



普通高等教育“十一五”国家级规划教材

College English

新通用大学英语

4

综合技能训练

Comprehensive Skills

《新通用大学英语》项目组 编

附教学录像
DVD



高等教育出版社
Higher Education Press



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前 言

《通用大学英语》始出版于1998年8月，是国内开发较早的一套面向学习者需求的系列电子教材。《新通用大学英语》是在“九五”国家重点科技攻关项目——《通用大学英语》的研究、开发与应用的基础上，依据教育部颁布的《大学英语课程教学要求》重新研发的供大学基础阶段英语教学使用的立体化系列教材。

本系列教材共分为6级，供大学英语课程的一般要求和较高要求层次的教学使用。每级由《综合教程》、《阅读教程》、《综合技能训练》、《教学参考书》以及配套的电子教案、网络课程等组成。

本系列教材以面向信息时代的大学英语教学内容、课程体系和教学方法的改革为出发点，充分考虑现代教育技术在大学英语教学中的应用，力图建立一套能适应以学生主动、交互和自主学习为主的，集先进的语言学习理论、教学理论和教学手段与媒介于一体的，具有时代特色的本土化与国际化相结合的新型大学英语立体化教材。在设计及编写上充分吸纳了国内外教材先进的编写理念与特色，引进了于2006年获得美国教育出版大奖的*Top Notch*，为本教材提供了真实、自然与鲜活的语料。在教材的引进、改编与自主研发等方面，我们进行了积极有益的探索，主要体现在以下几个方面：

※ 系统化的语言教学思想

本套教程采用了多技能交际大纲的编写原则，融语言知识与听、说、读、写四项技能于一体，同时扩展了语音和词汇部分内容，并辅以先进的多媒体与网络教学手段；以全面提高学习者的英语交际能力为目标，以交际主题为主线，意义构建为本，以活动为导向，任务为驱动，通过多样化的交际活动与探究式学习来进行知识建构，并以形成性评价作为教学重要的评价方法，来培养学生的综合分析能力和跨文化交际的能力。

※ 模块化的内容架构

《综合教程》每一册书共有10个单元，每单元2课。这10个单元的主题均贴近学生的生活现实，其情景的设置与学生在学校、社会以及未来的生活密切相关。每个课程单元又分为单元导入、听、说、读、写等几大模块，每个模块的内容均与主题相关，并重点操练2~3种语言功能。

※ 知识性、趣味性与文化性并重

在语料的选择方面，注重语言素材与中西方文化的结合，融知识性、趣味性与文化性于一体，题材广泛、体裁多样、语料真实、语言地道、版式活泼、图文并茂。在内容的设计上，力求语言知识学习、文化意识与批判性思维能力的培养并重。

※ 一体化的教学解决方案

由《综合教程》、《阅读教程》、《综合技能训练》、《教学参考书》、电子教案、网络课程和基于教学内容的语料库等构成了完备的一体化的教学解决方案。

《新通用大学英语综合技能训练4》是普通高等教育“十一五”国家级规划教材的系列用书之一。全书共10个单元，每个单元的主题与《新通用大学英语综合教程4》一致，内容的编排是为复习和巩固《综合教程》各部分内容

10. A. To make the knowledge she acquired be used fully.
B. To find a dormitory located in the city.
C. To learn more about the development of software.
D. To get a salary twice as much as her present one.
11. A. Her working experience.
B. Her academic background.
C. Her good command of English.
D. Her regular residency in the city.

Questions 12 to 15 are based on the conversation you have just heard.

12. A. At the man's home.
B. In the man's office.
C. At the airline reservation agency.
D. On an Internet site.
13. A. Read newspapers from New York.
B. Turned on the computer.
C. Checked his e-mail.
D. Went to his office.
14. A. She is going to celebrate her birthday.
B. She works in New York.
C. She lives in Denmark.
D. She will go to the airport to meet her brother.
15. A. He got the news from his brother.
B. His father sent him the message.
C. He read it from the newspaper.
D. His sister told him.

Section B

Directions: In this section, you will hear three short passages. At the end of each passage, you hear some questions. Both the passage and the questions will be read only once. After you hear a question, you must choose the best answer from the four choices marked A, B, C and D.

