



### Section 1: Listening Comprehension

#### Part A

**Directions:** In this part, you will hear short conversations between two people. After each conversation, you will hear a question about the conversation. Read the four possible answers in your test book and choose the best answer.

1. (A) Steak. (B) Fish.  
(C) Ham. (D) Chicken.
2. (A) People were friendly.  
(B) The hotel was not good.  
(C) The weather was fine.  
(D) She didn't have good time on her vacation.
3. (A) By Nov. 13<sup>th</sup>  
(B) Before Nov. 13<sup>th</sup>  
(C) By Nov. 30<sup>th</sup>  
(D) Before Nov. 30<sup>th</sup>
4. (A) Mr. Kirk speaks to Mr. Anderson.  
(B) Mr. Anderson with General Life Insurance Company.  
(C) Mr. Kirk's secretary speaks to Mr. Anderson.  
(D) Mr. Anderson's secretary speaks to Mr. Anderson.

5. (A) They felt the play was excellent.  
(B) They considered the play unsatisfactory.  
(C) He felt the play was excellent, but his wife didn't.  
(D) His wife considered the play better than he did.
6. (A) He gave her a box.  
(B) He shook hands with her.  
(C) He is helpful.  
(D) He is troublesome.
7. (A) Thursday morning.  
(B) Thursday afternoon.  
(C) Friday morning.  
(D) Friday afternoon.
8. (A) In the post office.  
(B) In the bank.  
(C) In the grocery store.  
(D) In the restaurant.
9. (A) Mrs. Jacobs will teach the children to sew.  
(B) Mrs. Jacobs bought cloth and scissors at the children's home.  
(C) Mrs. Jacobs bought some needles and thread at the children's home.  
(D) Mrs. Jacobs didn't know how to sew.
10. (A) The woman says that the man resembles her brother-in-law.  
(B) The man is her brother-in-law.  
(C) The man is from Alabama.  
(D) The man is Paul's brother-in-law.

11. (A) \$3.00.  
(B) \$4.50.  
(C) \$6.00.  
(D) \$9.00.
12. (A) He is in the hospital.  
(B) He feels like some butter.  
(C) He feels fine.  
(D) His brother is sick.
13. (A) No assignments.  
(B) Many assignments.  
(C) To listen to a radio program.  
(D) To read and write.
14. (A) Indifferent.  
(B) Worried.  
(C) Happy.  
(D) Indignant.
15. (A) A fiction.  
(B) A novel.  
(C) Adventure on the Ocean.  
(D) The war.
16. (A) At Paul's graduation.  
(B) At a wedding.  
(C) On their honeymoon.  
(D) In Hawaii.



17. (A) It's about elephants.  
(B) It's about Africa.  
(C) It's about a 19<sup>th</sup> Century English man.  
(D) It's about an elephant hunter's wife.
18. (A) Yes, it is mine.  
(B) I lost a gold earring.  
(C) Yesterday I wore the silver ones.  
(D) I lost a silver one.
19. (A) He is nine years old.  
(B) He used to be the woman's neighbor.  
(C) He is the woman's brother.  
(D) They were having dinner.
20. (A) She wants to borrow books on her card.  
(B) She will see if the books are available.  
(C) She will get a book for Fred on her card.  
(D) She isn't going to the library.
21. (A) The concert.  
(B) The art museum.  
(C) The flower shop.  
(D) The restaurant.
22. (A) He was angry for being interrupted.  
(B) He was not watching TV.  
(C) He was doing something.  
(D) He was repairing his TV.

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23. (A) In a department store.  
(B) At a hospital.  
(C) At the doctor's office.  
(D) At the drugstore.
24. (A) Jane needs 100 new CDs.  
(B) Jane prefers Classical music.  
(C) Jane likes Classical music CDs.  
(D) Jane likes Jazz music.
25. (A) Happy.  
(B) Resentful.  
(C) Disappointed.  
(D) Sentimental.
26. (A) Children have to pay for their lunches.  
(B) The lunches are free.  
(C) Three lunches are involved.  
(D) There are three lunches.
27. (A) It doesn't make sense.  
(B) The woman likes to live in luxury.  
(C) Not to spend much money on clothes.  
(D) Styles change often.
28. (A) Mrs. Brown is always on time.  
(B) She works once a month.  
(C) She is always late.  
(D) She is never late.

