

Passages Comprehensive Exam

LISTENING

1 Listen to five people talking about their commutes to work every day. Match the speakers (1–5) to what they mention in connection with their trip (A–H).(5)

Speaker 1 ☐
Speaker 2 ☐
Speaker 3 ☐
Speaker 4 ☐
Speaker 5 ☐

- A the trip being unpredictable
- B moving to a different work location
- C other modes of transportation being too complicated
- D being lucky
- E numbers of commuters increasing
- F having a low opinion of other commuters
- G other people changing the way they get to work
- H remaining calm despite a problem

2 Listen to an interview about being an artist. Check (✓) A, B, or C.(5)

- 1 What question does the interviewer raise in his introduction to the interview?
 - A How many people say, “I’m an artist” ☐
 - B Why people who say, “I am an artist”, are often not believed ☐
 - C What entitles someone to say, “I am an artist” ☐
- 2 Sophia says that if you believe that you are an artist, you should not _____.
 - A talk about wanting to *be* an artist ☐
 - B lie about what you do for a living ☐
 - C allow other people’s comments to discourage you ☐
- 3 What is Sophia’s advice if you have a job?
 - A Think about your art while you’re working. ☐
 - B Spend the minimum amount of time possible working. ☐
 - C Try to do some art while you’re at work. ☐
- 4 What does Sophia say about personal relationships?
 - A Tell people that you are sorry you can’t spend more time with them. ☐
 - B Be aware that your art causes you to change moods frequently. ☐
 - C Explain to people how important your art is to you. ☐
- 5 Sophia says that meeting other artists will show you that _____.
 - A it is possible to find people who like the art you create ☐
 - B people like you are able to make a living from their art ☐
 - C there are other people with the same attitude as you ☐

Grammar

Check the correct expressions to complete these sentences.(10)

1. I plan to move downtown this summer _____I can be closer to my job.
 - a. so that
 - b. in order to
 - c. despite
2. Next year I'll be able to buy a condo, _____I have saved enough money by then.
 - a. unless
 - b. provided that
 - c. just because
- 3 . _____most of my friends, I'm not worried about the high crime rate downtown.
 - a. Except for
 - b. While
 - c. Unlike
4. I like the idea of living in an area_____ there are lots of things to do.
 - a. that
 - b. where
 - c. which
5. Living downtown will be great _____ I won't see my friends quite as often.
 - a. except that
 - b. in contrast to
 - c. while
6. She's glad she ____lots of friends in high school.
 - a. has made
 - b. was making
 - c. made
7. If she had learned to write ballet in high school, she _____a composition course right now.
 - a. not taking
 - b. wouldn't be taking
 - c. wasn't taking

8. She couldn't take a philosophy course in high school, _____ she's studying it now.
- a. which is why
 - b. furthermore
 - c. up until then
9. Had my friends and I known enough about the potential of the Internet. We _____ an on-line business .
- a. would started
 - b. would had started
 - c. would have started
10. This year the company made a but next year we hope to make a profit.
- a. lost
 - b. lose
 - c. loss
11. Lately, researcheson techniques that could minimize the risks of space travel.
- a. have worked
 - b. had worked
 - c. worked
12. As I don't have to work in the morning , I _____ working at home.
- a. would enjoy
 - b. enjoy
 - c. enjoyed
13. _____ huge debts, I was forced to take out a bank loan.
- a. If I ran up
 - b. Had run up
 - c. If I had ran up
14. Elenaa smoke detector in her apartment.
- a. has been installing
 - b. has installed
 - c. has been installed

15. Ken the lie detector test. He is no longer under any suspicion from the police.
- passed
 - had passed
 - has passed
16. The smaller stones weigh about 4 tons and are from an area in Wales _____ is 400 kilometers away.
- who
 - which
 - whom
17. The lake had..... dirty water that I decided not to swim.
- so
 - enough
 - such
18. I considered _____ my old friend from collage, but I didn't.
- looking up
 - to look up
 - look up
19. There is no room for _____ frivolity when discussing _____ safety of nuclear power
- ___/ the
 - a / a
 - a / the

Vocabulary

Check the correct expressions to complete these sentences.(8)

