

**ПРИНЯТО**

на заседании Педагогического совета  
ЧОУ ДО «Лингвистический центр»  
Протокол № 216 от «1» августа 2022 г.



**«УТВЕРЖДАЮ»**

Генеральный директор  
ЧОУ ДО «Лингвистический центр»  
/ Ноздрань Ю.М.  
«1» августа 2022 г.

Частное образовательное учреждение дополнительного образования  
«Лингвистический центр»

ПРОГРАММА ОБУЧЕНИЯ

АНГЛИЙСКИЙ ЯЗЫК ОБЩИЙ КУРС (Взрослые)  
Уровень Продвинутый (advanced)

г. Ростов-на-Дону  
2022 г.

### Пояснительная записка к уровню

Данный курс рассчитан на 112 академических часа и предназначен для студентов, чьи знания соответствуют уровню студентов языковых ВУЗов на среднем этапе, а также для студентов «Language Link», успешно закончившим обучение на начальном продвинутом уровне. Программа охватывает грамматический и лексический материал соответствующего уровню Кембриджского Сертификата CAE –Certificate in Advanced English.

#### Цели курса:

##### Обучающие:

- *дальнейшее совершенствование умения общаться на английском языке с учетом речевых возможностей и потребностей слушателей;*
- *продолжение освоения элементарных лингвистических представлений, доступных слушателям и необходимым для овладения устной и письменной речью на английском языке;*

##### Развивающая:

- **развитие иноязычной коммуникативной компетенции** в совокупности ее составляющих – речевой, языковой, социокультурной, компенсаторной, учебно-познавательной:

**речевая компетенция** – развитие коммуникативных умений в четырех основных видах речевой деятельности (говорении, аудировании, чтении, письме);

**языковая компетенция** – овладение новыми языковыми средствами (фонетическими, орфографическими, лексическими, грамматическими) в соответствии с темами, сферами и ситуациями общения; освоение знаний о языковых явлениях изучаемого языка, разных способах выражения мысли в родном и изучаемом языке;

**социокультурная компетенция** – приобщение учащихся к культуре, традициям и реалиям стран/страны изучаемого иностранного языка в рамках тем, сфер и ситуаций общения, отвечающих опыту, интересам; формирование умения представлять свою страну, ее культуру в условиях иноязычного межкультурного общения;

**компенсаторная компетенция** – развитие умений выходить из положения в условиях дефицита языковых средств при получении и передаче информации;

**учебно-познавательная компетенция** – дальнейшее развитие общих и специальных учебных умений; ознакомление с доступными учащимся способами и приемами самостоятельного изучения языков и культур, в том числе с использованием новых информационных технологий;

#### Основное содержание:

ПРОДВИНУТЫЙ УРОВЕНЬ (ADVANCED)	Общее количество часов	Количество часов	
		Теоретические занятия	Практические занятия
<b>Блок А:</b>	<b>56</b>	-	<b>56</b>
<b>1. Грамматический аспект</b>			
1. Особенности употребления времен группы Continuous	1	-	1
2. Особенности употребления времен группы Perfect	1,5	-	1,5
3. Употребление модальных глаголов и их эквивалентов	1	-	1
4. Употреблений наречий и прилагательных (hard-hardly, close-closely)	1	-	1
5. Устойчивые сочетания с наречиями	1	-	1