29. (A) He didn't agree.  
 (B) He thinks Carl should stay and get his Master's Degree.  
 (C) He thinks Carl is stupid.  
 (D) He thinks he should take over his uncle's business.
30. (A) Something about the class of the professor.  
 (B) The Gymnasium.  
 (C) Something about the English grammar.  
 (D) They like their classes.

### Part B

**Directions:** In this part, you will hear longer conversations. After each conversation you will hear several questions. Read the four possible answers in your test book and choose the best answer. You are **not** allowed to take notes or write in your test book.

#### Questions 31 – 35

31. (A) He was taking a walk.  
 (B) He was talking to Professor Karen.  
 (C) He was having problems with his car.  
 (D) He was eating dinner.
32. (A) Admission forms.  
 (B) Solar energy.  
 (C) Auto maintenance.  
 (D) Course requirements for engineers.
33. (A) Three.  
 (B) Four.  
 (C) Five.  
 (D) Six.

34. (A) One.  
(B) Two.  
(C) Three.  
(D) Four.
35. (A) Drive her to the lecture.  
(B) Let her give him a ride.  
(C) Borrow her car.  
(D) Get his car repaired.

**Questions 36 – 40**

36. (A) He doesn't have a way of getting there.  
(B) He has to attend a class.  
(C) He has planned to study chemistry.  
(D) He can't find his claim check.
37. (A) She'll take a bus.  
(B) She'll drive by herself.  
(C) She'll ride her bicycle.  
(D) She'll drive with a friend.
38. (A) A restaurant.  
(B) A laundry.  
(C) A watch repair shop.  
(D) A shoe shop.
39. (A) A few minutes.  
(B) One hour.  
(C) About two hours.  
(D) All day.



40. (A) In the parking lot.  
(B) Downtown.  
(C) In front of the library.  
(D) Outside the chemistry laboratory.

### Part C

**Directions:** In this part, you will hear several talks. After each talk, you will hear some questions. Read the four possible answers in your test book and choose the best answer.

#### Questions 41 – 45

41. (A) Recipes using raisins.  
(B) Why raisins are so small.  
(C) How raisins are made.  
(D) Seasonings to use with raisins.
42. (A) Very dry soil.  
(B) Water from the mountain.  
(C) High mountain altitudes.  
(D) Many weeks of hot and dry weather.
43. (A) It is close to shipping lines.  
(B) It has good soil.  
(C) It has a large labor supply.  
(D) It has the proper climate.
44. (A) By natural rainfall.  
(B) By irrigation from nearby mountains.  
(C) By filtering water from the sea.  
(D) By draining large storage tanks.



45. (A) When they are just ripe.  
 (B) When they are dry.  
 (C) When it has just rained.  
 (D) When they are still green.

**Questions 46 – 50**

46. (A) The vegetation in swamps.  
 (B) The characteristics of freshwater plants.  
 (C) The types of bacteria in coal deposits.  
 (D) The formation of coal.
47. (A) A lack of oxygen.  
 (B) Chemicals in the water.  
 (C) An increase in pressure.  
 (D) The growth of bacteria.
48. (A) Gaseous.  
 (B) Gelatinous.  
 (C) Rocklike.  
 (D) Metallic.
49. (A) One that is poor in nitrogen.  
 (B) One that has a low bacteria level.  
 (C) One containing relatively little carbon.  
 (D) One containing relatively little water.
50. (A) It is less dense.  
 (B) It contains more oxygen.  
 (C) It will produce more heat.  
 (D) It will be found closer to the surface.

