PART 3

Directions: You will hear some conversations between two people. You will be asked to answer three questions about what the speakers say in each conversation. Select the best response to each question and mark the letter (A), (B), (C), or (D) on your answer sheet. The conversations will not be printed in your test book and will be spoken only one time.

- 41. What selling price is the woman offering for 500 units?
 - (A) \$2500 plus shipping and handling
 - (B) \$5 per unit with no extra fees
 - (C) \$500
 - (D) \$300
- 42. Why does the woman say she cannot sell fewer

- 47. When is the meeting?
 - (A) This Wednesday
 - (B) Next Wednesday
 - (C) This Thursday
 - (D) Next Thursday
- 48. Why can't the man attend the meeting?

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- (A) It's old.
- (B) It offers a great variety of items to choose from.
- (C) It's on the top floor.
- (D) The quality of the food is poor.
- 46. What did the man say about his final bill?
 - (A) He was overcharged.
 - (B) He wants to change the payment details.
 - (C) He wants to add a gratuity for the great service.
 - (D) He can't find his frequent flyer number.

- (D) Folding sheets
- 52. What does the first man hope?
 - (A) That Jeff will be able to help him
 - (B) That Jeff is nervous
 - (C) That Jeff can carry something for him
 - (D) That Jeff is a genius

- 53. If the woman buys a water heater, how much will she pay now?
 - (A) 50% of the total cost
 - (B) \$120
 - (C) \$288
 - (D) Nothing
- 54. How much water does the larger model hold?
 - (A) 30 gallons
 - (B) 60 gallons
 - (C) 120 gallons
 - (D) The man doesn't say
- 55. Why is the woman hesitant about buying it?
 - (A) There is only a 5-year warranty.

- 59. What has the woman recently done?
 - (A) Given Simon a job interview
 - (B) Evaluated Simon's performance
 - (C) Been late
 - (D) Asked Simon to apologize
- 60. What is the outcome of her recent meeting with Simon?
 - (A) She needs him to do better.
 - (B) She's very worried about his punctuality.
 - (C) She's pleased with his progress.
 - (D) She needs to arrange an appraisal.
- **61.** What happened when she met Simon in February?

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- (c) mane paymente more promptly
- (D) Cancel her online bill payments

- y y it has better nghinng.
- (B) He doesn't like Italian food.
- (C) It's easier to plug in their laptops.
- (D) The scenery is nicer.

- 65. Who is the man?
 - (A) A florist
 - (B) A technician
 - (C) A landscaper
 - (D) A farmer
- 66. How much does the man offer to do the job for excluding labor?
 - (A) \$200
 - (B) \$300
 - (C) \$500
 - (D) \$600
- 67. Why does the woman offer an incentive?
 - (A) To make the sprinkler system automatic

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- (B) Charge a high price for the product.
- (C) Push for a nationwide marketing campaign.
- (D) Try out two different marketing approaches.