6. Употреблений страдательного залога и причастий	1,5	-	1,5
7. Грамматическое понятие времени (Tenses)	1,5	-	1,5
<b>2. Словарь</b>			
1. Иностранные слова и выражения.	8	-	8
2. Юмор.	8	-	8
3. Отношения. Язык тела.	8	-	8
4. Умственные способности. Мировоззрение.	7,5	-	8
5. Образование.	7,5	-	7,5
6. Права человека.	7,5	-	7,5
<i>Промежуточное тестирование</i>	<i>1</i>	-	<i>1</i>
<b>Блок В:</b>	<b>56</b>	-	<b>56</b>
<b>1. Грамматический аспект</b>			
1. Инфинитив: особенности употребления	1	-	1
2. Наречия: место в предложении	1,5	-	1,5
3. Будущее время и способы его выражения	1	-	1
4. Именные группы ( noun phrases)	1	-	1
5. Условные предложения 1 и 2 типов	1	-	1
6. Придаточные предложения: особенности употребления времен в придаточных предложениях	1,5	-	1,5
7. Эллиптические конструкции и субституция	1,5	-	1,5
<b>2. Словарь</b>			
1. Одежда и мода	7	-	7
2. Здоровое питание.	6	-	6
3. Изучение и освоение космоса	7	-	7
4. Изобразительное искусство	6	-	6
5. Музыка	7	-	7
6. Работа и отдых	5,5	-	5,5
7. Бизнес лексика	6	-	6
<i>Промежуточное контрольное тестирование (См. Приложение 1)</i>	<i>1</i>		
<b>Финальное тестирование</b>	<b>2</b>		
<b>Общее количество академических часов уровня</b>	<b>112</b>		

#### Требования к уровню подготовки:

Полученные знания и умения слушатели должны использовать в практической деятельности и повседневной жизни. В результате обучения в течение 112 академических часов слушатели должны знать/понимать, а также уметь говорить, писать, читать, воспринимать на слух следующий материал:

- Подробно обсуждать темы искусства: кино, театр, живопись, литература;
- Пользоваться всеми особенностями произношения, чтобы передать различные оттенки значений передаваемой информации собеседнику;
- Составлять официальные письма, эссе, статьи для газет и журналов;
- Брать и давать интервью;
- Свободно пользоваться широкой гаммой интонаций.

#### Оценочные материалы:

Контроль знаний слушателей проводится посредством письменного тестирования и дополнительного устного собеседования с преподавателем. Тесты оценивают владение грамматическим материалом, освоение минимального лексического объема по темам курса, способность понимать печатные и аудиоматериалы на английском языке.

Письменные работы студентов дают представление о навыках письма на изучаемом языке. Устное собеседование оценивает развитие навыков восприятия иностранного языка на слух и говорение на английском языке.

Контрольное тестирование проводится через каждые 56 академических часа обучения. Оцениваются все основные навыки: восприятие английской речи на слух, письмо, чтение, разговорная речь. Тесты предназначены для определения того, насколько хорошо, студент усваивает материал курса, выявлению его основных проблем и ошибок, чтобы уделить им дополнительное внимание в дальнейшем.

Результаты письменного тестирования выражаются в процентах (количество правильно выполненных заданий по отношению к 100%). Тестирование считается пройденным, если студент набрал 70 и более процентов. В случае если в тесте студент дал менее 70 процентов правильных ответов, тест считается не пройденным. В таком случае студенту предлагается самостоятельная дополнительная подготовка или дополнительные индивидуальные занятия с преподавателем. После этого студенту предоставляется возможность пройти аналогичный тест повторно.

Оценка за устное тестирование не предусмотрена ввиду того, что собеседование является не основным, а дополнительным инструментом оценки навыков студентов.

### Список литературы

1. Клайв Оксенден, Кристина Латам-Кониг, Пол Селигсон «Нью Инглиш Файл», 3-е издание, книга студента (Эдванс) Оксфорд Университи Пресс, впервые издана в 2008г.  
(Clive Oxenden, Christina Latham-Koenig, Paul Siligson «New English File» 3<sup>rd</sup> edition Student's book (Advanced) Oxford University Press first published 2008)
2. Клайв Оксендед, Кристина Латом-Кониг, Пол Селигсон «Нью Инглиш Файл», книга учителя (Эдванс) Оксофр Университи Пресс, впервые издана 2008г.  
(Clive Oxenden, Christina Latham-Koenig, Paul Siligson «New English File» Teacher's book (Advanced) Oxford University Press first published 2008)
3. Клайв Оксендед, Пол Селигсон, Марк Фоли «Инглиш Файл», книга для дополнительных заданий (Эдванс) Оксфорд Университи Пресс, впервые издана в 2001г.  
(Clive Oxended, Paul Siligson, Mark Foley «English File» Activity book (Advanced), Oxford University Press first published 2001)



Пример промежуточного контрольного тестирования (письменный тест)

**GRAMMAR**

**1 Underline the correct word(s).**

Example: I love my job. However / In spite of, the commute is very difficult.