## Section 2: Structure and Written Expression

### Part A

**Directions:** Select the best choice that best completes the sentence.

1. Mt. Waialeale in the Hawaiian Islands \_\_\_\_\_ 30 dry days in the course of a year.  
 (A) seldom has more than (B) has more than seldom  
 (C) has more seldom than (D) than seldom has more
  
2. Empiricists rely on observation and experimentation in deciding \_\_\_\_\_ is true.  
 (A) if (B) or  
 (C) whether (D) what
  
3. Lapis lazuli, \_\_\_\_\_, has been extensively used as a semiprecious stone throughout history.  
 (A) which a rare, dark-blue mineral is  
 (B) a rare, dark-blue mineral  
 (C) is a rare, dark-blue mineral  
 (D) a rare, dark-blue mineral which
  
4. Until the end of the nineteenth century, paints generally had an oil base, \_\_\_\_\_ a thin film when dry.  
 (A) form (B) formed  
 (C) which formed (D) forms
  
5. The Double Arch at Arches National Park, Utah, was carved out of rock by the force of the wind \_\_\_\_\_ by the force of a river.  
 (A) instead (B) however  
 (C) rather than (D) in spite of

6. Frances Perkins, a member of President Franklin D. Roosevelt's cabinet, \_\_\_\_\_ tireless champion of social reform.  
 (A) was a (B) who was the  
 (C) the (D) a
  
7. \_\_\_\_\_ engineering projects are mathematics extensively.  
 (A) All (B) An  
 (C) Every (D) Any
  
8. \_\_\_\_\_ New York City as the site of its permanent headquarters in 1946.  
 (A) The United Nations' selecting of  
 (B) The United Nations selected  
 (C) That the United Nations selected  
 (D) The United Nation's selection of
  
9. The nervous system \_\_\_\_\_ the endocrine system interact with and complement each other.  
 (A) as (B) but  
 (C) and (D) nor
  
10. The phosphates used in detergents can later end up in natural bodies of water, \_\_\_\_\_ algae to proliferate.  
 (A) where can cause (B) where they can cause  
 (C) it is where they can cause (D) where can they cause
  
11. Futurism, \_\_\_\_\_ early twentieth-century movement in art, rejected all traditions and attempted to glorify contemporary life by emphasizing the machine and motion.  
 (A) an (B) was an  
 (C) that it was an (D) that an



12. Because the papaya grows readily from seed, \_\_\_\_\_ spread from its home in Central America and now grows throughout the tropics.  
 (A) to be (B) it  
 (C) the (D) its
13. The elimination of inflation would ensure that the amount of money used in repaying a loan would have \_\_\_\_\_ the amount of money borrowed.  
 (A) as the same value (B) the same value as  
 (C) value as the same (D) the value is the same
14. In reorganizing the curriculum of Mt. Holyoke College in the late 1800's, Elizabeth Mead laid the foundation \_\_\_\_\_ the modern college rests.  
 (A) is which (B) on which  
 (C) which is on (D) on it
15. \_\_\_\_\_ xenon could not form chemical compounds was once believed by scientists.  
 (A) For (B) It was  
 (C) That (D) While

**Part B**

**Directions:** Select the underlined part that must be changed to be correct.

16. General reference maps include basic information, such continents, countries, rivers, cities and other features.  
 A B C D
17. According to art consultant Maeve Bee, selects works of art for display is neither an easy task nor a glamorous occupation.  
 A B C D



18. If television had been invented a thousand years ago, will nations be significantly more homogeneous than they are now?  
A B C D
19. The St. Lawrence Seaway, which runs between British Columbia and New York, has completed by the United States and Canada in 1959.  
A B C D
20. To the citizens of the United States, the bald eagle, America's national bird, symbolize strength and freedom.  
A B C D
21. Dolphins are warm-blooded; that is its body temperature always stays about the same, regardless of the surroundings.  
A B C D
22. Authenticity stained glass is colored while the glass is in a liquid state.  
A B C D
23. On most scales, zero marks the starting point or the neutralize position.  
A B C D
24. The tongue of the okapi is too long that it can extend all the way to its eyes when it cleans itself.  
A B C D

25. Individuals exposed to loud noise for long intervals may suffer temporary or permanently loss of hearing.  
A B C D
26. Film directors can take far great liberties in dealing with concepts of time and space than stage directors can.  
A B C D
27. Traditionally, ethnographers and linguists have paid little attention to cultural interpretations given to silence, or to the types of social contexts in which tends to occur.  
A B C D
28. With the exception of aluminum, shiny metals such as tin or copper turns into black powders when ground fine.  
A B C D
29. Since 1921 the budget of the United States became the primary responsibility of the President.  
A B C D
30. The research of Percy Julian has contributed to the creation of drugs that are in widespread use over victims of arthritis.  
A B C D

