couldn't agree more with that immediate plan  
B. I see your point, but I'm not sure I completely agree.  
C. You're exaggerating; solar won't make any difference  
D. I completely agree; it's the most practical solution.
40. Emma and her father are talking about the generation gap.  
**Emma:** "Young people today often have very different values and lifestyles compared to their parents."  
**Father:** "\_\_\_\_\_. Many young people still share their parents' traditional values."  
A. No doubt about it                      B. That's beside the point  
C. That's not always the case                      D. I'm so sure about that

### III. READING (8.0 points)

*Part 1. Write the letter A, B, C, or D on your answer sheet to indicate the correct option that best fits each of the numbered blanks. (2.0 points)*

#### TALKING RUBBISH

Reduce! Re-use! Recycle! The message hits Canadian consumers through all the media. As newcomers from Sri Lanka, we compare the situation here with the one back home. We may not be the most environmentally (41)\_\_\_\_\_ citizens in the world but, compared with this, we do not have a rubbish problem - yet.

Like many shoppers in Colombo, my partner Shahid and I used to have a cane basket we took along with us to the Sunday market every week. No environmentalist could have complained about it. There are no supermarket carts to push around. Most items - rice, flour, vegetables, fruit, biscuits, eggs - are bought (42)\_\_\_\_\_ or wrapped in newspaper. (43)\_\_\_\_\_ most we would carry one plastic bag separately. For eggs we took a reusable plastic tray with us.

When income (44)\_\_\_\_\_ are low, people need to buy in small quantities. It is quite normal to ask for a single envelope, two eggs or 100 grams of sugar. The (45)\_\_\_\_\_ is that, for the most part, urban consumers in Sri Lanka cannot afford the luxury of waste. Most people do not buy more from the grocers than they know they will actually consume. They reuse whatever they can and are loath to discard bags, jars, tins or boxes that can be (46)\_\_\_\_\_ to other uses.

But in recent years Western-style supermarkets have begun to spring up in Colombo. They hold out the (47)\_\_\_\_\_ of a clean, efficient, streamlined service to customers. A range of imported goods, (48)\_\_\_\_\_ up in their layers of attractive, colourful (49)\_\_\_\_\_ beckons from the shelves. These are the (50)\_\_\_\_\_ products that demand your attention on the TV advertisements. Along with them, Sri Lanka, like so many other developing countries, may have imported a problem that once never existed.

- |                  |              |               |                |
|------------------|--------------|---------------|----------------|
| 41. A. qualified | B. concerned | C. worried    | D. experienced |
| 42. A. free      | B. in pieces | C. bit by bit | D. loose       |
| 43. A. By        | B. At        | C. For        | D. On          |
| 44. A. rates     | B. amounts   | C. sizes      | D. levels      |
| 45. A. point     | B. case      | C. example    | D. question    |
| 46. A. made      | B. set       | C. given      | D. put         |
| 47. A. promise   | B. advantage | C. evidence   | D. sight       |
| 48. A. dress     | B. dressed   | C. dressing   | D. to dress    |
| 49. A. packets   | B. packs     | C. packaging  | D. pecks       |
| 50. A. very      | B. just      | C. similar    | D. likely      |

**Part 2. Read the passage below and fill each numbered blank with ONE suitable word. Write your answers in the corresponding numbered boxes on your answer sheet. (2.0 points)**

A student from Hanoi University of Science and Technology has become an (51)\_\_\_\_\_ sensation after his self-made video game "Pho anh Hai" (Brother Hai's Pho Restaurant) hit over 650,000 downloads, 65 times the total of all his previous games. "Pho anh Hai" started as a simple noodle shop simulator but evolved into a mysterious story about (52)\_\_\_\_\_ village with hidden secrets.

Players (53)\_\_\_\_\_ on the role of "Hai", who runs a pho restaurant at a fictional address in Hanoi while also protecting his loyal dog (54)\_\_\_\_\_ thieves. The game's charm lies in its distinctly Vietnamese details: plastic stools, patterned tiles, wall slogans and authentic local dialogue, that have captivated players (55)\_\_\_\_\_ in Vietnam and abroad.

"I was surprised by (56)\_\_\_\_\_ warmly 'Pho anh Hai' was received," he said. "Fame can be stressful, so I prefer to stay (57)\_\_\_\_\_. I'm still a student, but I'm happy that my work has reached so many people."

The student, who rarely plays games, began teaching (58)\_\_\_\_\_ programming in high school using an old laptop. Over the years, he has made more than 200 games of all genres, many of (59)\_\_\_\_\_ failed, but each gave him experience.