- 1 My bicycle was stolen, **so** / **because** I had to walk to school.
- 2 I didn't study very much, **and** **owing to** / **consequently**, I didn't pass the test.
- 3 I sold my car **as a result** / **because** I couldn't afford the petrol.
- 4 He gave up running **due to** / **since** a knee injury.
- 5 She had to break the news gently **so that** / **so as not to** upset her father.
- 6 We have a large umbrella **in case** / **as** it rains.
- 7 We think the house will sell quickly. **As a result** / **Nevertheless**, we want to be sure it looks as good as possible when people come to see it.
- 8 I read the entire book, **yet** / **therefore** I can't remember anything about the story.

8

**2 Complete the sentences with the correct form of the verb in brackets.**

Example: Has Dana lived in Singapore since she was a child? (live)

- 1 I \_\_\_\_\_ time to watch TV tonight. (not have)
- 2 Luis and Maria \_\_\_\_\_ married for 15 years and are very happy together. (be)
- 3 I can't believe Paolo isn't here yet. I \_\_\_\_\_ for two hours. (wait)
- 4 \_\_\_\_\_ you \_\_\_\_\_ work late again tonight? (have to)
- 5 We didn't have time to do it ourselves, so we \_\_\_\_\_ our lounge \_\_\_\_\_ by a professional. (decorate)
- 6 How many guests \_\_\_\_\_ she \_\_\_\_\_ in her house right now? (have got)

6

**3 Complete the sentences with the correct word(s).**

Example: You need to take care of yourself when you're ill.  
one yourself you

- 1 \_\_\_\_\_ can use the Internet for research when you write your term paper.  
One You Each other
- 2 \_\_\_\_\_ say it's harder to learn languages after you're 12.  
They They're Their
- 3 \_\_\_\_\_ need to remember that we're very lucky to have good food on the table for each meal.  
One Ourselves We
- 4 Alex talks to \_\_\_\_\_ when he's writing. It's pretty annoying!  
myself each other himself
- 5 Bruce and I built the shed in the garden \_\_\_\_\_.  
ourselves by one another by myself
- 6 Do you and your parents talk to \_\_\_\_\_ every weekend?  
yourselves each other another

6

**4 Complete the sentences with the correct form of the verb in brackets.**

Example: I'd like to tell you about something that happened (happen) when I was 12.

- 1 While my dad \_\_\_\_\_ (drive) home from work, a cat ran in front of his car.
- 2 I \_\_\_\_\_ (work) in the café for four months when I finally received my wages.
- 3 I was having dinner when I \_\_\_\_\_ (decide) to call Ellen.
- 4 The weather \_\_\_\_\_ (expect) to be stormy next weekend.
- 5 It \_\_\_\_\_ (say) that taking a nap after lunch is very healthy.
- 6 There is thought \_\_\_\_\_ (be) undiscovered oil beneath the Antarctic.

6

**5 Complete the sentences with the correct word(s).**

Example: Your brother seems to have got himself in trouble.

did get have got got

- 1 It's \_\_\_\_\_ late. We should leave soon.  
get getting got
- 2 My backache \_\_\_\_\_ every time I lie down.  
getting worse got worse gets worse
- 3 I don't think I'll ever \_\_\_\_\_ to taking the underground.  
get use get used to get use
- 4 Brian \_\_\_\_\_ trying to take a video camera into the concert.  
got caught someone was got caught got caught
- 5 I'd like \_\_\_\_\_ a professional to fill in my tax forms.  
to get get got
- 6 Could you get Adnan \_\_\_\_\_ me a call, please?  
give to give giving

	6
--	---

**6 Underline the correct word(s).**

Example: It's been announced / announced that our pay will increase next year.