31. A number of doctors believe that taking an aspirin the day can reduce a person's chances of having a heart attack.  
A B C D
32. The speech of people from United States may be differentiated on the basis of regional dialects as such Midwestern or Southern.  
A B C D
33. The nineteenth-century historian Harriet Maxwell Converse having been a tireless and effective lobbyist on behalf of American Indians.  
A B C D
34. Alike other members of the cat family, the domestic cat has retractable claws and a very supple body.  
A B C D
35. Although recent motor homes are more fuel-efficient than previously models, they still cannot be considered economical.  
A B C D
36. The first fossilized dinosaur bones were discovery in the 1700's.  
A B C D
37. Styles and fads in music may come and gone, but the blues always seem to endure.  
A B C D



38. Hydrocarbons, too well as many other organic compounds, frequently form polymers.  
A B C D
39. Research has indicated that nearest seventy percent of an individual's communication  
A B  
with others is carried out on a nonverbal level.  
C D
40. The grow of such international organizations as the United Nations has changed the  
A B C  
meaning of political neutrality.  
D

### Section 3: Reading Comprehension

**Directions:** Reach each passage as carefully and rapidly as you can. Then choose the best answer for each question.

#### Questions 1 – 10

How can an organization's sales operation be improved? One of the keys to becoming more effective is to first determine the type of "selling process" which needs to be used. In other words, the role the salesperson must play has to be identified. There are three different processes sales staff can adopt: narrative, suggestive and consultative.

The narrative approach **depends on** the salesperson moving quickly into a standardized presentation. Every buyer receives the same presentation. Emphasis is on highlighting benefits and how the product or service can help the buyer. This is an effective approach if the buying motive for all customers is basically the same. This process is well suited where there are a great number of prospects to be called on.

The suggestive approach depends on the seller being in a position to offer alternative recommendations. This is quite different from the narrative approach as the



presentation is tailored to the individual customer. Here, the salesperson must initiate some discussion *in order to* get the buyer in a positive frame of mind.

An example of this process would be a restaurant wine steward who has checked with the waiter what food the customer has ordered and then opens by saying that either "this or that" particular wine would go best with the food ordered.

This is an excellent approach where one doesn't have much time with the customer but is able to acquire some basic information and then offer a particular recommendation. This process is well suited for products and services. However, it does require the salesperson to acquire basic information from the customer before moving on to the presentation.

The consultative approach requires the salesperson to have a thorough understanding of the customer and what the customer is trying to achieve. The role of the salesperson is to become an adviser or consultant and she must acquire a great deal of information from the customer. With this information the salesperson can plan what to offer the customer.

In this case, the salesperson must tailor the presentation to highlight how the salesperson's product or service can be of help. This approach will usually require a number of sales calls as the buying process may be complex. The consultative approach requires a wide variety of skills, including probing, listening, analysis, creativity and persuasiveness. The other two approaches typically require fewer skills.

Hiring, training, motivating and rewarding salespeople need to be linked to the type of sales process being used and this is where the problem starts. Many organizations which should be using a consultative approach use a narrative approach. They use standardized methods and do not tailor presentations to individual customers. You see this in many industries. When *this* is the case, price becomes a *key criterion* for the customer.

A key issue in developing a professional sales organization is in first establishing the sales process. When that decision has been made, all other sales decisions, including hiring, training and rewards can be linked to it.

1. How would you describe the writer's style?  
(A) persuasive (B) critical  
(C) personal (D) argumentative
2. In paragraph 3 '*in order to*' is used \_\_\_\_\_.  
(A) to describe an effect (B) to describe a cause  
(C) to describe a purpose (D) to describe an effort
3. In paragraph 5 the main point is to \_\_\_\_\_.  
(A) provide an example of the suggestive approach  
(B) assess the suggestive approach  
(C) compare the suggestive and the narrative approaches  
(D) describe the advantages of the suggestive approach
4. In paragraph 8 '*key criterion*' is closest in meaning to \_\_\_\_\_.  
(A) an important evaluation (B) a crucial analysis  
(C) an important point (D) insignificant
5. According to the passage which of the approaches is the most complicated?  
(A) The narrative approach  
(B) The consultative approach  
(C) The suggestive approach  
(D) No significant difference
6. According to the writer \_\_\_\_\_.  
(A) too many organizations are content with a consultative approach  
(B) too many organizations adapt their sales presentations unnecessarily  
(C) too many organizations are content with individual approaches to individual companies  
(D) too many organizations are content with a narrative approach