For "Pho anh Hai", he drew (60)\_\_\_\_\_ from Vietnamese literature, Hollywood action films like "John Wick" and local crime dramas. The result: a game with a humble title and a deceptively simple premise that pulls players deeper into its story the longer they play.

**Part 3. Read the following passage and write the letter A, B, C, or D on your answer sheet to indicate the correct answer to each of the questions. (2.0 points)**

### **Meteorite Impact and Dinosaur Extinction**

Substantial evidence suggests that the impacts of meteorites have had important effects on Earth, particularly in the field of biological evolution. Such impacts continue to **pose** a natural hazard to life on Earth. Twice in the twentieth century, large meteorite objects are known to have collided with Earth.

If an impact is large enough, it can disturb the environment of the entire Earth and cause an ecological catastrophe. The best-documented such impact took place 65 million years ago at the end of the Cretaceous period of geological history. **This break** in Earth's history is marked by a mass extinction, when as many as half the species on the planet became extinct. While there are a dozen or more mass extinctions in the geological record, the Cretaceous mass extinction has always intrigued paleontologists because it marks the end of the age of the dinosaurs. For tens of millions of years, those great creatures had flourished. Then, suddenly, they disappeared.

The body that impacted Earth at the end of the Cretaceous period was a meteorite with a mass of more than a trillion tons and a diameter of at least 10 kilometers. Scientists first identified this impact in 1980 from the worldwide layer of sediment deposited from the dust cloud that enveloped the planet after the impact. This sediment layer is enriched in the rare metal iridium and other elements that are relatively abundant in a meteorite but very rare in the crust of Earth. Even diluted by the terrestrial material excavated from the crater, this component of meteorites is easily identified. By 1990 geologists had located the impact site itself in the Yucatán region of Mexico. The crater, now deeply buried in sediment, was originally about 200 kilometers in diameter.

This impact released an enormous amount of energy, excavating a crater about twice as large as the lunar crater Tycho. The explosion lifted about 100 trillion tons of dust into the atmosphere, as can be

determined by measuring the thickness of the sediment layer formed when this dust settled to the surface. Such a quantity of material would have blocked the sunlight completely from reaching the surface, plunging Earth into a period of cold and darkness that lasted at least several months. The explosion is also calculated to have produced vast quantities of nitric acid and melted rock that sprayed out overmuch of Earth, starting widespread fires that must have consumed most terrestrial forest and grassland. Presumably, those environmental disasters could have been responsible for the mass extinction, including the death of the dinosaurs.

Several other mass extinctions in the geological record have been **tentatively identified** with large impacts, but none is so dramatic as the Cretaceous event. But even without such specific documentation, it is clear that impacts of this size do occur and that their results can be catastrophic. What is a catastrophe for one group of living things, however, may create opportunities for another group. Following each mass extinction, there is a sudden evolutionary burst as new species develop to fill the ecological niches opened by the event.

Impacts by meteorites represent one mechanism that could cause global catastrophes and seriously influence the evolution of life all over the planet. [I] According to some estimates, the majority of all extinctions of species may be due to such impacts. [II] Such a perspective fundamentally changes our view of biological evolution. [III] The standard criterion for the survival of a species is its success in competing with other species and adapting to slowly changing environments. [IV] Yet an equally important criterion is the ability of a species to survive random global ecological catastrophes due to impacts.

**Earth is a target in a cosmic shooting gallery, subject to random violent events that were unsuspected a few decades ago.** In 1991 the United States Congress asked NASA to investigate the hazard posed today by large impacts on Earth. The group conducting the study concluded from a detailed analysis that impacts from meteorites can indeed be hazardous. Although there is always some risk that a large impact could occur, careful study shows that this risk is quite small.