Passage 1

16. A. The sleeping position is shown to the world.
B. The sleeping position is secret and real.
C. The sleeping position represents the real you.
D. The sleeping position can control your behavior.
17. A. Sleep curled up.
B. Sleep on your side.
C. Sleep on your back.
D. Sleep on your stomach.
18. A. If you sleep on your back, you are probably a very nervous person.
B. If you sleep on your stomach, you normally trust people.
C. If you sleep on your side, you worry a lot and you aren't very ambitious.
D. If you sleep curled up, you are shy and you are easily hurt.

Passage 2

19. A. Help you become healthier.
B. Help you become an optimist.
C. Help you live longer and enjoy life more.
D. Help you become a pessimist.
20. A. Using a scale, researchers decided who was pessimistic, optimistic or a mixture of both.
B. The participants were only questioned about their mental health in 1970s.
C. In 1980s, participants were assessed using a personality test.
D. The same group of 410 patients were tested 35 years later.
21. A. Optimists scored lower on quality of life assessments.
B. Optimists reported poorer physical and mental functioning.
C. Pessimists scored lower on most of the questions.
D. Pessimists scored higher on quality of life assessments.

Passage 3

22. A. A kind of animal running fast with only two feet.

2. Life is like a long journey in which every one will inevitably _____ unexpected obstacles and difficulties.
A. run across B. come into C. encounter D. collide
3. In the rest room, the coach asked the team members to sing the national anthem together to _____ their morale.
A. uplift B. elevate C. live D. erect
4. As a successful salesperson, Mr Johnson leaves his colleagues a(an) _____ impression, always ready to conquer the impossible sales missions.
A. offensive B. negative C. pessimistic D. aggressive
5. Regardless of the pain in his back, the ping pang player _____ his opponent with 3 to 0.
A. overcome B. overwhelmed C. surprised D. bullied
6. The mother has tried everything to cheer up her sick son, but in _____.
A. fact B. effect C. vain D. result
7. The girl was always _____ to new ideas, and more importantly she also scattered them around.
A. receptive B. acceptable C. restrictive D. rejecting
8. Although rejected by the publishers for many times, J.K. Rowling eventually became one of the most _____ writers in British history.
A. imagination B. imaginary C. imaginative D. imaginable
9. More and more people are taking to their bikes as a(an) _____ to driving or using public transport.
A. choice B. change C. replacement D. alternative
10. When _____ with sudden crisis, the general always stays calm and leads his soldiers out of trouble.
A. meeting B. confronted C. opposing D. encountering

Section B

Directions: Complete the following sentences with phrases and expressions from Text A, B and C. Note that each can only be used once. Change the form if necessary.

come up against
in the face of

turn out
think up

come up with
adjust to

take over
take in

point out
wind up

1. Girls _____ an obstacle or two, maybe on tour, and they tend to give way instead of trying to overcome them.
2. The girl was still struggling to _____ this new situation, the biggest happening of her life.
3. I was so desperately afraid that you would _____ the sort of person who cares only about money and possessions.
4. In a harmonious family, the children are ready to _____ the feeling of love and caring for the others.
5. The young man was appointed to _____ his old father's post, signifying that he has grown up.
6. Experts continued to _____ that young people are lack of confidence in pursuing success.
7. You have to make your mind to give up smoking if you don't want to _____ in hospital.
8. School and parents are supposed to teach the children how to behave _____ defeat and frustration.
9. When facing investment failure, the company failed to _____ a solution to the problem.
10. The teacher has _____ many ideas to help the students build up self-confidence in their daily lives.

Section C

Step 1

Directions: Match the phrasal verbs in Column A with the explanations in Column B.

Column A	Column B
1. feel just the opposite	a. have sympathy, compassion for
2. feel like	b. consider sb. hopeful
3. feel for	c. pay a short visit
4. call sb. a hope machine	d. be the cause of
5. call on	e. be in the mood for
6. call forth	f. have completely different opinion / impression

Step 2

Directions: Fill in the blanks with the phrasal verbs given above. Note that each can only be used once. Change the form if necessary.