7. In paragraph 8 *'this'* refers to \_\_\_\_\_.  
(A) salespeople use tailored presentations  
(B) salespeople use expensive methods  
(C) salespeople use a consultative approach  
(D) salespeople use standardized methods
8. The writer is probably \_\_\_\_\_.  
(A) an academic (B) a journalist  
(C) a businessman (D) a professional writer
9. In paragraph 1 'selling process' is in inverted commas because \_\_\_\_\_.  
(A) the writer is using direct speech  
(B) the writer is suggesting that it is more than a simple selling process  
(C) the writer is suggesting that it is not really a selling process  
(D) the writer is quoting from another source
10. In paragraph 2 *'depends on'* is closest in meaning to \_\_\_\_\_.  
(A) results in (B) starts with  
(C) requires (D) allows

Questions 11 – 20

The present state of things on the planet Earth would be rather a puzzle to an observer from another planet. If he landed in the United States the most conspicuous animals in sight would be automobiles, and if he examined these vigorous *hard-shelled creatures*, he would find that each contains one or more soft, feeble organisms that appear notably helpless when removed from their shells. He would decide, after talking with these defenseless creatures, that they had no independent existence. Few of them have anything to do with the production or transportation of food. They need clothing and shelter, but do not provide them for themselves. They are dependent on their distant fellows

in thousands of complex ways. When isolated, they usually die-just like worker-ants that wander helplessly and hopelessly if separated from their colony.

If the observer were intelligent (and extraterrestrial observers are always presumed to be intelligent) he would conclude that the earth is inhabited by a few very large organisms whose individual parts are subordinate to a central directing force. He might not be able to find any central brain or other controlling unit, but human biologists have the same difficulty when they try to analyze an ant hill. The individual ants are not impressive objects - in fact they are rather stupid, even for insects - but the colony as a whole behaves with striking intelligence.

When human observers descend on a foreign planet, they may find it inhabited by organisms in an even more advanced stage of social cooperation. Perhaps its moving and visible parts will be entirely secondary, like the machines of man. Perhaps the parts that are really alive will be even more helpless : mere clots of nerve tissue lying motionless and sedentary far underground. Perhaps this organic stuff, having served its creative purpose will have withered away, leaving the machines that it has created in possession of the planet.

11. What is the writer's purpose in bringing into the passage the reference to motor-cars in the United States? To show that \_\_\_\_\_.
  - (A) each car must contain at least one driver
  - (B) when we visit another planet we might see similar machines there
  - (C) these hard-shelled creatures have nothing to do with food and transportation
  - (D) a driver is merely a helpless creature in a car which is very hard outside
12. According to the passage, what do the 'defenceless creatures' need?
  - (A) Clothing as well as food and shelter.
  - (B) Clothing during the day and shelter during the night.
  - (C) Independence in a very simple way before they die.
  - (D) Production and transportation of food.



13. When do the '*defenseless creatures*' usually die?
  - (A) When they are separated from others.
  - (B) When they work like ants.
  - (C) When they lose their way home.
  - (D) When they cannot decide what to do exactly.
  
14. What did the writer say about the observer from another planet?
  - (A) Even if he were clever, he would not understand how the system operated on the planet Earth.
  - (B) He would never understand human beings because they were stupid.
  - (C) He assumed that only strong men were not stupid.
  - (D) He thought that human beings and ants were equally helpless.
  
15. What was the difficulty experienced by human biologists?
  - (A) The analysis of human brain.
  - (B) The analysis of an ant hill.
  - (C) The analysis of a car and its engine.
  - (D) The analysis of the observer's brain and its controlling unit.
  
16. What did the writer say about individual ants?
  - (A) They needed a hill to live in during winter.
  - (B) They were the most impressive insects.
  - (C) They were not very intelligent.
  - (D) They behaved badly when they wanted to strike.
  
