

Level A - Form 1 - Reading: Evaluating / Extending Meaning

Sample Question

Read the paragraph. Then choose the best answer to the question.

Linda is very tired. She could barely hold her eyes open during dinner. Now she has curled up in bed with a book.

What will most likely happen next?

- A Linda will fall asleep.
- B Linda will put on some music.
- C Linda will read the entire book.
- D Linda will get up and make a sandwich.

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This is an article about being an independent salesperson. Read the article. Then do Numbers 1 through 5.

You're the Boss!

Over 95 percent of working Americans are employed by someone else. Many of them believe they would get a better salary and more respect if they worked for themselves, but they also know that starting one's own business can be risky and expensive. There is a way, however, to have more freedom without starting one's own company.

Many companies are looking for independent salespeople. Some of these companies are manufacturers that create products; others are groups that sell only services. The companies generally provide their independent salespeople with marketing materials and pay them on commission. This article will help you determine your level of interest in working as an independent salesperson.

One of your primary tasks as a new salesperson would be to learn how to manage time. The chance to schedule your time is one advantage of working on your own. Some salespeople, for example, might choose to return calls and handle paperwork in the morning before going to appointments in the afternoon, while others might prefer to set up meetings early in the day so they could be home in the afternoon when their children return from school. As an independent salesperson, you can determine how you will be most productive.

An independent salesperson must also develop a sales plan. An excellent presentation, effective communication skills, and in-depth knowledge of products are not enough if you are presenting your product to the wrong people. In creating a sales plan, you must study your territory as well as your products or services, your competition, and trends in the industry. With this information, you can locate possible clients and set goals based on your territory's potential. As you gain experience, you will revise this plan, develop your own strategies, implement new ones, and learn which techniques work best for you.

Acting as your own boss on a day-to-day basis is the most obviously appealing aspect of the job. We asked independent salespeople to rank the other advantages they enjoyed most when working on their own. Their responses were similar: although an independent job offers many challenges, the opportunities for personal and professional development can be extremely rewarding.

1. This passage would most likely be found in
 - A a magazine for working people
 - B a novel about a crooked salesman
 - C a history book about American business
 - D a computer manual for making sales brochures

2. Which of the following is a **fact** stated in this passage?
 - F Starting your own business is risky and expensive.
 - G The opportunities in sales can be extremely rewarding.
 - H Over 95 percent of working Americans are employed by someone else.
 - J The chance to schedule your time is one advantage of working on your own.

3. The author's **main** purpose in writing this passage was probably to
 - A persuade people to work for his company
 - B encourage salespeople to write good sales plans
 - C help people figure out how to spend more time with their children
 - D give readers information about being independent salespeople

4. Based upon information in this passage, which of the following is **not** a likely outcome if you became an independent salesperson?
 - F You will need to update your sales plan.
 - G You will face financial challenges.
 - H You will need to relocate your office.
 - J You will conduct market research.

5. If someone were deciding where to establish an independent sales business, the author would probably advise the businessperson to
 - A choose an area she or he knows well
 - B conduct a marketing survey to learn about local business needs
 - C call friends and associates to get recommendations about locations
 - D drive through several areas to see which one has the most empty office buildings

This advertisement describes a color printer. Read the ad. Then do Numbers 6 through 10.

DASH!

Do you need a color printer that is faster than an Olympic racer?
Introducing the Dasher 8500 Color Printer



For starters, it features blazing-fast print speeds (36 pages per minute in full color; 45 pages per minute in black and white) that are 50% faster than the XHP's fastest color printer. Darlene Masco, lead art director for Art Studio Magazine says, "The color quality is breathtaking!"

The amazingly fast color printer can be yours for only **\$3,999**.

SPECIAL OFFER: Buy a printer today and you will receive a free carton of digital Colorprint paper from Dash Document Company, valued at \$145. But hurry! Offer ends September 15.

Call-1-888-555-DASH, ext. 8500, for the address of the dealer nearest you.

