

**PART I: USE OF ENGLISH**

**1. MULTIPLE-CHOICE CLOZE: For questions 1-8, read the text and then select the correct answer, A, B, C or D. There is an example below:**

0 A convince                      B guess                      C believe                      D value                      (0) C

## Neighbours influence buying decisions

However objective we **0** \_\_\_\_\_ ourselves to be, most of us do not judge a product solely on its merits, considering quality, value and style before making a decision. **1** \_\_\_\_\_, we are easily influenced by the people around us. There is nothing **2** \_\_\_\_\_ with this. It is probably a smarter way to make decisions than **3** \_\_\_\_\_ on only our own opinions.

Research in Finland recently found overwhelming evidence that neighbours have a big influence on buying decisions. When one of a person's ten nearest neighbours bought a car, the **4** \_\_\_\_\_ that that person would buy a car of the same brand during the next week and a half **5** \_\_\_\_\_ by 86 per cent. The researchers argued that it was not just a **6** \_\_\_\_\_ of envy. Used cars seemed to attract neighbours even more than new cars. This suggested that people were not trying to **7** \_\_\_\_\_ up with their neighbours, they were keen to learn from them. Since used cars are less reliable, a recommendation of one can **8** \_\_\_\_\_ influence a buying decision.

- |                        |             |                 |             |
|------------------------|-------------|-----------------|-------------|
| <b>1</b> A What's more | B Instead   | C Unlike        | D In place  |
| <b>2</b> A wrong       | B silly     | C bad           | D daft      |
| <b>3</b> A basing      | B trusting  | C supposing     | D relying   |
| <b>4</b> A chances     | B potential | C possibilities | D forecast  |
| <b>5</b> A boosted     | B rose      | C enlarged      | D lifted    |
| <b>6</b> A thing       | B point     | C matter        | D fact      |
| <b>7</b> A keep        | B stay      | C hold          | D follow    |
| <b>8</b> A fiercely    | B strongly  | C firmly        | D intensely |

**2. For questions 9-16, read the text below and write the word which best fits in each space. Use only one word in each space. There is an example below:**

(0) SOMETHING

### The origin of language

The truth (0) ..... nobody really knows how language first began. Did we all start talking at around the same time (9) ..... of the manner in which our brains had begun to develop?

Although there is a lack of clear evidence, people have come up with various theories about the origins of language. One recent theory is that human beings have evolved in (10) ..... a way that we are programmed for language from the moment of birth. In (11) ..... words, language came about as a result of an evolutionary change in our brains at some stage.

Language (12) ..... well be programmed into the brain but, (13) ..... this, people still need stimulus from others around them. From studies, we know that (14) ..... children are isolated from human contact and have not learnt to construct sentences before they are ten, it is doubtful they will ever do so. This research shows, if (15) ..... else, that language is a social activity, not something invented (16) ..... isolation.

3. For questions 17-24, read the text below. Use the word given in capitals at the end of some of the lines to form a word that fits in the gap in the same line. There is an example below:

**THE COUPLES WITH IDENTICAL LIVES**

When Frank and Vera Jackson met a 0 \_\_\_\_\_ couple on holiday in Spain also called Frank and Vera (but with a different surname: Bentley), at first they must have laughed at the 17 \_\_\_\_\_. But when they got into 18 \_\_\_\_\_ with their namesakes, they made some surprising 19 \_\_\_\_\_ and realized that they had much more in common.

FRIEND

COINCIDE

CONVERSE

DISCOVER

Both couples had had their 20 \_\_\_\_\_ on the same date in the same year and at the same time. Both couples each had two daughters, with dates of 21 \_\_\_\_\_ in the same years, and six grandchildren. Mr Jackson worked in the car industry in Oxford; Mr Bentley had done 22 \_\_\_\_\_ the same job but in Dagenham. Their wives, who had both worked for the same bank, had both lost their 23 \_\_\_\_\_ rings and were wearing identical gold watches. 'I'm sure people everywhere lead identical lives,' said Mr Jackson, 'but to meet our doubles was 24 \_\_\_\_\_.'

WED

BORN

EXACT

ENGAGE

BELIEVE

4. Complete the second sentence so that it has a similar meaning to the first sentence, using the word given. Do not change the word given. You must use between three and six words, including the words given. (Up to 2 points for each correct answer)

Example:

0 Making new friends was easy for her.

DIFFICULT

She didn't \_\_\_\_\_ new friends.

The gap can be filled with the words 'find it difficult to make', so you write:

0 FIND IT DIFFICULT TO MAKE

Write **only** the missing words **IN CAPITAL LETTERS** on the separate answer sheet.