17. What might eventually happen to organic material on the foreign planet?
  - (A) It might leave the machines empty.
  - (B) It might become part of the planet.
  - (C) It might increase in number.
  - (D) It might disappear.

18. Why might an observer from another planet look for a central brain on earth?
  - (A) Because he would conclude that the earth is inhabited by very few organisms.
  - (B) Because he would realize that the hard-shelled creatures were incapable of thinking for themselves and needed somebody to make them move.
  - (C) Because he would conclude that the defenseless creatures inside the hard-shelled creatures had no independent existence and were controlled by some central brain.
  - (D) Because he would assume that the organization on earth was similar to that on his own planet.
  
19. At the end of the passage what is said about the foreign planet?
  - (A) The inhabitants there are no doubt more advanced than people on earth.
  - (B) They are really more helpless than the people on earth.
  - (C) The human visitors may find the inhabitants there more developed in social co-operation.
  - (D) Most of the inhabitants there are movable and visible.
  
20. 'hard-shelled creatures' (lines 4) refers to \_\_\_\_\_.
  - (A) some American heroes
  - (B) men with helmets
  - (C) automobiles
  - (D) conspicuous animals

**Questions 21 – 30**

The hamburgers, pizzas and French fries of fast-food restaurants-perhaps the most popular meals in America and increasingly common in other countries are often **condemned** as junk food. Many nutritionists hold a different, and somewhat surprising, opinion. Such foods, they say, balance substantial amounts of nearly all essential nutrients; pizza, for instance, provides protein and fat in its cheese, carbohydrate in its crust, and vitamins and minerals in its tomato sauce. When eaten in normal quantities, the fast foods may supply more calories than the average adult needs-a hamburger, fried potatoes and



shake contribute about 1,300 calories, about half the daily adult requirement but not necessarily more than an active teenager can use.

Unfortunately, fast foods are not entirely free of nutritional drawbacks: Most contain excessive amounts of sodium (principally in salt), sugar and fat. Fat contributes about 50 per cent of the calories in fried fish, chicken and potatoes, and sugar supplies about half of the roughly 300 calories in a 10 ounce shake. The frothy shake also contains about .01 ounce, or 300 milligrams, of sodium: if consumed with, say half a 10-inch pizza or with a cheeseburger, the sodium intake skyrockets to about .05 ounce, or 1,300 milligrams as much as an adult needs in a day.

Fast foods are also deficient in fiber and, depending on the foods, in a few vitamins, Folic acid, for example, is all but absent in a fast-food meal of hamburger, French fries and shake. No **authority** recommends fast foods as the sole daily fare. But if the sugary drinks are limited, and if sodium-laced seasonings are shunned, the oft-maligned fast foods meet the ultimate goals of a sound diet: nutritional balance and broad appeal.

21. Paragraph 1 is mainly about \_\_\_\_\_.
  - (A) the nutritionists' opinion on fast food
  - (B) the most popular hamburgers in America
  - (C) the strong disapproval of the American junk food
  - (D) the adult requirement in usual quantities
  
22. According to the passage, which statement is true?
  - (A) The hamburgers, pizzas and French fries are popular all over the world as junk food.
  - (B) All the fast-food may not supply all the essential nutrients for the teenager requirement.
  - (C) There are very few sodium, sugar and vitamins in a fast-food meal of hamburgers, pizzas and shake.
  - (D) Fast foods can be the daily meal for a diet if we can limit the amount of sodium, sugar and fat whereas fiber and vitamins are added.