6. The writer tries to emphasize the printer's speed by
- F comparing it to an Olympic racer
 - G showing how slow XHP's printers are
 - H naming it the Dasher 8500 Color Printer
 - J talking about color quality for a few cents
7. To convince readers that the Dasher 8500 delivers high quality color, the writer
- A is giving away Colorprint paper
 - B quotes a credible user of the product
 - C states the number of color papers per minute
 - D calls the printer "amazingly fast color printer"

8. "The amazingly fast color printer can be yours for only \$3,999." With this statement, the ad writer is appealing to readers' desire to
- F get a bargain
 - G find easy solutions
 - H get a better product
 - J be an expert shopper
9. This advertisement says that you will get a box of Colorprint paper if you buy a printer today. What would most likely happen if you bought the printer on September 16?
- A You would receive a check for \$145.
 - B You would receive a different kind of paper.
 - C You would receive an apology from the company's president.
 - D You would receive a printer, but not the box of Colorprint paper.
10. What is the **main** purpose of this advertisement?
- F to sell a color printer
 - G to compare printer speeds
 - H to inform readers of special offers
 - J to tell readers how to order a printer

This article describes an intriguing natural phenomenon, the auroras. Read the article. Then do Numbers 11 through 16.

Nature's Light Show

People who live relatively close to the North and South Poles can see one of nature's most lavish displays of colored light in the night sky—the mysterious auroras that occur mostly in high latitudes of both hemispheres. For centuries, the world's greatest scientists and artists have pondered this breathtaking phenomenon.

The lights of the auroras may appear in various shapes and colors. Sometimes the auroras are seen in a large strip of white or greenish light, known as an “arc,” which is stretched out evenly across the horizon. When rays of light form a starlike shape, the display is called a “corona.” On rare occasions, a reddish light, or “veil,” resembling a blanket, covers the entire sky.

Auroras in the Northern Hemisphere carry the common name *northern lights* and the scientific name *aurora borealis*, after the Greek term meaning “dawn of the north.” In the United States, the northern lights are most frequent and spectacular in Alaska and other northern states, where they are seen approximately twenty-five times a year. In certain areas, called the “auroral zone,” which includes Barrow, Alaska, and Goose Bay, Canada, the northern lights can be seen on nearly every cloudless night from autumn to spring.

In the Southern Hemisphere, auroras are known as the *southern lights*, or *aurora australis*, the “dawn of the south.” The southern lights appear in the skies above Antarctica and the polar sea, but virtually no one is around to witness them. Occasionally, they spread to areas of Australia and New Zealand.

The first precise description of the lights was recorded in 467 B.C., although many believe that earlier accounts, including biblical passages, refer to this phenomenon as well. The Greek philosopher Aristotle wrote an insightful account of the northern lights; he most likely saw them between the years 349 and 344 B.C. when they made a rare appearance in Greece.

According to modern-day theories, auroras are the product of a turbulent relationship between Earth and the sun. As the sun rages, it releases a constant flow of plasma—a thin burst of charged particles. This “solar wind,” made up of both matter and energy, first passes by Mercury and Venus. As it moves closer to us, the wind is deflected by Earth's magnetic field, but it doesn't stop there. The solar wind is ultimately led toward the polar regions of the earth, and as it falls, it forms spiral-like shapes. When the particles in this solar wind hit the atmosphere, they collide with oxygen and nitrogen atoms, giving them added energy. The atoms are said to be in an “excited” state.

If an excited atom encounters another atom or molecule, the additional energy will be lost. However, if the atom is able to store this energy for a second, it will give off a greenish light. The soft glow of the auroras, which forms anywhere from 50 to 200 miles into Earth's atmosphere, is the result of thousands of excited atoms giving off energy simultaneously.