- 1 We used / would to make ice cream every summer.
- 2 When I was at school, my friends and I were always gone / going for long bike rides in the afternoon.
- 3 My dad would never complain / to complain even when we made a lot of noise.
- 4 It's appear / It appears that the office is closed.
- 5 It would seems / seem that Bertrand has stolen Ferdinand's bicycle.
- 6 Apparently / According to the newspaper, the economy is going to improve next year.
- 7 The robbers may have / might be escaped by motorcycle.
- 8 Pete is understood to / understood have written a postcard from Paris.

	8
--	---

Grammar total		40
---------------	--	----

**VOCABULARY**

**7 Complete the words in the sentences.**

Example: The nuclear family is made up of the mother, father, and children.

- 1 My grandparents, uncles, cousins, and so on are my e\_\_\_\_\_ family.
- 2 I don't have a close r\_\_\_\_\_ with my sister. We talk about once a year.
- 3 My mother was b\_\_\_\_\_ up in a small village in the mountains.
- 4 I guess there's a s\_\_\_\_\_ in the family cupboard, but I don't know what it is.
- 5 Last time we had a big family g\_\_\_\_\_ we had a really good time.
- 6 When my sister married my b\_\_\_\_\_ -in-law I was really happy, because he's my best friend.

	6
--	---

**8 Underline the correct word(s).**

Example: I'd like to get a job / profession abroad.

- 1 I don't enjoy my job because the work is monotonous / rewarding.
- 2 My salary isn't high, but the wages / benefits are really good.
- 3 Leo is a great boss because he's good at motivating / demanding people and making them want to work hard.
- 4 I recently had some qualifications / training, which will help me do my work more effectively.
- 5 As an employee / employer, I expect the company I work for to treat me with respect.
- 6 It felt good to leave my comfort zone / own mind, but it was also very challenging.
- 7 Working / Staff turnover is high because the pay is too low.
- 8 I would prefer a regular job to short-term contracts / salary.

	8
--	---

**9 Complete the sentences with one word.**

Example: I usually plan all the details of my holiday.

- 1 I don't like writing reports, so I always \_\_\_\_\_ it off until the last possible moment.
- 2 I didn't want to \_\_\_\_\_ her feelings, but I had to tell the truth.



- 3 When my Swiss company **meets** with our Japanese colleagues, we \_\_\_\_\_ business in English.
- 4 A jacket and tie are \_\_\_\_\_ in this restaurant. They won't let you in without them.
- 5 'Turn off' is a phrasal \_\_\_\_\_.
- 6 'My little sister is a monkey' is an example of a \_\_\_\_\_ – a way of describing something by saying it is like something else.

	6
--	---

**10 Complete the words in the sentences.**

Example: I believe in ghosts. My uncle once told the story of a spectre that he had seen in the window of an old house.

- 1 I have a positive **o** \_\_\_\_\_ on life and I don't worry too much.
- 2 He stays up until midnight every night? No **w** \_\_\_\_\_ he falls asleep in class!
- 3 We were so **e** \_\_\_\_\_ in conversation, we didn't notice that the restaurant had closed.
- 4 She lives in a quiet **n** \_\_\_\_\_ of a small city in northern Spain.
- 5 I **p** \_\_\_\_\_ messages on Facebook once or twice a week.
- 6 The artist's work was **r** \_\_\_\_\_ by reviewers, who said it was 'silly', 'awful to look at', and 'bad'.
- 7 I hate dogs. I am really afraid of them and I know they can smell my **f** \_\_\_\_\_.
- 8 I thought Susan and Tom were a good **m** \_\_\_\_\_, but they broke up last week.