23. "Unfortunately, fast foods are not entirely free of nutritional drawbacks" (line 1 in paragraph 2) means "\_\_\_\_\_".
- (A) Unluckily, they are drawbacks not to have fast foods for free of charge.
  - (B) We are unlucky to get the deficient nutrients from the foods we eat.
  - (C) The deficiency of fast foods is that they have major drawbacks from the nutritionists.
  - (D) Fast foods are less useful from a nutritional point of view.
24. The word "*condemned*" (line 3) could be replaced by \_\_\_\_\_.
- (A) denounced
  - (B) approved
  - (C) discharged
  - (D) absolved
25. Paragraph 2 deals mostly with \_\_\_\_\_.
- (A) an excess of nutrients
  - (B) the contribution of fat
  - (C) the amount of sugar
  - (D) the adult requirement
26. According to the information received, we can conclude that "fast foods \_\_\_\_\_".
- (A) may be suitable for the adult requirement
  - (B) are most useful because of the nutritional problems
  - (C) can be used for increasing calories needed by the workmen
  - (D) are the best meal for a wholesome diet if we can control the amounts of sugar in drinks and sodium
27. The best title for this passage would be \_\_\_\_\_.
- (A) Why Fast Food is not Junk Food
  - (B) Why Fast Food is Popular Meals in America
  - (C) Fast Foods: The Excessive Essential Nutrients
  - (D) Fast Foods: The Ultimate Goals For Diet



28. In average, the adult requires about \_\_\_\_\_ calories a day.  
 (A) 300  
 (B) 1300  
 (C) 2600  
 (D) The information is not given
29. We can find "folacin" in all foods except in \_\_\_\_\_.  
 (A) pizza  
 (B) fried fish, chicken and potatoes  
 (C) hamburger, French fries and shake  
 (D) hamburgers, frothy shake and French fries
30. The word "authority" (paragraph 3) could be replaced by \_\_\_\_\_.  
 (A) novice  
 (B) expert  
 (C) apprentice  
 (D) amateur

### Questions 31 – 42

What causes people to have different skin colors? Why are some races black, some brown, and others white? Most scientists now agree on the causes of different skin color.

Dark skin, they say, is probably the result of exposure to sunlight. It is the body's way of protecting itself against the ultraviolet rays of the sun. Overexposure to ultraviolet rays can result in a number of negative effects such as skin cancer, **a reduction in fertility**, and even **premature aging among women**. However, most dark people from the tropics are protected from these effects by a dark coloring substance in the skin called melanin.

The ability to produce melanin is hereditary, and scientists believe that only the races which developed this natural protection against the sun's dangerous rays were able to survive in hot, sunny lands. Races which did not have *it* died out or migrated to colder, cloudier lands. Thus people who produced melanin developed into the dark-skinned races of the world who live in hot climates, for instance the African negritoes, the pygmy negritoes of South-East Asia and the Australian aborigines.

Climate also probably explains why white people have light-colored skins. Although too much ultraviolet light is harmful to human beings, some is necessary for healthy growth. For example, it helps the body to form Vitamin D, which makes bones strong. In cloudy Northern Europe a dark skin would have *filtered out* too much sunlight preventing the body from forming enough Vitamin (D) This would have produced people with small, weak bone. A light skin, on the other hand, allows the body to receive enough ultraviolet rays in a cloudy climate to produce the Vitamin D it needs for normal growth. Consequently, in lands with less sunlight, people developed lighter skins.

31. What has caused some races to have dark skin?
  - (A) Exposure to sunlight.
  - (B) Melanin.
  - (C) Ultraviolet rays.
  - (D) Different skin color.
  
32. What does the phrase "a reduction in fertility" in paragraph 2 mean?
  - (A) Women can have fewer children.
  - (B) Women can have more children.
  - (C) The farming is unprofitable.
  - (D) The lands become drier and drier.
  
33. "premature aging among women" (paragraph 2) means \_\_\_\_\_.
  - (A) women give birth for her child before the time
  - (B) women die more quickly

- (C) women grow old more slowly than usual  
(D) women grow old more quickly than usual
34. Melanin is a dark coloring substance in the skin which protects people from the negative effects of \_\_\_\_\_ to the ultraviolet rays of the sun.  
(A) the body (B) over-exposure  
(C) the women (D) the skin
35. What is the third paragraph about?  
(A) Hereditary. (B) Dark-skinned races.  
(C) Ultraviolet rays. (D) Melanin.
36. The ability to produce melanin is \_\_\_\_\_.  
(A) not passed on from parents to child  
(B) not passed on between husband and wife  
(C) passed on from parents to child  
(D) passed on from husband to wife
37. What is the natural protection against the sun's dangerous rays?  
(A) Hereditary. (B) Melanin.  
(C) Dark-skinned races. (D) Cloudier lands.
38. The word "it" (line 12) refers to \_\_\_\_\_.  
(A) sunny lands (B) the dangerous rays  
(C) melanin (D) scientist
39. The pygmy negrito of South-East Asia and the Australian aborigines are examples of \_\_\_\_\_.  
(A) the dark-skinned races who live in hot climates  
(B) the ability to produce melanin