- Stevie Wonder _____ because he had conquered blindness and poverty with firm faith and strong will and achieved great success.
- Top students might feel bored because the teacher does not give them enough material to learn whereas poor students might _____ because the teacher gives them too many materials to digest.
- Charles had never been carefree, never been allowed to be childish or make mistakes like his peers, never had friends to _____ and pour his heart out to.
- If you _____ a gentle lakeside stroll, Grasmere Lake is to hand, or for the more energetic, Helvellyn, the most climbed peak in England, rises up only a short distance from the village.
- "I have come today with a heavy heart," said Liu Xianzeng, watching the ceremony in Tiananmen Square. "I _____ the victims of the earthquake and soldiers who are helping there."
- Criminal acts _____ a collective hostile response in the shape of punishment, and the punishment serves to restore and reinforce the outraged conscience collective.

*** Part III Structure

Section A

Directions: Fill in the blanks with the best answer from the four choices.

- Pessimists however are often able to provide arguments that suggest that their understanding of reality _____.
A. justify B. is justified
C. should justify D. be justified
- A common conundrum (迷, 难题) illustrates optimism-versus-pessimism with the question: does one regard a given glass of water, _____ to half its capacity, as half full or as half empty?
A. filled B. is filled
C. fills D. filling
- But not everybody has a cheerful nature and few are _____ feel they are not overwhelmed by the pressure of the daily life which, in turn, generates many frustrations and makes us pessimistic.
A. whom B. them who

5. A negative mental attitude is so detrimental to your efforts that you are better off staying at home than venture out into the world with it.
A B C D
6. Persons with uneven temperaments appear to have a more greater chance of developing serious illness and of dying young than those with other temperaments.
A B C D
7. If there is no effective treatment, knowing that someone has a particular disease or condition causes personality change makes it easier to understand the situation.
A B C D
8. Although she did not win the chance to compete in this year's Paralympics, her optimism and cheerful personality won her a coveted place as much as torchbearer.
A B C D
9. Adapting to changes that come with age is a key to maintain a balanced personality.
A B C D
10. The root of pessimism is negative thinking, which developed through everything from being around a lot of other negative people to surrounding yourself with too much negative information.
A B C D



Part IV Translation

Section A

Directions: Translate the following sentences into Chinese.

- Instead of focusing on people who had smallpox, he switched his attention to people who did not have smallpox.
- It is on these occasions that we become tense, we feel pressured, overwhelmed, in a state of stress.
- To change your point of view, you must reprogram your computer, thus freeing yourself to take in new ideas and develop new ways of looking at things.
- That is the same principle: the more you fight something, the more anxious you become — the more you are involved in a bad pattern, the more difficult it is to escape pain.
- Let us now suggest to the person in crisis that he cease concentrating so upon the dangers involved and the difficulties, and concentrate instead upon the opportunity — for there is always opportunity in crisis.

Section B

Directions: Put the Chinese given in the brackets into English to complete the sentences.

- The famous Dr. Edward Jenner _____ (正忙着试图解决天花问题).
- _____ (源自于无害的牛痘可以预防致命的天花这一发现) came vaccination and the end of smallpox as a scourge in the Western world.
- _____ (这就是我们如何转变观点的——通过变得有足够的想象力来想出新点子), find new ways of looking at our problems, invent new methods for dealing with old patterns.
- _____ (总而言之, 在那些难以解决的情况下横向思维是最有价值的) where

vertical thinking has been unable to provide a solution.

5. _____ (从一个机会的角度来看一个危机) is a lateral thought.



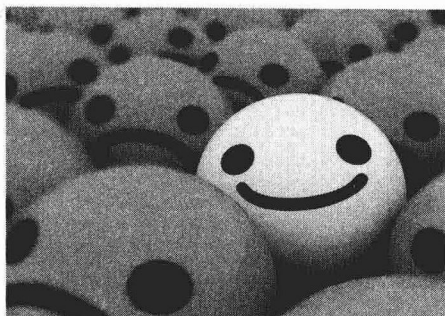
Part V Reading Comprehension

Passage 1

Directions: There is a passage with ten blanks. Select one word for each blank from the choices in the word bank. Each word can only be used once.

Optimistic Children in a Sometimes Pessimistic World

Have you ever noticed that children are just (1)_____ optimistic? They just don't know any other feeling — that is until they get a little older and we (2)_____ start filling their heads with who know what. Anyway — that natural optimism is a precious commodity for kids.