	8
--	---

**11 Choose two words and put them together to make compound nouns. Do not add extra words.**

Example: a ... confined / big / turn-off a big turn-off

- 1 a ... long-term / dumped / relationship a \_\_\_\_\_
- 2 a ... juggling / time-saving / gadget a \_\_\_\_\_
- 3 a ... hard / waste / time a \_\_\_\_\_
- 4 the ... time of / time being / your life the \_\_\_\_\_
- 5 some ... time / off / up some \_\_\_\_\_
- 6 a ... spare / question / of time a \_\_\_\_\_

	6
--	---

**12 Underline the correct word(s).**

Example: I got a shock / the impression when everyone yelled *surprise!*

- 1 When we went to Spain, Eric spent the **whole** / **much** time in our hotel room.
- 2 I hope my cousin can get her act **out** / **together**. Right now, she's got a lot of problems.
- 3 I hate getting told **off** / **on** in front of people. It's so embarrassing.
- 4 I'm afraid you got the wrong end of the **stick** / **fire**. We don't want to buy the house, we want to sell it.
- 5 The best way to get **around** / **back** town is by bicycle.
- 6 I hope we can get out **away** / **out** of going to the meeting next Monday.

	6
--	---

Vocabulary total		40
------------------	--	----

**PRONUNCIATION**

**13 Match the words with the same sound.**

<del>turnover</del> challenge speaking spread out stepsister employee
--

Example: work turnover

- 1 relatives \_\_\_\_\_, \_\_\_\_\_
- 2 tedious \_\_\_\_\_, \_\_\_\_\_
- 3 salary \_\_\_\_\_

	5
--	---

**14 Underline the stressed syllable.**

Example: timetable

- 1 bonus
- 2 profession
- 3 advance
- 4 trousers
- 5 conduct (v)
- 6 boredom
- 7 overcome
- 8 crowning
- 9 partnership
- 10 revenge

	10
--	----

**15 Match the words with the same sound.**

waste rite gadget believe peak friendship
--



Example: take waste

	5
--	---

- 1 wisdom \_\_\_\_\_
- 2 splendid \_\_\_\_\_
- 3 compete \_\_\_\_\_, \_\_\_\_\_
- 4 wise \_\_\_\_\_

Pronunciation total	20
---------------------	----

Grammar, Vocabulary, and Pronunciation total	100
---	-----

## READING

Read the article and tick (✓) A, B, or C.

### CREATING YOUR OWN JOB SATISFACTION

A lot of people think that job satisfaction is only for other people. They look with envy on people who love their jobs and who don't think of them as work. The idea of earning a living from something you really like doing only applies to a few very lucky people, they think. But this isn't so. It's not only people in the so-called 'glamour professions', for example, who can get genuine job satisfaction. You don't have to be in the arts or a sports person to get enjoyment from what you do for a living. Even if you're in a boring job, it's quite possible to get some satisfaction from it.

The key to this is your attitude. You may think it's unlikely that you can derive much satisfaction from a dull job that doesn't require much thought and that involves a lot of routine procedures. But if you approach it with the right attitude, and put some effort in, you may be surprised at how enjoyable you can make it. Of course, if you just sit there telling yourself how boring your job is, you'll never get anything out of it. But if you set out to find ways of making it enjoyable, there's a good chance you'll manage to.

One thing you can do is to set yourself challenges. Think about what you can do for yourself to make your work a little bit more interesting. If you've got a repetitive job, set yourself some targets to meet and try to beat your previous records. Or use your initiative in other ways. Think about ways you could develop your career into more interesting areas – see how you could improve your skills by doing a course, for example, or look into new skills you could get that would stand you in good stead for the future.

For some people, it's not boredom that's the problem, it's the fact that their jobs involve a significant amount of unpleasantness. But if you keep telling yourself your job is horrible and there's nothing you can do about it, you'll get stuck in a rut and you'll never get out of it. Focus on developing a positive attitude and try to keep any negative thoughts about your job out of your mind. Keep a sense of perspective – if something's gone wrong on a particular day, decide whether it really matters or not. If it isn't actually all that important, don't dwell on it, let it go. Learn from it, and take an upbeat view of what's happened – you'll know how to avoid the problem in future, or what to do about it if it happens again.

