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COMPREHENSION

prohibited.

DIRECTIONS

In Part VII you will read passages in the form of letters, ads

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related texts. On the real test you will not have time to read every word. You need to practice scanning and reading quickly for details.

Dear Helen,
I would like to congratulate you on organizing such an excellent and informative workshop. I know a lot of people

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that I haven't seen it since our meeting on Friday.
Thanks again for a great day,
Anne

1. What is the main objective of the message?

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to praise

2. What can be implied about the workshop?

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d. Motivation was the only topic discussed.

3. What can be implied about Dr. Friedman?

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d. Anne knows him better than Helen does.

4. What has happened to the address list?

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d. Anne has completed it.

Italian Food at its Finest...The Venezia

Under New Ownership

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coupon.

Not valid with other offers.

Offer good until June 16.

off with this coupon.

Not valid with other offers.

Offer good until June 16.

with this coupon.

Not valid with other offers.

Offer good until June 16.

5. What is the purpose of this advertisement?

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c. To encourage diners to eat early

d. To attract more customers

6. What will customers receive if they spend more than \$10?

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d. Free delivery service

7. What will happen on June 16?

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c. Prices will be further reduced.

d. The business will close.

Printi

The new economy has created great business opportunities as well as great turmoil. Not since the Industrial Revolution have the stakes of dealing with change been so high. Most

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new technology, downsizing, restructuring, or trying to change corporate culture, and most have had low success rates. About 70 percent of all change initiatives fail.

The reason for most of these failures is that in their rush to change their organizations, managers become mesmerized by all the different, and sometimes conflicting, advice they receive about why companies should change, what they should try to accomplish, and

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gradual development of new corporate cultures through incremental and organization learning. Both strategies may be successful, but it is difficult to combine them effectively. Companies that are able to do this can reap significant payoffs in productivity and profitability.

8. What is the article mainly about?

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How companies try to adapt to new conditions

Printi

9. The word “manage” in paragraph 1, line 6, is closest in meaning to

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d. regulate

10. According to the article, why do so many attempts to change fail?

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c. The best methods are often not clear.

d. Employees usually resist change.

11. What is soft change based on?

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d. Financial markets