Teaching optimism starts early. I mean really early. (3)_____ to magellanassist.com, teaching optimism begins in infancy: Each time babies open their eyes and see people smiling, we (4)_____ that they're wonderful. In turn, babies develop good feelings about themselves and expect that good will come their way. Meeting the infant's needs — for food, (5)_____ and attention — teaches them that life is good and they can expect good from people.

Later, parents tell (6)_____ "Good job," when they get dressed by themselves or draw pictures. That reinforcement sends the message that they should feel (7)_____ about their abilities to succeed.

In theory, this type of reinforced (8)_____ should follow children through life (or at least while they're growing). It doesn't always work out that way.

Creating a sense of optimism in your children isn't about boosting our kids, it's about helping them to figure out what will they do if they don't win, focus on the (9)_____, and hoping for the best. A new program entitled "Fishful Thinking" is trying to help children realize their full potential by (10)_____ a healthy lifestyle, while at the same time helping children develop a sense of optimism through a set of learned skills.

- | | | | | |
|-------------|--------------|----------------|---------------|--------------|
| A) positive | B) promoting | C) confident | D) warmth | E) naturally |
| F) adults | G) According | H) communicate | I) youngsters | J) behavior |

Passage 2

Directions: There is a passage with five questions. Choose the best answer from the four choices marked A, B, C and D.

Personality

Faces, like fingerprints, are unique. Did you ever wonder how it is possible for us to recognize people? Even a skilled writer probably could not describe all the features that make one face different from another. Yet a very young child — or even an animal, such as a pigeon — can learn to recognize faces. We all take this ability for granted.

We also tell people apart by how they behave. When we talk about someone's personality, we mean the ways in which he or she acts, speaks, thinks and feels that make that individual different from others.

nothing but less time to enjoy whatever life might have to offer. Pessimism breeds indecision. It's a waste of time, and time is a limited resource that you can't afford to take for granted.

9. Be a balanced optimist. Be a rational optimist who takes the good with the bad, in hopes of the good ultimately outweighing the bad, and with the understanding that being pessimistic about everything accomplishes nothing. Prepare for the worst but hope for the best — the former makes you sensible, and the latter makes you an optimist.

10. Keep a list of motivational and inspiring quotes. There are so many brilliant and well-spoken quotes, lyrics, sayings, anecdotes and hyperbole present generally throughout history along with the same that specifically target your personal tastes. Maybe during a particularly tough day someone mentions some saying that gives you a rare boost of motivation, write it down. For example some "fortune cookie" ones:

Even the longest journey begins with a single step.

Life has a way of reminding one that it can be worse.

Until one understands the low and darker side of life, the appreciation of the awe-inspiring highs will remain stagnant.

1. Although it can be a healthy way to avoid getting taken advantage of, being skeptical, just like being pessimistic, can have major negative consequences on your life. []
2. Both childhood experience and your parents' negative assumptions about the world somewhere along the line might be the source of your pessimism. []
3. Life involves taking many risks every day, and not all of them will end positively, so we should avoid taking risks to maintain an optimistic worldview. []
4. Being a balanced optimist doesn't suggest that nothing bad or ever will happen; instead, you should prepare for the worst but hope for the best. []
5. There were many things in your past that you couldn't control, but there are also many things in life we can control to one degree or another, and there _____.
6. Pessimism breeds indecision. It's a waste of time, and time is a limited resource that you _____.

Part VI Cloze

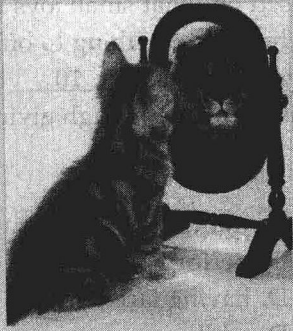
Directions: There are ten blanks in the following passage. Choose the best answer from the four choices marked A, B, C and D.

Choose Your Attitude — Choose Your Life

Dr Viktor E. Frank spent nearly three years in Nazi 1 camps where his wife and parents were executed. He and his sister were the only survivors in his family. He faced horrors that could not be described or imagined.

An educated man with hopes and dreams to 2 a life of success, he found himself treated like an animal 3 the possibility of torture, execution or starvation at any moment. Literally stripped of every material possession he owned, he watched friends, family and strangers die: some to execution and others perished after losing their will to live.

