

Level D - 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.

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

This is a memo sent to employees at a candy factory. Read the memo. Then do Numbers 1 through 5.

M E M O

Date: July 1, 2005
To: All employees
From: Ronald T. McMichael, Chief Executive Officer
Re: Overtime Pay

Due to a recent increase in sales, Candy Works will have overtime opportunities for many of its employees. These opportunities will be available to employees in several departments. The following departments will each have 100 hours of overtime to divide amongst themselves:

- 1) Personnel
- 2) Operations and Supply
- 3) Warehousing
- 4) Production and Distribution

All employees who want to take advantage of overtime opportunities must see their supervisor to schedule overtime hours. An employee's department supervisor must approve overtime.

Employees who work overtime hours will receive time and a half for every hour worked. For example, if employee A normally gets paid \$9.00 per hour, he or she will be paid \$13.50 for each overtime hour worked.

1. What is the purpose of this memo?
 - A to explain rules to new employees
 - B to describe how well Candy Works is doing
 - C to announce opportunities to work extra hours
 - D to require employees to work overtime hours

 2. Which of the following opinions is the writer's **opinion** about working overtime?
 - F Overtime work improves the company's sales.
 - G Those who accept overtime work are loyal employees.
 - H Supervisors should require their employees to work overtime.
 - J Employees should be thankful if they are allowed to work overtime.

 3. The tone of Mr. McMichael's letter could best be described as
 - A critical
 - B positive
 - C unreasonable
 - D aggressive
4. Which of these statements is a **fact** from this memo?
 - F Overtime at Candy Works is a privilege.
 - G Many employees deserve overtime hours.
 - H Warehousing will have 100 overtime hours available.
 - J Overtime hours are great opportunities to earn more money.

 5. If an employee at Candy Works makes \$8.50 per hour, how much will he or she be paid for every overtime hour worked?
 - A \$16.00
 - B \$11.00
 - C \$12.75
 - D \$13.20

This is a description of a workaholic. Read the passage. Then do Numbers 6 through 10.

Working Man

Mike Talbot whistled cheerfully to himself. He was a confirmed workaholic, and so far, today was going great! The extraordinary weather had made him decide to spend the day outside, and he really enjoyed being able to get out of the house. Mike always kept a list of household projects, and today he finally had some time to devote to them. Truth be told, it was a wonderful change from spending all week in the office.

Mike had been very productive this morning. He had mowed the yard, washed his car, and had just now finished painting his mailbox. Mike waved merrily at his neighbor, who was just now picking up her Sunday paper. He checked to make sure the paint on the mailbox was dry. He still had to clean out the garage, but the finished mailbox was one more item he could cross off his list.

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| <p>6. When Mike finishes the chores on his list, he will probably</p> <ul style="list-style-type: none">F go speak with his neighborG find some more work to doH relax and watch some televisionJ complain to his wife about his busy day <p>7. What kind of feeling or mood does the author create in this passage?</p> <ul style="list-style-type: none">A irritationB boredomC exhaustionD excitement <p>8. Based on the author's description, you can say that Mike is</p> <ul style="list-style-type: none">F lazyG smartH fatiguedJ industrious | <p>9. The information in this passage is intended to</p> <ul style="list-style-type: none">A impress readersB provide a to-do listC describe a characterD explain weekend chores <p>10. This story would most likely be found in</p> <ul style="list-style-type: none">F a biographyG a business articleH a science textbookJ an instruction manual |
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This article describes the job of an independent salesperson. Read the article. Then do Numbers 11 through 14.

The Independent Salesperson

Nearly 95 percent of working Americans are employees instead of employers. Because starting and owning a business can be risky and costly, very few try it. However, there is a way to have more freedom without starting your own company.

Many companies are looking for independent salespeople. Some are manufacturers that create products. Others are groups that sell only services. This article describes some of the tasks and rewards involved in this kind of work. It might help you figure out if you are interested in working as an independent salesperson.