Of course, you may reach the point where you feel totally trapped in a job. If this mindset starts to overwhelm you, check out the options you may have in the place where you work. Map out a plan for improving your situation there. Are there other roles in the organization you could apply for? Could you ask to be given different tasks? Could you get a different kind of assignment or go to another department where your skills are required? Finding out there are other options will give you a sense of control over your own working life. Even if you have no job satisfaction right now, you'll feel better if you know that there is a realistic prospect of work that gives you a degree of it.

Expectations are another key ingredient in job satisfaction. Take a long hard look at what you really are capable of. Sometimes it's important to accept that you couldn't really do the much more interesting or high-powered job you aspire to. Try to be aware of your own strengths and weaknesses. Focus on the things you really are good at, rather than on things that, if you're really honest with yourself, you couldn't actually do. Make the most of your situation and feel good about what you can do, rather than feeling bad about what you can't do.

Work is a very important part of most people's lives and it's important to get at least some satisfaction from it. If you really dislike your time at work, the rest of your life is affected too, and you can easily get a negative outlook on life in general. It's in your own hands to avoid this. Even if you can't get the job of your dreams, you can take steps to create your own job satisfaction.

- 1 The writer's aim in the first paragraph is to \_\_\_\_\_.  
 A distinguish between different kinds of work  B correct a false belief   
 C define the term 'job satisfaction'
- 2 In the second paragraph, the writer \_\_\_\_\_.  
 A warns readers against a certain attitude  B advises readers not to have unrealistic ideas about work   
 C suggests to readers that most jobs are dull
- 3 In the third paragraph, the writer emphasizes \_\_\_\_\_.  
 A how easy it can be to progress in a career   
 B a particular route to job satisfaction   
 C the need for people to motivate themselves
- 4 The writer uses the phrase 'stuck in a rut' to refer to \_\_\_\_\_.  
 A a situation that won't improve  B the bad behaviour of others   
 C the danger of being too sensitive
- 5 What is the writer's advice if something goes wrong?  
 A Pretend that it didn't happen.  B Use the experience to your advantage.   
 C Don't think about it until later.
- 6 The writer says that people who feel 'trapped' in a job should consider \_\_\_\_\_.  
 A discussing their unhappiness with managers   
 B moving to a different company or organization   
 C changing the kind of work they do
- 7 The writer says that you will feel better about your working life if you \_\_\_\_\_.  
 A think that some job satisfaction is possible in the future   
 B choose a particular career option for the future   
 C stop aiming for job satisfaction for a while
- 8 What does the writer say about expectations of work?  
 A Too many people have unrealistic ones.   
 B They should be based on real ability.  C They may change as time passes.
- 9 In the final paragraph, the writer says that \_\_\_\_\_.  
 A lack of job satisfaction has serious consequences for people   
 B a negative attitude to life leads to a negative attitude to work   
 C there is more to life than job satisfaction
- 10 Which of the following best sums up the writer's view in the text as a whole?  
 A Some people find it easier to get job satisfaction than others.   
 B Everyone can get a certain amount of job satisfaction.   
 C Job satisfaction is the most important issue in the workplace today.

Reading total	<input type="text"/>	10
---------------	----------------------	----

## WRITING

You have decided to apply for the position advertised below. Write approximately 250 words in a covering letter or email.

### Is this for you?

We are looking for responsible, experienced people (individuals or couples) of any age to 'work' as house-sitters in different European countries for varying lengths of time. All you need to do is take care of someone's house, pets, and garden whilst they are away on business or on holiday.

You won't earn any money but your accommodation is free. The minimum length of stay is one week so you can move from place to place.

Interested? Send an email or letter and CV to Bruce Matthews at "mailto:housesit@talknet.com" or post it to...



Writing total	20
---------------	----

Reading and Writing total	30
---------------------------	----

## LISTENING

1 Listen to five people talking about the disadvantages of various jobs. Match the speakers (1-5) to the disadvantages of the job that they mention (A-H).