Yet, 4 control of his physical life was completely taken from him, he maintained the will to live with purpose and intention. He had no choice; he knew that 5 the circumstances under which he was forced to live, if he lost his will, he would die, and without a second 6, his body would be tossed onto a pile of other corpses in a ditch.



Second, we often overestimate our difficulties so we dare not do what we want to do. Third, our methods to solve things are not feasible so we cannot reach our aims.

In my opinion, we should develop confidence and faith in ourselves by taking a right attitude towards our own abilities. As the saying goes, where there is a will, there is a way. If we have a strong faith in ourselves, we will surely have the courage to face any difficulties. In one word, self-confidence is the key to achievements.

Step 5: Write and read.

After writing your composition, read it to your classmates and try to select the best-written one.

Musical Moods



Learners will be able to

- use listening strategies to identify important details, detect implied meaning and draw inferences
- practice some related key words and phrases
- write about music



Part I Listening Activities

Section A

Directions: In this section, you will hear eight short conversations and two long conversations. At the end of each conversation, one or more questions will be asked about what was said. You must read the four choices marked A, B, C and D, and decide which is the best answer.

- A. He failed to notice any student's concert. B. He is going to perform at the concert.
C. He will sell tickets at the concert. D. The chorus club gets little notice from students.
- A. He fixed the tape recorder.
B. Although old, he is still working.
C. His love for music surprised the two speakers.
D. He picked up the tape recorder from the garbage can.
- A. The man attended the concert but didn't like it.
B. The man was sorry to miss the football game.
C. The man is more interested in football than in classical music.
D. The man was sorry that he didn't attend the concert.
- A. The man should ask a counselor for advice.
B. The man should choose calculus.
C. The man doesn't have what it takes to be an engineer.
D. The music course is going to help him out very much.
- A. Folk music. B. Classic music. C. Pop music. D. All kinds of music.
- A. She will probably find somebody else to replace the man.
B. She will probably back out of the concert herself.
C. She will probably fail to get her history paper done.
D. She will probably learn to play Jazz.
- A. She will probably not go since she is busy.
B. She will probably not go since she is not interested.
C. She will probably go.
D. She will definitely go.
- A. Because they have to wait for Mandy.
B. Because the score of their duet is not satisfying.
C. Because the woman lost something and it is impossible to practice without it.
D. Because the woman wants to find a new partner to practice with.

- C. Healey was influenced by his fellow musicians to play that way.
- D. Healey wanted to make it a trademark of his performance.
- 21. A. Healey died of cancer at the age of 41.
- B. Healey began his musical career as a blues-rock musician.
- C. Well known for his guitar style, Healey could play only guitar.
- D. Healey was blinded from the age of one.

Passage 3

- 22. A. Celine was born into a poor family in Canada.
- B. Celine has been called the premier contemporary vocalist of the 90s.
- C. Celine made her international fame in a short time.
- D. Though famous world-wide, Celine has won only awards from European countries.
- 23. A. It is a highly musical family.
- B. There are 14 members in the family.
- C. Celine is the oldest child in her family.
- D. Her parents supported the family by teaching music.
- 24. A. The operation of a small club by her parents.
- B. A demo tape containing the French song composed by Celine.
- C. The performance the family made to entertain the local population.
- D. The fact that Celine was introduced to a well respected personal manager.
- 25. A. When the demo tape was sent to a recording company.
- B. When Rene Angelil determined to make Celine an internationally known talent.
- C. When Celine recorded the title track for the sound track to "Beauty and Beast."
- D. When Celine's debut album was released.

Section C

Directions: In this section, you will hear a passage three times. When the passage is read for the first time, you should listen carefully for its general idea. When the passage is read for the second time, you are required to fill in the blanks numbered from 26 to 33 with the exact words as you have just heard. For blanks numbered from 34 to 36 you are required to fill in the missing information. For these blanks, you can either use exact words you have just heard or write down the main points in your own words. Finally, when the passage is read for the third time, you should check what you have written.

Life in a Violin Case

The turning point of my life was my decision to give up a (26)_____ business career and study music. My parents, although (27)_____, and sharing my love of music, disapproved of it as a profession. This was (28)_____ in view of the family background. My grandfather had taught music for nearly forty years at Springhill College in Mobile and, though much beloved and (29)_____ in the community, earned barely enough to provide for his large family. My father often said it was only the hardheaded thriftiness of my grandmother that kept the wolf at bay. As a (30)_____ of this example in the family, the very mention of music as a profession carried with it a picture of a precarious existence with uncertain financial rewards. My parents (31)_____ upon college instead of a conservatory of music, and to college I went quite happily, as I remember, for although I loved my violin and spent most of my (32)_____ time practicing, I had many other interests.