B2

25 Her behaviour tends to be bad when she is under pressure.

**TENDENCY**

She \_\_\_\_\_ badly when she is under pressure.

26 My brother earns half of what I earn.

**TWICE**

I earn \_\_\_\_\_ my brother.

27 I got angry because of the assistant's attitude.

**MADE**

The assistant's attitude \_\_\_\_\_ temper.

28 He plays so skilfully that nobody can beat him.

**MUCH**

He plays with \_\_\_\_\_ that nobody can beat him.

29 They were late because they got stuck in traffic.

**RESULT**

They were late \_\_\_\_\_ stuck in traffic.

30 Yesterday I met one of my friends by chance in the supermarket.

**RAN**

Yesterday I \_\_\_\_\_ mine in the supermarket.

**C1**

25. The man suddenly realised that the neighbor was watching him.

**WATCHED**

The man suddenly realised that he .....the neighbor.

26 They are demolishing the old bus station and replacing it with a new one.

**PULLED**

The old bus station is ..... with a new one.

27 The number of students now at university has reached an all-time high, apparently.

**THE**

The number of students now at university is ..... been, apparently.

28 I'm disappointed with the Fishers' new album when I compare it to their previous one.

**COMPARISON**

I think the Fishers' new album is ..... their previous one.

29 Anna got the job even though she didn't have much experience in public relations.

**SPITE**

Anna got the job ..... of experience in public relations.

30 'I must warn you how dangerous it is to cycle at night without any lights,' said the police officer to Max.

**DANGERS**

Max received a ..... at night without any lights from the police officer

## READING COMPREHENSION (2 points for each correct answer)

You are going to read a newspaper article about trees and leaves. For questions 31–36, choose the answer (A, B, C or D) which you think fits best according to the text.

Mark your answers on the separate answer sheet.

### Introduction to a book about the history of colour (C1)

This book examines how the ever-changing role of colour in society has been reflected in manuscripts, stained glass, clothing, painting and popular culture. Colour is a natural phenomenon, of course, but it is also a complex cultural construct that resists generalization and, indeed, analysis itself. No doubt this is why serious works devoted to colour are rare, and rarer still are those that aim to study it in historical context. Many authors search for the universal or archetypal truths they imagine reside in colour, but for the historian, such truths do not exist.

Colour is first and foremost a social phenomenon. There is no transcultural truth to colour perception, despite what many books based on poorly grasped neurobiology or – even worse – on pseudoesoteric pop psychology would have us believe. Such books unfortunately clutter the bibliography on the subject, and even do it harm.

The silence of historians on the subject of colour, or more particularly their difficulty in conceiving colour as a subject separate from other historical phenomena, is the result of three different sets of problems. The first concerns documentation and preservation. We see the colours transmitted to us by the past as time has altered them and not as they were originally. Moreover, we see them under light conditions that often are entirely different from those known by past societies. And finally, over the decades we have developed the habit of looking at objects from the past in black-and-white photographs and, despite the current diffusion of colour photography, our ways of thinking about and reacting to these objects seem to have remained more or less black and white.

The second set of problems concerns methodology. As soon as the historian seeks to study colour, he must grapple with a host of factors all at once: physics, chemistry, materials, and techniques of production, as well as iconography, ideology, and the symbolic meanings that colours convey. How to make sense of all of these elements? How can one establish an analytical model facilitating the study of images and coloured objects? No researcher, no method, has yet been able to resolve these problems, because among the numerous facts pertaining to colour, a researcher tends to select those facts that support his study and to conveniently forget those that contradict it. This is clearly a poor way to conduct research. And it is made worse by the temptation to apply to the objects and images of a given historical period information found in texts of that period. The proper method – at least in the first phase of analysis – is to proceed as do palaeontologists (who must study cave paintings without the aid of texts): by extrapolating from the images and the objects themselves a logic and a system based on various concrete factors such as the rate of occurrence of particular objects and motifs, their distribution and disposition. In short, one undertakes the internal structural analysis with which any study of an image or coloured object should begin.

The third set of problems is philosophical: it is wrong to project our own conceptions and definitions of colour onto the images, objects and monuments of past centuries. Our judgements and values are not those of previous societies (and no doubt they will change again in the future). For the writer-historian looking at the definitions and taxonomy of colour, the danger of anachronism is very real. For example, the spectrum with its natural order of colours was unknown before the seventeenth century, while the notion of primary and secondary colours did not become common until the nineteenth century. These are not eternal notions but stages in the ever-changing history of knowledge.