- (C) the people in the colder, cloudier lands  
(D) the natural protection of human-beings
40. What does the last paragraph discuss?  
(A) Why white people have light-colored skins.  
(B) Why dark people can not live in Northern Europe.  
(C) Climate is the cause of skin color.  
(D) People in hot sunny lands.
41. The word "filtered out" (last paragraph) means \_\_\_\_\_.  
(A) survived (B) died out  
(C) allowed to get in (D) stopped from getting in
42. What is the writer's conclusion?  
(A) In lands with more sunlight, people developed dark skins.  
(B) In lands with less sunlight, people developed lighter skins.  
(C) In northern Europe dark skin would have stopped the body from producing melanin.  
(D) The body of white people would not have been able to produce enough Vitamin D if they live in hot, sunny lands.

**Questions 43 – 50**

Many people assume that punishment stops undesired behavior. Is this always true? Psychologists have learned that the effect of punishment depends greatly on its timing, consistency, and intensity.

Punishment suppresses behavior best when it occurs as the response is being made, or immediately afterward (timing), and when it is given *each* time a response occurs (consistency). Thus, a dog that has developed a habit of constantly barking can be effectively (and humanely) punished if water is sprayed on its nose each time it barks. Ten

to fifteen such treatments are usually enough to greatly reduce barking. This would not be the case if punishment were applied occasionally or long after the barking stopped. If you discover that your dog dug up your flower bed while you were gone, it will do little good to punish him hours later. Likewise, the commonly heard childhood threat, "Wait' til your father comes home, then you'll be sorry," does more *to make father an ogre* than it does to effectively punish an undesirable response.

Severe punishment can be extremely effective in stopping behavior. If a child sticks a finger in a light socket and gets a shock, that may be the last time the child *ever* tries *it*. More often, however, punishment only temporarily *suppresses* a response. If the response is still *reinforced*, punishment may be particularly ineffective. Responses suppressed by mild punishment usually reappear later. If a child *sneaks* a snack from the refrigerator before dinner and is punished for it, the child may pass up snacks for a short time. But since snacking was also rewarded by the sneaked snack, the child will probably try sneaky snacking again, sometime later.

43. The main idea of this passage is that \_\_\_\_\_.
  - (A) punishment temporarily stops undesired behavior
  - (B) effective punishment depends on its immediacy, consistency and severity
  - (C) punishment can suppress a response if it is given each time it occurs
  - (D) punishment is effective if it is given at the right time when desired behavior occurs
44. If a dog develops a habit of constantly barking, the best treatment is to \_\_\_\_\_.
  - (A) spray water on its nose occasionally
  - (B) punish it severely as soon as possible
  - (C) beat it ten to fifteen times to stop the barking
  - (D) spray water on its nose immediately and consistently
45. It is true that the childhood threat mentioned in the passage \_\_\_\_\_.
  - (A) effective because fathers are ogres
  - (B) not effective because punishment is applied too late



- (C) not effective because punishment is applied too often  
(D) effective because children are afraid of their fathers
46. The phrase "to make father an ogre" (line 12) infers that the \_\_\_\_\_.  
(A) father has power over the child  
(B) father will certainly punish the child  
(C) child will have a negative image of his father  
(D) child will run away when his father comes toward him
47. The word "it" (line 16) refers to \_\_\_\_\_.  
(A) a finger  
(B) a light socket  
(C) putting a finger in a light socket  
(D) getting a shock from a light socket
48. The word "reinforced" (line 17) means \_\_\_\_\_.  
(A) stopped (B) supported  
(C) suppressed (D) discovered
49. The word "sneaks" (line 18) means \_\_\_\_\_.  
(A) eats (B) steals  
(C) refuses (D) tries
50. According to the passage, undesired behavior can be prevented from continuing by means of \_\_\_\_\_.  
(A) a threat (B) mild punishment  
(C) severe punishment (D) occasional reinforcement