

NAME: \_\_\_\_\_

DATE: \_\_\_\_\_

SCORE: \_\_\_\_\_ /50

**A**  Listen to the conversation between Betty, Ross, and Haley. Then answer the questions.

- 1 Ross gives the example of going to a music festival to explain
  - A the benefits of trying new things.
  - B how to get more confident.
  - C a way of meeting girls.
- 2 How has taking risks helped Ross?
  - A He gets invited to more music festivals now.
  - B He feels less shy in social situations.
  - C He met his girlfriend, and they got married.
- 3 What advice does Ross give to Haley to build her confidence?
  - A She should make small changes in her daily life.
  - B She should do things that are useful for other people.
  - C She should take one big risk every day.
- 4 Why hasn't Haley set up her own company?
  - A It would be a lot of work.
  - B If her own company weren't successful, she would feel bad.
  - C If she left her job, she would make less money.

\_\_\_\_\_ / 8 (2 points each)

**B** Match the sentence halves.

EXAMPLE: Rachel's boss told her to work H

- |   |       |  |
|---|-------|--|
| 1 You should keep                           | _____ | A up his first company when he was 23.             |
| 2 I'm trying to give                        | _____ | B over it and passed the second time.              |
| 3 Ryan set                                  | _____ | C out. She's had a difficult year.                 |
| 4 I can't figure                            | _____ | D up chocolate, but it's very difficult.           |
| 5 Of all the essays, John's really stands   | _____ | E up your English studies. You're doing so well!   |
| 6 When I failed my driving test, I soon got | _____ | F out how to set the alarm on my phone.            |
| 7 I hope Julia's new job works              | _____ | G out. It's the best piece of writing I have read. |
|   |       | H at the way she organizes her time.               |

\_\_\_\_\_ / 7 (1 point each)

**C** Circle the correct words.

### DO REWARDS WORK?

One important <sup>1</sup>*goal* / *risk* for most companies is that their workers always work hard and produce the best <sup>2</sup>*purposes* / *results* each day. One thing that employers can do is to offer workers <sup>3</sup>*risks* / *rewards* for good work. However, before they do, they should first <sup>4</sup>*result* / *consider* whether rewarding good work with money is the best <sup>5</sup>*effect* / *option* to choose. It's true that some people might work harder if they can earn some extra money. However, there is one big <sup>6</sup>*advantage* / *disadvantage* to offering a reward – when a company stops offering the reward, it may see the opposite <sup>7</sup>*effect* / *research*. In other words, the worker may stop working hard and wait for the next offer of a reward. The <sup>8</sup>*option* / *purpose* of a reward should be to reward workers for doing good work all the time, not just once or twice. So, the best thing a company can do is make the workplace a happy, fun, and exciting place to be all the time – a place where everyone wants to do their best.

\_\_\_\_\_ / 8 (1 point each)

**D** Complete each conversation with the missing words. Use the underlined phrasal verbs. Put the verbs in the correct form.

EXAMPLE: A Have you figured out the problem?

B No, I haven't figured it out yet.

1 A Have you gotten over the disappointment?

B No I still haven't \_\_\_\_\_.

2 A When did you set up your company?

B I \_\_\_\_\_ in 2007.

3 A Are you going to give up soccer?

B No, I'm not going to \_\_\_\_\_ because I enjoy it.

4 A Have you started working at the problem?

B Yes, we are \_\_\_\_\_ right now!

5 A Please keep up the good work, Mary.

B Thanks. I'll try to \_\_\_\_\_.

6 A Did things work out with your boss in the end?

B Yes, everything \_\_\_\_\_ fine, thanks.

\_\_\_\_\_ / 6 (1 point each)

**E** Complete the conversation with the correct form of the verbs in parentheses ( ).

**Jess** If you wanted (want) to change something about yourself, what would change you (change)?

**Tony** If I <sup>1</sup> \_\_\_\_\_ (change) something about myself, I <sup>2</sup> \_\_\_\_\_ (be) more confident. If I <sup>3</sup> \_\_\_\_\_ (be) more confident, I <sup>4</sup> \_\_\_\_\_ (ask) my boss for more money. And if he <sup>5</sup> \_\_\_\_\_ (give) me more money, I <sup>6</sup> \_\_\_\_\_ (go) on a long trip.

**Jess** Where <sup>7</sup> \_\_\_\_\_ you \_\_\_\_\_ (go)?

**Tony** To Australia. It's my dream.

**Jess** Wow! If I <sup>8</sup> \_\_\_\_\_ (go) to Australia, I <sup>9</sup> \_\_\_\_\_ (love) to see a kangaroo but not a spider! I hear they have some very big spiders. If I <sup>10</sup> \_\_\_\_\_ (see) a giant spider, I think I <sup>11</sup> \_\_\_\_\_ (die)!

\_\_\_\_\_ / 11 (1 point each)

### The Power of No

Imagine this situation. You are leaving work, and someone invites you to a birthday party the following day. You say yes. Later, you get home, and you are angry with yourself. You wanted to relax this weekend. You had other plans. Now you have to find a present and some nice clothes. In addition, you have to go to a party where you only know one person. Why didn't you say no?

One reason for not saying no is that you might be afraid of making the other person unhappy. You want to be liked, and you don't want to hurt other people's feelings. But really you are telling yourself that your own feelings are not as important as the other person's feelings.

Also, you might worry that if you don't say yes, you won't get a second chance. This is not true – life is full of opportunities.

A third reason is that you might forget that there are options other than yes and no. For example, you can say you have to speak to someone else first. This gives you time to think about whether you want to say yes or no. Also, this means the other person is already prepared for the no and will be less disappointed.

And finally, remember you can always change your mind. If you think you have made the wrong decision, contact the person who invited you. Explain that something has happened and that you can't go to their party. This is quite a normal thing that people do all the time.

You can practice saying no all the time – for example, when people ask you for money or try to sell you things. Always say, "No, thank you," and smile. And if you want to say yes – that's fine too!

- 1 What point of view does the writer use?
  - A first person
  - B second person
  - C third person
- 2 The writer gives the example of the party
  - A to show the problems you can have when you say yes to things.
  - B to introduce the idea that life is full of opportunities.
  - C to explain why very few people go to parties.
- 3 Some people say yes to things they don't want to do because
  - A they are afraid of making a bad decision.
  - B they want other people to like them.
  - C they want to go to parties.
- 4 The writer suggests that instead of saying no, people should
  - A always say yes because that will give them more opportunities in the future.
  - B ask a friend to say no for them.
  - C wait and think about the right decision to make.
- 5 What does the writer say about changing your mind?
  - A It is not an unusual thing for people to do.
  - B It is better to change a no to a yes than a yes to a no.
  - C You can practice doing it with people who ask for money.

\_\_\_\_\_ / 10 (2 points each)