11. The author's purpose is probably to encourage the reader to
- A read the works of ancient astronomers
 - B conduct scientific studies of the auroras
 - C appreciate the wonder of the auroras
 - D travel north to observe the aurora firsthand
12. Which of the following best describes the way the narrator feels about the auroras?
- F They are amazingly beautiful.
 - G They are an annoying problem.
 - H They are one of science's great mysteries.
 - J They are a curiosity with no scientific significance.
13. Which of these expresses an established **fact** about early accounts of the northern lights?
- A Certain biblical passages refer to the northern lights.
 - B Aristotle's account of the northern lights was insightful.
 - C The first precise description was recorded in 467 B.C.
 - D Aristotle probably saw the northern lights in Greece between the years 349 and 344 B.C.
14. In which of these places and times would you **most likely** see one of the auroras?
- F Greece in June
 - G Barrow, Alaska, in November
 - H Australia in December
 - J Portland, Oregon, in January
15. This passage would most likely be found in
- A the introduction of an art textbook
 - B a history of Greek philosophers
 - C a Canadian travel brochure
 - D the science column of a popular magazine
16. Which of these best describes the appearance of the auroras?
- F sudden, harsh flashes of bright white light
 - G large stretches of light in various soft colors
 - H pinpoint of light moving excitedly through the air
 - J a general, green glow hovering near the observer's feet

Here is an excerpt from a book and a review of the book. Read both. Then do Numbers 17 through 20.

Pedro and Rosaura's Wedding Cake

Seeing Pedro and Rosaura go from table to table chatting with the guests, watching them dance the waltz or cut the cake no longer bothered Tita a bit. She knew now that it was true: Pedro loved her. It was killing her waiting for the dinner to end to run tell Nacha everything. She could hardly wait until everyone was done with the cake so she could leave the table. Carreno's manual of etiquette said she couldn't leave until then, so she kept her head in the clouds and gobbled down her piece of cake. She was so wrapped up in her thoughts that she didn't notice that all around her something very strange was taking place. The moment they took their first bite of cake, everyone was flooded with a great wave of longing. Even Pedro, usually so proper, was having trouble holding back his tears. Mama Elena, who hadn't shed a single tear over her husband's death, was sobbing silently. But the weeping was just the first symptom of a strange intoxication—an acute attack of pain and frustration—that seized the guests and scattered them across the patio and the grounds and in the bathrooms, all of them wailing over lost love. Everyone there, every last person, fell under this spell, and not very many of them made it to the bathroom in time—those who didn't join the collective vomiting that was going on all over the patio. Only one person escaped: the cake had no effect on Tita. The minute she finished eating it, she left the party.

—excerpt from *Like Water for Chocolate* by Laura Esquivel

Book Review: *Like Water for Chocolate*

Laura Esquivel’s quirky first novel is a poignant, fablelike tale set in turn-of-the-century Mexico about how a young woman’s life is shaped not only by her stern, unyielding mother but oddly, and more to the point, by the overwhelming power of cooking. Using an unorthodox format in which each chapter begins with a different recipe that intertwines with the plot, the narrator tells in simple, direct prose the story of her sensuous great-aunt Tita, the youngest of three daughters born to Mama Elena. Tita and Pedro fall in love, but Mama Elena will not allow them to marry because family tradition dictates that the youngest daughter stay at home to care for her mother. Instead, Mama Elena arranges for Pedro to marry her eldest daughter and forces Tita, as punishment for her willfulness, to prepare the wedding dinner.

Forced underground, the physical desire between Tita and Pedro surfaces elsewhere, notably in the kitchen, where Tita’s heartbreak, the power of her love, and her culinary prowess drive this enjoyable, unpredictable tale to its magical conclusion. Esquivel’s combined ingredients of folk myth and mysticism with a dash of humor lend a fresh, new style to a classic love story.

—translated from the Spanish by Carol and Thomas Christensen

17. Based upon the scene in the story excerpt, how will the guests of the party most likely act the next day?
- A They will host parties of their own.
 - B They will be confused by their own behavior.
 - C They will file a lawsuit because of the food poisoning.
 - D They will fall in love with other guests.
18. The review consists mainly of
- F a list of the book’s strengths
 - G a summary of what happens in the book
 - H an analysis of Mexican wedding rituals
 - J a comparison of this book to similar novels
19. The language used in the first sentence of the review (lines 1–4) is best described as
- A informal
 - B technical
 - C sarcastic
 - D descriptive
20. According to the reviewer, which of the following is true about the novel?
- F It is too long.
 - G It is very similar to other novels.
 - H It contains magical elements.
 - J It traces several generations throughout history.