Before my (33)_____ from Columbia, the family (34)_____. Thus was I launched upon a business career.

I went into it for money, and (35)_____. It was not enough. I felt that life was passing me by. (36)_____. My one ambition was to save enough to quit and go to Europe to study music.



Part II Vocabulary

Section A

Directions: Complete the following sentences with words from Text A, B and C.

- If we concentrate only on developing "finger technique" and _____ music during practice, we can pick up non-musical playing habits.
A. negate B. neglect C. omit D. ignore
- Daniel wanted Elisabeth to _____ him on medieval instruments when he had his repertoire (准备好演出的节目) of early songs ready to perform.
A. accomplish B. accommodate C. accompany D. accord
- At no time will any music now or in the future _____ anything resembling a creative life-force that grew in the 1920's, flourished in the 50's and 60's, and fizzling out in the mid-to-late 70's.
A. possess B. obsess C. assess D. process
- In the past we have been shy about trumpeting our English music heritage, but such a festival offers the chance to unearth and _____ some of the hidden riches.
A. explore B. explode C. expose D. expand
- Such an approach is bound to _____ some fans, but the end result is an entirely listenable compilation and one that says a great deal about how Lennon was perceived at the conclusion of the 1980s.
A. demonstrate B. illustrate C. administrate D. frustrate
- A bright sign for the music industry was a _____ in downloads in the week between Christmas and New Year. Nearly three million tracks were bought in a record week, one million up on the equivalent period in 2006.
A. surf B. surplus C. surge D. surround
- It was this general theory of vocal versus instrumental music that led the Catholic Church to _____ upon the use of instrumental music in any of its services. It was not until much later near the end of the Renaissance Period in music history that instrumental music made modest entries inside the cathedral walls.
A. display B. perform C. applaud D. frown
- The _____ month-long program featuring prestigious guest speakers from the highest levels of the film and television music industry is widely known as a major educational and networking opportunity for aspiring composers.
A. intensive B. tense C. rigid D. tight
- He recalled that in California after a _____ had attacked him for "still trying to sell Bruckner to the Americans", the public's response at the next concert was a standing ovation.
A. critical B. critic C. criticism D. cynical
- It was found that cows which listened to simple, happy music produced more milk. Perhaps workers and customers who listened to simple, happy music would be more _____ and spend more money.
A. productive B. inductive C. deductive D. seductive

Section B

Directions: Complete the following sentences with phrases and expressions from Text A, B and C. Note that each can only be used once. Change the form if necessary.

combine ... with
concerned with
break one's heart

have an influence on
lose one's temper
(a) big hit

make one's mark
replace ... with ...

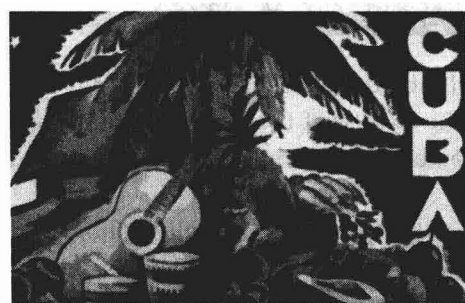
(a) passion for
(be) upset with

- The passage is mainly about _____.
 - a brief history of American popular music.
 - the differences between jazz and other forms of music.
 - Louis Armstrong's instrumental brilliance.
 - the close relationship between dancing and popular music in the United States.
- Which of the following preceded jazz as a popular music for dancing?
 - Disco
 - Rock
 - Rhythm and blues
 - Ragtime
- According to the passage, jazz musicians are able to demonstrate their individual artistry mainly by _____.
 - creating musical variations while performing.
 - preparing musical arrangements.
 - reading music with great skill.
 - being able to play all types of popular music.
- A "get-off" musician is _____.
 - a person who assists the other band members in packing up after a performance.
 - a person who teaches dance routines created for new music
 - a person who leads the band.
 - a person who provides solo performances in a band or orchestra
- The topic of the passage is developed primarily by means of _____.
 - dividing the discussion into two major areas.
 - presenting contrasting points of view.
 - providing biographies of famous musician.
 - describing historical events in sequence.