One of your first tasks as a new salesperson is learning how to manage time. The chance to schedule your time flexibly is one of the advantages 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. Others prefer to set up meetings early in the day. This allows them to be home in the afternoon when their children return from school. As an independent salesperson, you can determine how to 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. You are less likely to sell if you are presenting to the wrong people. By creating a sales plan, you will be able to study your territory as well as your products or services, competition, and trends in the industry. With this information, you can identify possible clients. You will also be able to set goals based on your territory's potential. You will develop your own strategies, implement new ones, and learn which techniques work best for you. Finally, acting as your own boss on a day-to-day basis seems to be one of the most appealing aspects of the job. We asked other salespeople to rank what they enjoyed most about working on their own. Their responses were similar. Although an independent job offers many challenges, the salespeople emphasized that the opportunities for personal and professional development can be extremely rewarding.

11. This passage would most likely be found in a
- A history book
 - B self-help magazine
 - C computer manual
 - D collection of short stories
12. Which of the following is a **fact** stated in this passage?
- F An independent salesperson must develop a good sales plan.
 - G Over 95 percent of working Americans are employees instead of employers.
 - H Acting as your own boss seems to be one of the most appealing aspects of the job.
 - J The opportunities for personal and professional development can be extremely rewarding.
13. If employees who want more freedom read this article, which of the following is the most likely effect?
- A They might consider starting their own businesses.
 - B They may want to create and sell their own products.
 - C They may want to learn how to manage their own employees.
 - D They may decide they can be independent salespeople.
14. For what type of reader would this article probably have the most appeal?
- F someone whose work is rewarding
 - G someone who is unhappily employed
 - H someone who sells independently
 - J someone who needs to learn people skills

Here is a weight loss advertisement. Read the ad. Then do Numbers 15 through 20.

Slim **U** Will!

Would you like to lose weight? Have you tried diet after diet with no luck? Have you exercised to videos, sweated it out in the gym, drunk fancy fat-reducing shakes, eaten super slimming bars, and purchased about every exercise gadget advertised on TV?

Well, you're not alone, and now you can forget about all that wasted money, time, and effort. Experience the diet miracle for the '90s! **Slim U**, the company that brought you **Slim U** Cereal and **Slim U** Juice, is proud to announce the new, revolutionary **Slim U** Chocolate Diet Plan.

That's right, a chocolate diet! Working with a team of the world's leading nutritional scientists in Switzerland—the home of Swiss chocolate—the makers of **Slim U** have discovered the scientific secret of unleashing the metabolic destabilizing properties of chocolate, creating a delicious, safe, and effective way to lose weight! You'll be amazed as the weight melts away while you enjoy pound after pound of mouth-watering chocolate.

So don't delay! Summer's only four months away, and you'll want to look good in a swimsuit! Try the **Slim U** chocolate diet for ninety days, and we guarantee you'll lose weight or we'll refund your money.

Remember: *Slim U* will help you lose weight!

15. How do the questions at the beginning of this ad contribute to its effect?
- A They persuade readers that this is the diet plan for people just like them.
 - B They convince readers that losing weight is not likely to happen for them.
 - C They prove that all weight-loss plans are designed to deceive customers.
 - D They confuse the reader enough to believe that they should stop dieting.
16. What message are readers supposed to draw from the statement that the Slim U scientists come from the home of Swiss chocolate?
- F The scientists use this diet plan.
 - G This diet is popular in Switzerland.
 - H The scientists are overweight.
 - J Slim U chocolate is delicious.

17. Why does the ad mention Slim U Cereal and Slim U Juice?
- A to persuade readers to buy these products
 - B to show Slim U's expertise at making diet chocolate
 - C to make readers feel that Slim U is familiar and trustworthy
 - D to tell customers to hurry because the diet chocolate will sell out quickly
18. "You'll be amazed as the weight melts away while you enjoy pound after pound of mouth-watering chocolate." These lines appeal to the reader's desire to
- F get a bargain
 - G look better than others
 - H be accepted by others
 - J find easy solutions
19. Slim U will refund a customer's money if the customer doesn't
- 1. like the taste of the chocolate
 - 2. lose any weight at all
 - 3. lose as much weight as he or she desires
- A 1 only
 - B 2 only
 - C 1 and 3 only
 - D 1, 2, and 3
20. "The makers of Slim U have discovered the scientific secret of unleashing the metabolic destabilizing properties of chocolate." The language in this statement is designed to
- F protect the company from lawsuits
 - G teach readers something about science
 - H help readers imagine what it feels like to lose weight on this plan
 - J make readers believe that the plan is based on valid scientific principles