


NAME: _____

DATE: _____

SCORE: _____ /50

A  Listen to a conversation between two friends, Aaron and Nicole. Choose the correct answers.

- 1 What is the main aim of the Willpower app?
 - A** to help people to read faster, especially younger children
 - B** to train users to concentrate for longer while maintaining comprehension
 - C** to give people practice at reading longer, more difficult texts
- 2 What does Nicole say about the way the app works?
 - A** The length of the text changes according to the user's performance.
 - B** The questions get more challenging each day.
 - C** When you get a question wrong, the next text gets shorter.
- 3 In what way is the app "gamified"?
 - A** You can play games within the app.
 - B** There are elements of competition and rewards.
 - C** There are prizes each day for answering the questions successfully.
- 4 What other feature does Nicole mention?
 - A** A bell rings when the user answers a question correctly.
 - B** Having a timer means it's impossible to be distracted.
 - C** Insects might move across the screen to slow the reader down.
- 5 Who does Nicole say the app is for?
 - A** It is for adults and 14-year-olds.
 - B** There are no restrictions on who can download it.
 - C** There are two different versions for children.

_____ / 10 (2 points each)

B Complete the sentences with the words from the box.

avoid distractions concentrate concentration distracts distraction
focus on get distracted get interrupted interrupt lose focus

- 1 I'll be finished with this report in an hour if I don't _____ by any more phone calls.
 - 2 You will be given the test alone in a soundproofed room to ensure you don't _____.
 - 3 If you want to _____, you could spend the week at my father's cabin. It's in the woods and has no internet access.
 - 4 For this eye exam, the doctor will ask you to _____ the two dots on the wall directly in front of you.
 - 5 Playing chess competitively requires an extraordinary level of _____.
 - 6 Please be sure to turn your phones on vibrate so you don't _____ the movie.
 - 7 I think the use of so many colors _____ from the simple and elegant design of the dress.
 - 8 With my vacation coming up next week, I'm finding it really hard to _____ at work. I'm not getting much done.
 - 9 Some of the prisoners created a _____, which allowed the other prisoners to escape.
 - 10 After four hours of studying, you must be starting to _____. Why don't you take a break?
- _____ / 10 (1 point each)

C Complete the sentences with the words from the box.

accustomed at complicated frustrated right straight

- 1 Dan got _____ when he couldn't remember where he had left his cell phone.
 - 2 Joe was making a gesture to signal that Melanie had food around her mouth, but she didn't understand what he was getting _____.
 - 3 Noel wasn't _____ to writing by hand, so he found the written exam very tiring.
 - 4 Before the game, Liz wanted to get the rules _____ so there would be no arguments.
 - 5 At first, James couldn't take a good photo with his phone, but eventually he got it _____.
 - 6 The trip home got _____ when the train services were canceled due to a storm.
- _____ / 6 (1 point each)

D Complete the second sentence with a phrase using *get* so that it has a similar meaning to the first sentence.

- 1 Some nasty insects are destroying our roses.
Our roses _____ by some nasty insects.
- 2 João has to finish translating the article for English class by this afternoon.
João has to _____ for English class by this afternoon.
- 3 Lauren became tired after about ten minutes of climbing.
After about ten minutes of climbing, Lauren _____.
- 4 I always start to dance when I hear a Shakira song.
Hearing a Shakira song always _____.
- 5 Our competitors' sales are outpacing the sales of our app.
Sales of our app _____ by our competitors' sales.
- 6 Martin prepared his presentation in two hours.
Martin _____ in two hours.
- 7 When I discovered we were out of milk, I ran to the supermarket before it closed.
Discovering we were out of milk _____ to the supermarket before it closed.
- 8 I only really start to think about the environment when I see animals in their natural habitats.
The one thing that really _____ about the environment is seeing animals in their natural habitats.

_____ / 8 (1 point each)

E Choose the option that is *not* possible.

- 1 As our boss *pointed out* / *attested* / *underlined* in the meeting, you can't please all the people all the time.
- 2 As can be *inferred* / *seen* / *imagined* from this report, the opportunities to reduce our carbon footprint lie with new technology.
- 3 As actors like you and I can *attest* / *present* / *see*, nerves are part of a successful performance.
- 4 As this diagram *presents* / *explains* / *infers*, concentration of students during lectures drops after about 25 minutes.
- 5 As we can *show* / *guess* / *infer* from his answer, tax cuts are his main focus.
- 6 As the senator *showed* / *imagined* / *indicated* in his speech yesterday, he remains committed to reducing pollution.
- 7 As the results of our study have *underlined* / *seen* / *illustrated*, if you take regular breaks, you can maintain focus.
- 8 The camera on our security device offers high-resolution images, as can be *pointed out* / *guessed* / *seen* from the quality of this image.

_____ / 8 (1 point each)

- F** Read the article. For questions 1–8, choose from steps 1–5. Each step may be chosen more than once.

How to Sell (Almost) Anything Face to Face

STEP 1 – Introduction : Use SEE

SEE stands for Smile, Eye contact, and Enthusiasm. First impressions count, so always flash a big smile, look at your potential customer, and speak with energy and enthusiasm. Looking someone in the eyes will generate trust, but don't overdo it. As soon as you get a positive reaction, even just a smile, don't hesitate, move to Step 2.

STEP 2 – Put the product in their hands

Possession is nine-tenths of the sale; if you can get the product in the client's hands, they will start to imagine it's theirs. The client is in a position to experience the fear of loss. If you take the product away, the client may feel they have "lost" something. Be confident. If this person doesn't buy, the next person will! If the person shows interest in the product, move to Step 3.

STEP 3 – Short story

The objective here is to build the client's interest. Talk about how fast you are selling the product, how few you have left, or how many people are buying. Explain why people are buying your product. If you are able to anticipate and give a reason to buy that matches the client's, you have a great chance of making the sale.

STEP 4 – Close the sale

As soon as the client is interested, close the sale. How do you know they are interested? They start asking questions, especially about the price. Don't rush into telling them the price. First, negotiate how many items they want. Finally, deal with the payment details.

STEP 5 – Rehash

You have a happy customer who trusts you, so this is the perfect opportunity to sell something else. Go back to Step 1 and try to raise enthusiasm for another product. You could even offer them a discount, as they have already bought something.

Which step ...

- | | |
|--|-----------|
| 1 does the writer use to suggest not doing something too rapidly? | Step ____ |
| 2 takes advantage of a situation you have created to sell more items? | Step ____ |
| 3 includes a technique which may create both positive and negative emotions in the client? | Step ____ |
| 4 involves noticing signals of readiness from the client? | Step ____ |
| 5 warns not to use a particular technique too much? | Step ____ |
| 6 suggests explaining the popularity of your product? | Step ____ |
| 7 mentions the importance of positive body language? | Step ____ |
| 8 involves guessing what a client's motives might be? | Step ____ |

_____ / 8 (1 point each)