61. The word **pose** in paragraph 1 is closest in meaning to \_\_\_\_\_.  
A. claim                      B. model                      C. assume                      D. present
62. The phrase **This break** in paragraph 2 refers to \_\_\_\_\_.  
A. The disruption in Earth's history caused by the impact at the end of the Cretaceous.  
B. The mass extinction that wiped out many species, including dinosaurs.  
C. The transition in the Cretaceous when environmental changes began  
D. The period marked by major shifts in Earth's ecosystems and climate.
63. In paragraph 2, why does the author include the information that dinosaurs had flourished for tens of millions of years and then suddenly disappeared?  
A. To support the claim that the mass extinction at the end of the Cretaceous is the best documented of the dozen or so mass extinctions in the geological record.  
B. To explain why as many as half of the species on Earth at the time are believed to have become extinct at the end of the Cretaceous.  
C. To explain why paleontologists have always been intrigued by the mass extinction at the end of the Cretaceous.  
D. To provide evidence that an impact can be large enough to disturb the environment of the entire planet and cause an ecological disaster.
64. Which of the following can be inferred from paragraph 3 about the location of the meteorite impact in Mexico?  
A. The location of the impact site in Mexico was kept secret by geologists from 1980 to 1990.  
B. It was a well-known fact that the impact had occurred in the Yucatán region.  
C. Geologists knew that there had been an impact before they knew where it had occurred.  
D. The Yucatán region was chosen by geologists as the most probable impact site because of its climate.
65. According to paragraph 3, how did scientists determine that a large meteorite had impacted Earth?  
A. They discovered a large crater in the Yucatán region of Mexico.  
B. They found a unique layer of sediment worldwide.  
C. They were alerted by archaeologists who had been excavating in the Yucatán region.  
D. They located a meteorite with a mass of over a trillion tons.

66. According to paragraph 4, all of the following statements are TRUE of the impact at the end of the Cretaceous period EXCEPT \_\_\_\_\_.  
 A. A large amount of dust blocked sunlight from Earth  
 B. Earth became cold and dark for several months  
 C. New elements were formed in Earth's crust  
 D. Large quantities of nitric acid were produced
67. The phrase **tentatively identified** in paragraph 5 is closest in meaning to \_\_\_\_\_.  
 A. identified after careful study  
 B. identified without certainty  
 C. occasionally identified  
 D. easily identified
68. Paragraph 6 supports which of the following statements about the factors that are essential for the survival of a species?  
 A. The most important factor for the survival of a species is its ability to compete and adapt to gradual changes in its environment.  
 B. The ability of a species to compete and adapt to a gradually changing environment is not the only ability that is essential for survival.  
 C. Since most extinctions of species are due to major meteorite impacts, the ability to survive such impacts is the most important factor for the survival of a species.  
 D. The factors that are most important for the survival of a species vary significantly from one species to another.
69. Where in the passage does the following sentence best fit?  
*This is the criterion emphasized by Darwin's theory of evolution by natural selection.*  
 A. [I]                      B. [II]                      C. [III]                      D. [IV]
70. Which of the sentences below best expresses the essential information in the underlined sentence in paragraph 7?  
 A. Until recently, nobody realized that Earth is exposed to unpredictable violent impacts from space.  
 B. In the last few decades, the risk of a random violent impact from space has increased.  
 C. Since most violent events on Earth occur randomly, nobody can predict when or where they will happen.  
 D. A few decades ago, Earth became the target of random violent events originating in outer space.

**Part 4. Read the text and do the tasks that follow. (2.0 points)**

**"Freebie" Marketing**

- A. In the late 1890s, while travelling as an itinerant salesperson for the Crown, Cork, and Seal Company, King C. Gillette observed how his corked bottle caps were discarded immediately after opening. Nevertheless, his company turned a healthy profit and there was immense business value. Gillette soon came to realize, in a product that was used only a few times, the potential for a disposable item. Gillette had his own personal breakthrough while struggling with a straight-bladed razor – a slow, fiddly, and potentially dangerous instrument that required sharpening on a regular basis. A simple, disposable blade that could be thrown away when it dulled would meet a real need and generate strong profits, he correctly reasoned. After founding the American Safety Razor Company in 1901, his sales leapt from 168 blades in 1903 to 123,648 blades only a year later.
- B. What King C. Gillette pioneered is far more than a convenient and affordable way for men to shave, however, it is the business practice now known as “freebie marketing” that has inspired many more companies over the years. Gillette's approach was contrary to the received wisdom of his era, which held that a single, durable, high-quality, and relatively expensive consumer item with a high-profit margin was the best foundation for a business. Freebie marketing involves two sets of items: a master product that is purchased once, and a consumable product that is frequently disposed of and repurchased on an ongoing basis. In this instance, the master product is often sold with little to no profit margin and is sometimes even dispensed at a loss. As the consumables are purchased over months and years, however, this can yield a much greater overall profit.
- C. Freebie marketing only works if the producer of the master item is also able to maintain control over the creation and distribution of the consumables. If this does not happen, then cheaper versions of the consumable items may be produced, leaving the original company without a source of profit. The video game company Atari, for example, initially sold its Atari 2600 consoles at cost price while



relying on game sales for profit. Several programmers left Atari, however, and began a new company called Activision which produced cheaper games of similar quality. Suddenly, Atari was left with no way to make money. Lawsuits to block Activision failed, and Atari survived only by adding licensing measures to its subsequent 5200 and 7800 consoles.

