

**Directions:** Listen to the conversation and fill in the blanks with the words you hear. Write the words on the Answer Sheet.

**Mari :** Yolanda! Hi!

**Yolanda :** Hi, Mari, how are you?

**Mari :** Fine, thanks. Um, is anyone (1)\_\_\_\_\_here?

**Yolanda :** No, have a seat.

**Mari :** Thanks. So how have you been?

**Yolanda :** Oh, you know, busy. I've got school, and (2)\_\_\_\_\_, and I'm getting ready for my brother's wedding next month.

**Mari :** Oh, yeah.

**Yolanda :** Anyway, its going to be a huge wedding and...

**Mari :** Oh, excuse me, uh . . . Nancy! Over here!

**Nancy :** Hi!

**Mari :** Nancy, this is Yolanda. She works in the library. Yolanda, this is my housemate, Nancy. She teaches (3)\_\_\_\_\_here.

**Nancy :** Nice to meet you, Yolanda.

**Yolanda :** You too. Well, listen, actually, I've got to go. I have to be at work in (4)\_\_\_\_\_ minutes. I'll see you soon, Mari. We'll go to a movie or something.

**Mari :** Sure. How about Thursday night?

**Yolanda :** Uh, I have to check my calendar. I'll call you, OK?

**Mari :** OK, see you.

**Mari :** I don't understand Americans.

**Nancy :** Huh?

**Mari:** Did you (5)\_\_\_\_\_what she said? "I'll call you, we'll go to a movie." But every time I try to pick a specific day or time, she says she's busy, she has to check her calendar. And then she (6)\_\_\_\_\_call.

**Nancy :** Mm hmm . . .

**Mari :** Why do Americans say things they don't mean?

They act so nice, like they always say, "How are you, " but then they keep on (7)\_\_\_\_\_and don't even wait for your answer. They're so . . . how do you say it...two-faced?

**Nancy :** I know it seems that way sometimes, Mari. But it's not true. It's just that for Americans, friendliness and friendship aren't always the same thing.

**Mari :** What do you mean?

**Nancy :** Well, as you know, Americans can be very open and friendly. Like, they invite you to sit down, they (8)\_\_\_\_\_you questions, they tell you all about their families. So naturally you think they're trying to make friends with you. But actually, friendship, real friendship, doesn't happen so quickly.

**Mari :** So, when people say "How are you," they're just being polite? They don't really care?

**Nancy:** Not exactly. The thing you have to understand is that "How are you" isn't a real question. It's more like a greeting, or way of saying hello.

**Mari:** Aha, I (9)\_\_\_\_\_it! And "Have a nice day" is just a friendly way to say good-bye?

**Nancy :** Exactly. Now you're catching on.

**Mari :** But I'm still in the dark about Yoland. Does she want to be my friend or not?

**Nancy :** It's hard to say. Maybe she's just too (10)\_\_\_\_\_these days. I guess you'll just have to be patient.

**Mari :** Hmm. That's good advice, I guess. Thanks.

## Section Two (20 points, 2 points each)

### Part One

**Directions :** You are going to listen to five short conversations/passages. After each conversation/

passage, there is one question. Choose the best answer to each question and write your answers

on the Answer Sheet.

**Number One : a conversation**

11. What can you guess about the woman's apartmentt?
- A. It,s on the third floor.
  - B. It,s in bad condition.
  - C. It's in a good neighborhood.

**Number Two : a monologue**

12. This person probably lives\_\_\_\_\_.
- A. in a college dormitory
  - B. with his parents
  - C. with roommates

**Number Three : a monologue**

13. This man\_\_\_\_\_.
- A. is divorced
  - B. has never been married
  - C. is married with children

**Number Four : a short conversation**

14. Where is Jeff going?
- A. He is going to the library.
  - B. He is going to Nancy's birthday party.
  - C. He is going to a shop.