Passage 3

Directions: For questions 1–4, mark Y (for YES) if the statement agrees with the information given in the passage; N (for NO) if the statement contradicts the information given in the passage; NG (for NOT GIVEN) if the information is not given in the passage. For questions 5–6, complete the sentences with the information given in the passage.

Music of Cuba



The Caribbean island of Cuba has developed a wide range of creolized musical styles, based on its cultural origins in Europe and Africa. Since the nineteenth century, its music has been hugely popular and influential throughout the world. It has been perhaps the most popular form of world music since the introduction of recording technology.

The people of Cuba include descendants of the Spaniards (and some other Europeans) who began to arrive in the early 1500s and the Africans who were brought as enslaved people (or arrived later as freed slaves from other countries). Over time, some aspects of the music and dance of the Spanish and African groups have blended together, and some aspects have kept their individual flavor. The indigenous peoples of Cuba, after living there many thousands of years, died soon after the Spanish arrived, either from diseases brought there (to which they had no immunity) or from mass suicide when forced into mining labor. Chinese laborers also came in the late 1800s, but they did not blend culturally with other peoples in Cuba at the time.

Not much is known about Cuba's folk music before the year 1800. It is known that early Cubans played

them once they're paid.

9. _____ a helping hand to others can leave you with a feeling of peace and fulfillment, even happiness.
10. Whether you want to _____ for a cool video game or your college education, you're going to need a financial game plan.

Section C

Step 1

Directions: Match the phrasal verbs in Column A with the explanations in Column B.

Column A	Column B
1. go back on	a. make work or employ (something) for a particular purpose
2. go in for	b. be able to live or continue without
3. go without	c. ask (for something)
4. go after	d. take part in; be in favor of
5. apply for	e. chase; seek
6. apply to	f. fail to fulfill (a promise or obligation)

Step 2

Directions: Fill in the blanks with the phrasal verbs given above. Note that each can only be used once. Change the form if necessary.

1. By _____ Private Student Loan with a credit worthy co-signer, you may increase your chances of approval.
2. The Supreme Court held last week that the government could not _____ the promise given to industries.
3. You have the power and ability to attain all your goals and ambitions in life. You just have to know what you want and _____ it.
4. I can _____ lots of days _____ spending. I save my money and spend it every two weeks.
5. After the course students will be able to _____ mathematical methods _____ economic problems in life.
6. Some people think university students can _____ business if they have enough spare time and energy.

Part III Structure

Section A

Directions: Fill in the blanks with the best answer from the four choices.

1. _____, we should have sent more employees to the mother company to get trained.
- A. More money is given B. More money to give
- C. More money giving D. More money given
2. Alf used to get _____ he gets now.
- A. five times the money B. as much five times money as
- C. twice the money as much as D. twice as much as the money
3. _____, I would first of all buy myself a computer.
- A. Enough money had I B. Were I had enough money
- C. Had I enough money D. I had enough money
4. Amounts of money _____ spent on this project, but most of it _____ wasted.

To do this, "paint a picture of some future date after they have been using your product or service," says Klein. "Explain this picture in detail using lots of adjectives, and explain how the benefits of owning your product or service will change their lives. It is basically a review of the benefits using their emotions to insure them they are doing the right thing."

"I know buyer's remorse has happened to me many times in my life," says Klein. "However, as I began talking to other people about my decision, more times than not, I would get confirmation from others that I had made the right decision. You see, that is really what anyone is looking for; confirmation from someone other than themselves that they made the right decision."

Another way to ensure your client does not experience buyer's remorse is to create a future relationship with them. "Let them know you are not just going to make the sale and forget about them, or pass them on to another department in your company," says Klein. "A phone call the day after the sale is a great way to let them know how much you care, and will show them you mean what you say."

"Make the transition to the next step in their purchase a smooth one for them. If there will be a delivery of a product, take the time to be there on the delivery date. At the very least, make a phone call to the prospect to make sure everything went according to the plan, and that they are satisfied."

Take time to make sure your clients are comfortable with their buying decision, and you will not run into any trouble down the line.