- D.** In other instances, consumers sometimes find that uses for a master product circumvent the need to purchase consumables. This phenomenon is well known to have afflicted the producers of CueCat barcode readers. These were given away free through Wired magazine with the intention that they would be used by customers to scan barcodes next to advertisements in the publication and thus generate new revenue flows. Users discovered, however, that the machines could be easily modified and used for other purposes, such as building a personal database of book and CD collections. As no licensing agreement was ever reached between Wired and its magazine subscribers, CueCat was powerless to intervene, and after company liquidation, the barcode readers soon became available in quantities over 500,000 for as little as US\$0.30 each.
- E.** Not all forms of freebie marketing are legal. One notable example of this is the use of freebie marketing to “push” habit-forming goods in areas where there is otherwise no market. For illegal substances, this is already restricted on the basis of the product’s illegality, but the use of freebie marketing to promote legal goods such as tobacco, alcohol, and pharmaceuticals is also outlawed because the short-term gain to a small number of commercial outlets is not deemed worth the social cost of widespread substance abuse.
- F.** Another practice that is prohibited under antitrust laws is a form of freebie marketing known as “tying”. This is when a seller makes the sale of one good conditional on the acquisition of a second good. In these instances, the first good is typically important and highly desirable, while the second is inferior and undesirable. A music distributor who has the rights to an album that is in high demand, for example, might only allow stores to purchase copies of this album if they also buy an unpopular stock that does not sell very easily. Because this typically relies on the manipulation of a natural monopoly on the part of the distributor, such practices are widely understood to constitute anti-competitive behaviour.

**For questions 71-76, choose the most suitable headings for paragraphs A-F from the list of headings below. Write appropriate number (i-x) in boxes 71-76 on your answer sheet.**

**NB** There are more headings than paragraphs, so you will not use them all.

List of Headings	
<b>i</b>	No giveaways for addictive products
<b>ii</b>	Sales of razor blades increase astronomically
<b>iii</b>	The monopoly of consumables is vital for success
<b>iv</b>	Video gaming – a risky business
<b>v</b>	A novel method of dual marketing ruled out
<b>vi</b>	Freebie marketing restricted to legal goods
<b>vii</b>	Buyer ingenuity may lead to bankruptcy
<b>viii</b>	A marketing innovation
<b>ix</b>	A product innovation
<b>x</b>	More money to be made from high-quality products

- 71.** Paragraph A \_\_\_\_\_
- 72.** Paragraph B \_\_\_\_\_
- 73.** Paragraph C \_\_\_\_\_
- 74.** Paragraph D \_\_\_\_\_
- 75.** Paragraph E \_\_\_\_\_
- 76.** Paragraph F \_\_\_\_\_

**For questions 77-80, complete the summary below, using NO MORE THAN TWO WORDS from the passage for each answer.**

Freebie marketing is not permitted by law for either illegal or legal (77)\_\_\_\_\_ products. This type of promotion of goods such as tobacco and alcohol is not considered worth the (78)\_\_\_\_\_ and has consequently been outlawed.

“Tying” is also prohibited. This is when the sale of an attractive product is (79)\_\_\_\_\_ on the purchase of another. It tends to occur when the seller takes advantage of a natural monopoly and is generally considered to be (80)\_\_\_\_\_.

#### IV. WRITING (4.0 points)

*Part 1. Rewrite each of the following sentences in such a way that it has the same meaning as the first sentence, using the cues at the beginning of each sentence and the word in brackets. Do not change the form of the given word. Write your answers in the answer sheet. (1.0 point)*

81. “Give me all your money or I’ll kill you”, said the robber.

=> *The robber threatened* .....

82. The leader told him to bring musical instruments for the club’s talent show.

=> *The leader requested that* .....

83. It was to be another five years before Sarah finally came to terms with her father’s death.

=> *Not until* .....

84. My daughter was very nervous before giving a presentation. (STOMACH)

=> *My daughter* .....

85. It’s possible that the burglars got into the house by breaking a window. (GAINED)

=> *The burglars may* .....

#### *Part 2. Essay writing (3.0 points)*

*The popularity of online shopping has increased dramatically in recent years. Some people say that its disadvantages for small local shops outweigh the advantages for consumers. To what extent, do you agree or disagree with this statement?*

Write an essay of at least 250 words to answer the above question. Give reasons and include any relevant examples and explanations to support your answer. Write your answer on your answer sheet.

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