I have reflected on such issues at greater length in my previous work, so while the present book does address certain of them, for the most part it is devoted to other topics. Nor is it concerned only with the history of colour in images and artworks – in any case that area still has many gaps to be filled. Rather, the aim of this book is to examine all kinds of objects in order to consider the different facets of the history of colour and to show how far beyond the artistic sphere this history reaches. The history of painting is one thing; that of colour is another, much larger, question. Most studies devoted to the history of colour err in considering only

the pictorial, artistic or scientific realms. But the lessons to be learned from colour and its real interest lie elsewhere.

- 31 What problem regarding colour does the writer explain in the first paragraph?  
A Our view of colour is strongly affected by changing fashion.  
B Analysis is complicated by the bewildering number of natural colours.  
C Colours can have different associations in different parts of the world.  
D Certain popular books have dismissed colour as insignificant.
- 32 What is the first reason the writer gives for the lack of academic work on the history of colour?  
A There are problems of reliability associated with the artefacts available.  
B Historians have seen colour as being outside their field of expertise.  
C Colour has been rather looked down upon as a fit subject for academic study.  
D Very little documentation exists for historians to use.
- 33 The writer suggests that the priority when conducting historical research on colour is to  
A ignore the interpretations of other modern day historians.  
B focus one's interest as far back as the prehistoric era.  
C find some way of organising the mass of available data.  
D relate pictures to information from other sources.
- 34 In the fourth paragraph, the writer says that the historian writing about colour should be careful  
A not to analyse in an old-fashioned way.  
B when making basic distinctions between key ideas.  
C not to make unwise predictions.  
D when using certain terms and concepts.
- 35 In the fifth paragraph, the writer says there needs to be further research done on  
A the history of colour in relation to objects in the world around us.  
B the concerns he has raised in an earlier publication.  
C the many ways in which artists have used colour over the years.  
D the relationship between artistic works and the history of colour.
- 36 An idea recurring in the text is that people who have studied colour have  
A failed to keep up with scientific developments.  
B not understood its global significance.  
C found it difficult to be fully objective.  
D been muddled about their basic aims.

## PART 6

*You are going to read an article about jobs that involve international travel. Six sentences have been removed from the article. Choose from the sentences A–G the one which fits each gap (37–42). There is one extra sentence which you do not need to use.*

(B2)

# WANT TO JOIN THE JET SET?

You could be jetting off to exotic locations, staying in five-star hotels, eating in top-class restaurants, and it's all paid for by your employer. Who wouldn't want a job that involves foreign travel? 37 \_\_\_\_\_ The number of jobs requiring international travel is growing significantly. And citing business travel experience on your CV can bring enormous professional benefits.

But it's not always as exciting as it sounds. There is a big difference between travelling to Milan as a tourist and travelling there to spend a day in the type of hotel meeting room that can be found anywhere in Europe. It can be very exciting, but you need to keep your feet firmly on the ground. 38 \_\_\_\_\_ Flights can be delayed, things can go wrong and it's easy to get exhausted. Many jobs mean travelling alone, so you can be lonely.

Simply targeting any job that involves foreign travel is not the way to start. Instead, you should consider all the usual factors, such as qualifications and experience, and only then choose a sector or company that offers opportunities for international travel. The travel and hotel trades are obvious areas, but the commercial sector also offers good prospects for travel. In the retail sector, buyers often travel, especially if they work in fresh produce, where they have to check the suitability of crops. 39 \_\_\_\_\_ Jobs in the engineering and environment sector can involve travel, too. Almost any career can mean international travel, if you choose the right company and role. The number of jobs involving travel, especially at middle-management level, is growing.

So what will help you secure a role with an



international flavour? 40 \_\_\_\_\_ A second language is a good indication of how well someone will adapt. You need to show you are flexible and willing to learn. If your company has a sister company in the Czech Republic, for instance, learning some Czech will boost your chances.

Find out what the company offers as a support package. Many now guarantee that you can return home at the weekends, or they will limit the amount that people travel each year.

41 \_\_\_\_\_ One company asked graduates fresh out of university to move to another country over a weekend, alone, and to find their own accommodation.

And it's as well to remember that international travel can be stressful. People can get burned out by international business travel. You need to be in control of your schedule, rather than leaving it to the company. You must ensure you get time to rest and talk to your employer all the time about how you are coping. Don't wait for formal appraisals or until they ask for your views. 42 \_\_\_\_\_

Most sensible companies ask people to commit to two to three years. This increases the likelihood of success. And most people who travel on business remember it fondly.

- A On the other hand, it does bring personal benefits, and it also has a dramatic effect on promotion prospects.
- B And realize you might not want to travel for ever.
- C Employers look for candidates with an international outlook.
- D And there are plenty of opportunities.
- E But not all employers are like this.
- F Speak to seasoned international business travellers to get an idea of what you will face.
- G Employment in communications, banking and finance, and property management is also worth looking at.