**Number Five : a conversation**

15. What ceremony is the conversation about?

- A. Anniversary.
- B. Funeral
- C. Wedding

**Part Two**

**Directions:** You are going to listen to one conversation. After the conversation, there are five questions. Choose the best answer to each question and write your answers on the Answer Sheet.

- 16. What does the customer want to do?
  - A. Apply for a credit card
  - B. Borrow some money
  - C. Pay back a loan
- 17. What does the bank clerk advise the customer to do?
  - A. Apply for new credit card
  - B. Talk to another bank
  - C. Speak to a loan specialist
- 18. The bank clerk suggests that a different type of loan would be.
  - A. Cheaper
  - B. Faster
  - C. Easier
- 19. What is the interest on Elsa's credit card?
  - A. 8%
  - B. 18%
  - C. 80%
- 20. What kind of loan is Elsa interested in?
  - A. A personal loan

- B. A car loan
- C. A home improvement loan

**Section Three (30 points, 3 points each)**

**Directions:** You are going to listen to a conversation. After the conversation there are ten statements. Decide whether the statement is true or false. And write your answers on the answer sheet

21. Jeff wants to find a fulltime job.
22. Jeff wants to drop out of school.
23. Jeff's father will support Jeff if he drops out of school.
24. Jeff's ideal job has nothing to do with music.
25. Burger Ranch is a fast food place.
26. Jeff doesn't like his first job at all.
27. Nancy has been teaching for four years.
28. Nancy's ideal job is to be a writer.
29. Mari has a part-time job.
30. Most probably it's Jeff that pays for the dinner.

**Section Four**

**Directions :** Listen to the lecture and fill in the blanks to complete the notes. Write your answers on the Answer Sheet. (30 points, 3 points each)

- A. The meaning of Generation Y:

Young Americans who were born between the late 1970s and the early (31) \_\_\_\_\_.

- B. The number of generation Y-ers is significant, because:

This generation will be the (32) \_\_\_\_\_ generation by the year 2020. → It will be the future (33) \_\_\_\_\_ for almost all consumer brands.

→ Marketers know they have to stay in touch with this generation if they want their products to succeed.

C. The important characteristics of Generation Y:

- a) (34) \_\_\_\_\_ in this generation grew up in single parent homes.
- b) 75 percent of generation Y-ers have (35) \_\_\_\_\_ who work.
- c) One third are not Caucasian.
- d) Generation Y-ers are tolerant, optimistic, confident, independent and (36) \_\_\_\_\_

D. Generation Y-ers' total incomes : (37 ) \$ \_\_\_\_\_ billion a year.

E. Generation Y-ers spend money on fashion, (38) \_\_\_\_\_ food, movies, CDs, electronics & concert tickets.

F. Generation Y-ers like anything that's hip or hot at the moment, but that can (39) \_\_\_\_\_ very fast.

G. So the main thing for the marketers to remember is that Generation Y is the (40) \_\_\_\_\_ generation and they are very smart shoppers.

**Section One (20 points, 2 point each)**

- |            |            |            |        |          |
|------------|------------|------------|--------|----------|
| 1. sitting | 2. work    | 3. English | 4. ten | 5. hear  |
| 6. doesn't | 7. walking | 8. ask     | 9. get | 10. busy |

**Section Two (20 points, 2 point each)**

- |       |       |       |       |       |
|-------|-------|-------|-------|-------|
| 11. B | 12. B | 13. A | 14. C | 15. C |
| 16. B | 17. C | 18. A | 19. B | 20. C |

**Section Three (30 points, 3 point each)**

- |       |       |       |       |       |
|-------|-------|-------|-------|-------|
| 21. T | 22. T | 23. F | 24. F | 25. T |
| 26. T | 27. F | 28. T | 29. F | 30. F |

**Section Four (30 points, 3 point each)**

- 31. 1990s
- 32. largest
- 33. market
- 34. One-fourth
- 35. mothers
- 36. rich
- 37. 211
- 38. fast
- 39. change
- 40. Internet