1. What can be inferred from the passage?
 - A) It is important for a salesperson to be close friends with his clients.
 - B) A salesperson should always remember to praise his clients.
 - C) It is crucial for a salesperson to make his clients confident about their decisions.
 - D) It is right for a salesperson to say yes if his clients ask for something.
2. What is the author's attitude toward Jim Klein's viewpoints?
 - A) ironic
 - B) critical
 - C) negative
 - D) affirmative
3. In the passage, the phrase "this panic-inducing scenario" (line 1, para. 2) most probably refers to _____.
 - A) buyer's remorse
 - B) a person's nightmare
 - C) a buyer's confidence
 - D) a salesperson's plan
4. What might be the purpose of the author to write this passage?
 - A) to give a definition of buyer's remorse.
 - B) to offer advice for salesmen on how to avoid buyer's remorse.
 - C) to emphasize the importance of buyer's remorse.
 - D) to increase buyer's remorse.
5. Which of the following is true according to the passage?
 - A) A salesperson can neglect his clients after he makes the sale.
 - B) It is important for a salesperson to get more new clients.
 - C) A salesperson who makes many friends will not run into trouble.
 - D) A salesperson needs let his clients know he cares about them.

Passage 3

Directions: For questions 1–4, mark Y (for YES) if the statement agrees with the information given in the passage; N (for NO) if the statement contradicts the information given in the passage; NG (for NOT GIVEN) if the information is not given in the passage. For questions 5–6, complete the sentences with the information given in the passage.

Save Money Today

Millions of pounds are wasted each year by the British public, from food rotting in the fridge to paying too much for gas and electricity. Use the following tips to help you save hundreds, if not thousands, of pounds a year.

On food

Buy fresh produce from markets (not supermarkets); they are almost always cheaper.

If you do shop at the supermarket, make a list and stick to it, unless you see food that is massively reduced.

Buy cheaper cuts of meat and tenderise them by cooking them more slowly, in casseroles, for example. They are just as nutritious.

Make your own sandwiches. The pre-packed sandwich industry is worth £3.3 billion a year! At £2 a sandwich, someone who buys sandwiches for work every day spends more than £40 a month, or almost £500 a year! Home-made sandwiches freeze brilliantly too.

Do not waste leftover food. Be inventive — you can make very tasty and nourishing meals with it.

Batch cook. Cooking large amounts of food and freezing it is much more cost effective both in terms of ingredients and the energy used to cook the food.

Do not buy convenience food. It is usually high in salt, sugar and fat, but it is also very expensive and profitable for the supermarkets that sell it.

At home

Turn down the thermostat on your central heating by just one degree. This could save you almost ten percent on your heating bill. And, according to the Environment Agency, over the year, this will save about 240kg of carbon dioxide being released into the atmosphere, equivalent to the amount absorbed by about 80 trees.

Check your gas and electricity supplier to see if they are the cheapest. An average house could save more than £100 just by switching supplier.

Do not heat rooms you do not use, or heat them gently.

Do not fill the kettle full every time. It takes a kilowatt to heat a liter of water by 1°C (1.8°F). Just put the amount of water you need in your kettle.

Ensure that you do not have leaky windows and doors.

Fit loft insulation — some councils will offer grants in certain circumstances.

Do not leave electrical equipment, such as TVs and stereos, on standby. It wastes electricity.

Turn off the lights when you leave the room.

Fit energy-saving light bulbs, they are kind to the environment and they save you money in the long run.

Shower. Do not bathe. It uses a lot less water and therefore saves on heating.

Buy things from charity shops or even shops at the council tip. They cost a fraction of the "new" price and are often in very good condition. Toddlers soon grow out of their toys, so buying them ones from charity shops is a cheap way to give them an endless supply.

Going out

Do you have to take the car? Could you walk?

Can you buy it locally? Big shops may be cheaper but they might not be once you have added on petrol, bus and train fares. You will also be supporting your local community.

Happy hour! Many pubs, restaurants and cinemas have discounts for less popular times of the day. Taking advantage of this can save you up to 50 percent of the cost.

Off-peak travel. If you are planning to visit friends by train or bus, check out the savings made by going off-peak. For example, a peak return from Winchester to London Waterloo by train costs more than £35. An off-peak travel card costs just over £22 and if you have a travel card (which costs a one-off £20 a year) it only