1. The police are trying tomore officers from ethnic minorities.
- employ

2. join
3. recruit
2. Making a complaint is quite a simple
1. division
2. responsible
3. indication
3. We a look at her private diary.
1. established
2. sneaked
3. spotted
4. He is a veryplayer. He practices for two hours every morning.
1. amateur
2. impatient
3. keen
5. Hehis head, wondering how he could solve the problem.
1. shaved
2. scratched
3. scraped
6. Do youto go to the party?
1. attend
2. pretend
3. intend
7. I don't believe in _____ because I think that children need to be together with kids their own age.
1. telecommuting
2. homeschooling
3. voluntary simplicity
8. I wish you'd stop talking so I could _____
1. have a way with words
2. stick to the point
3. get a word in edgewise
9. Why don't you put your ad up on a _____? That way everyone who drives by will see it.
1. flyer

2. classified ad
3. billboard

10. One of _____ spending too much money is that you won't have enough for things you need.

1. phenomenon
2. invention
3. consequence

11. Ali has a lot of _____. His personality is so dynamic that people view him as a leader.

1. charisma
2. self-control
3. specialized training

12. Our company makes suntan lotion. We've decided to use _____ to sell our lotion because people will see the ads while they lie on the beach.

1. radio commercials
2. airplane banners
3. classified ads

13. The _____ House at the zoo has some rare and beautiful lizards and snakes.

1. Reptile
2. Primate
3. Amphibian

14. Miriam keeps changing the subject. She never _____.

1. sticks to the point
2. gets a word in edgewise
3. talks behind someone's back

15. As the cashier, you're responsible for making change and taking care of the company's money. Therefore, it's important to be _____.

1. optimistic
2. trustworthy
3. innovative

16. This drug isn't normally for sale, but you can sometimes find it on the

1. shopping spree
2. price war
3. black market

Cloze test. (10)

Can we see (1) the earth is a globe? Yes, we can, when we watch a ship that sails out to sea. If we watch closely, we see that the ship begins (2) The bottom of the ship disappears first, and then the ship seems to sink lower and lower, (3) we can only see the top of the ship, and then we see nothing at all. What is hiding the ship from us? It is the earth. Stick a pin most of the way into an orange, and (4) turn the orange away from you. You will see the pin disappear, (5) a ship does on the earth.

- | | | | |
|-------------------------|----------------------|------------------------|-----------------|
| 1- a. if | b. where | c. that | d. whether |
| 2- a. being disappeared | b. to be disappeared | c. to have disappeared | d. to disappear |
| 3- a. until | b. since | c. after | d. by the time |
| 4- a. reluctantly | b. accidentally | c. slowly | d. passionately |
| 5- a. the same | b. alike | c. just as | d. by the way |

READING

1 Read the article and check (✓) A, B, or C.(10)

THE SCIENCE OF PERSUASION

A Persuasion is key to much more than just business. In many walks of life and in many situations, persuading people to do what you want them to do is the key to success. Is persuasion a science with rules that can be taught and learned, or is it simply a matter of instinct and personal experience? Researchers have looked into different aspects of persuasion and come up with some interesting results.

B One advertising copywriter, for example, came up with an approach to selling a product on a TV shopping channel via phone sales that differed from the norm for such advertising. Instead of being instructed: "Operators are waiting, please call now," viewers were told "If operators are busy, please call again." This might appear to have been a risky tactic, putting potential buyers off by suggesting that they would have to waste their time calling repeatedly until they finally got through to someone to take their

order. But the results were extraordinary and an unprecedented number of sales resulted. The ad suggested that the operators were not sitting around hoping people would call. Instead there were so many people who wanted the product that people might have to wait until they could get it. This showed just how desirable the product was. Potential customers decided that if so many other people wanted it, they definitely wanted it, too.

C What role does choice have in persuading people to buy or get something? One study looked at the choices employees made when offered different retirement programs. This showed that the more choices people were given, the less likely they were to choose anything at all. Another study in a supermarket revealed a similar effect of choice. A particular supermarket displayed either 6 or 24 different kinds of jam. When there were 24 jams to choose from, 3% of customers went to the display and bought one of the jams. When there were 6 jams on display, 30% of customers did so.

D To what extent can fear play a part in persuasion? One experiment involved public health leaflets on the dangers of tetanus infection. Some of the leaflets consisted almost entirely of frightening images of infected people, with a bit of information about infection, while some contained no images at all, only information about infection. Some included information on where people should go to get tetanus injections to protect themselves, while others only gave this information and nothing else. The outcome was that the greatest number of people who went for injections were those who had been given the leaflet with both frightening images and instructions on where to go for injections. People who had been given the leaflets dealing only with infection did nothing. The conclusion was that fear paralyzes people if no solution is offered, but if people are frightened and offered a solution they are motivated to take action.

E Research has also looked into the issue of restaurants persuading people who have booked to let them know if they are not going to turn up. This shows that getting people to promise to do something makes them more likely to do it than simply asking them to do it. If the restaurant asks people to call if they can't make it, 30% of them simply don't turn up and don't tell the restaurant. If, however, the restaurant asks them to call if they have to cancel and they reply that they will do so, only 10% fail to notify the restaurant in advance that they will not be coming.

F Another aspect of persuasion concerns getting someone to change their mind. Everyone knows how hard this can be. It's hard to prove to someone that a previous decision was wrong, and as people get older they get less and less willing to change their minds. This is because people want things to be consistent; they want their attitudes, statements, values and actions to follow a set pattern. The only way to persuade them to change is to acknowledge this by agreeing that the previous decision they made was a perfectly understandable one. This allows them to focus on your suggestion without feeling that their previous decision was wrong in any way. As a result, they may be persuaded to break out of their established pattern without feeling uncomfortable about doing so.

1 In section **A**, the writer raises the question of whether or not _____.

A business is different from other walks of life with regard to persuasion ☐

B persuasion is as important as people say it is ☐

- C it is possible to generalize about how persuasion works ☐
- 2 The writer says that the instruction mentioned in section **B** _____.
 A sounds like a bad idea ☐ B was given by mistake ☐
 C was necessary in the circumstances ☐
- 3 How did some people react to the instruction mentioned in section **B**?
 A Many of them bought more than one of the product. ☐
 B Their interest in the product increased. ☐
 C They bought something they didn't want. ☐
- 4 In both of the studies mentioned in section **C**, _____.
 A some of the choices proved more attractive than others ☐
 B the number of choices affected what people did ☐
 C only a few people selected any of the choices ☐
- 5 What is said about the leaflets mentioned in section **D**?
 A Some of them contained images that were not frightening. ☐
 B Some of them contained images and information. ☐
 C Some of them contained only images. ☐
- 6 What did the experiment described in section **D** show?
 A Fear alone can prevent people from taking action. ☐
 B Fear always causes people to take action. ☐
 C Fear persuades people to take action more than information does. ☐
- 7 The research described in section **E** involved _____.
 A asking people to do different things ☐
 B making the same request more than once ☐
 C people agreeing to a request ☐
- 8 In section **F**, the writer says that trying to persuade people to change their minds can _____.
 A take longer with some people than with others ☐
 B seem like a challenge to ordinary behavior ☐
 C fail for reasons that do not seem logical ☐
- 9 The writer advises in section **F** that you should not _____.
 A discuss the other person's attitude in general ☐
 B make your suggestion too strongly ☐ C criticize a previous decision ☐
- 10 The writer's purpose in the article as a whole is to _____.
 A discuss a number of different forms of persuasion ☐
 B advise the reader on how to get better at persuasion ☐
 C compare the results of various research into persuasion ☐

2 Answer each question by putting in the correct section of the article (A–G). In which section of the article (A–G) are the following mentioned?(5)

- 1 the effect of too much thinking being required ____
- 2 the number of people who don't take a certain action ____
- 3 the importance of telling people how to deal with a problem ____
- 4 the possibility that being good at persuasion is a natural skill that some people have ____
- 5 the way that people are usually invited to do something ____

WRITING

Choose one of the titles below and write approximately 250 words(7)

- 1 You have been asked to write a review of a TV program for a local paper.
- 2 You have been asked to write an essay with the title “Sports in school are as important as any other subject.”
- 3 You have been asked to write an article about how people’s diets have changed over the last 30 years.