- Speaker 1   
Speaker 2   
Speaker 3   
Speaker 4   
Speaker 5

- A lack of job security  
B the possibility of making a serious mistake  
C having to work at inconvenient times  
D bad treatment from employers  
E having to work in unpleasant physical conditions  
F other people's low opinion of the job  
G having to be dishonest  
H the need to cooperate with colleagues

5
---

2 Listen to two friends discussing an article about personality types. Tick (✓) A, B, or C.

- 1 The two speakers agree that \_\_\_\_\_.  
A the man does not react well to pressure   
B other people like the man's attitude and behaviour   
C the man should not consider himself a 'go-getter'
- 2 The man doesn't agree that he \_\_\_\_\_.  
A is good at organizing other people  B makes too little effort   
C annoys other people
- 3 What do the two speakers agree on the subject of discussions?  
A The man often changes his view during them.   
B The man always wants to make other people agree with him.   
C The man likes it when people disagree with him.
- 4 The woman agrees that she \_\_\_\_\_.  
A is regarded as unreliable by many people  B has a relaxed attitude to life  C frequently changes her plans
- 5 The man says that one characteristic of 'performers' is that they \_\_\_\_\_.  
A think too much about criticism  B expect too much of other people   
C are too loyal to other people

5
---

Listening total	10
-----------------	----

Test total	140
------------	-----

Percentage	%
------------	---

Пример итогового контрольного тестирования (письменный тест)

**GRAMMAR**

**1 Complete the sentences. Use the correct form of the verb in brackets.**

Example: If I'd *been watching* (be watching) the game properly, I would have seen Sven score the goal.

- 1 How long \_\_\_\_\_ you and Stan \_\_\_\_\_ (be going out)?
- 2 Darren \_\_\_\_\_ (have to) work late last Friday night.
- 3 I was watching TV when the telephone \_\_\_\_\_ (ring).
- 4 We \_\_\_\_\_ (not used to) see many people at this beach, but now it's very crowded.
- 5 It \_\_\_\_\_ (be) announced by a company spokesman that the new factory will not open until next year.
- 6 Could you get someone \_\_\_\_\_ (help) us with some work in the office?
- 7 I wish that I \_\_\_\_\_ (not give) Piet my phone number.
- 8 I'd rather you \_\_\_\_\_ (wait) here for Jan to come back.
- 9 I would \_\_\_\_\_ (plan) a party if I had known it was your birthday.
- 10 You wouldn't be in a rush now if you \_\_\_\_\_ (wake up) earlier this morning.
- 11 Did you see some kids \_\_\_\_\_ (play) football in the park yesterday afternoon?
- 12 You seem \_\_\_\_\_ (be) working really hard lately. Don't you think you should have a holiday?
- 13 I started listening to this kind of music while I \_\_\_\_\_ (live) in Cambodia.
- 14 I felt really angry when I \_\_\_\_\_ (see) the email that Ruth had sent.

14

**2 Complete the sentences with one word.**

Example: I went to Madrid in *order* to learn to play the guitar.

- 1 We had a good holiday even \_\_\_\_\_ it rained quite a lot.
- 2 In \_\_\_\_\_ of not having a map, the walkers managed to find their way out of the mountains.

- 3 \_\_\_\_\_ to the newspaper, all the trains have been cancelled next week.
- 4 When I was a kid, my dad \_\_\_\_\_ always cook a big breakfast on Saturday morning.
- 5 Luis can't \_\_\_\_\_ heard my message. Otherwise he would have phoned.
- 6 Not \_\_\_\_\_ is it raining, the car also won't start.
- 7 I don't have time to play golf with Andrew. In \_\_\_\_\_ case, I don't even know how to play.
- 8 I've lost my wallet with the tickets in it. In other \_\_\_\_\_, we can't go to the concert.
- 9 We \_\_\_\_\_ to have asked Muriel to look at the laptop. She's knows all about computers.
- 10 I can \_\_\_\_\_ garlic cooking. Is someone in the kitchen making dinner?
- 11 I don't like going to the pub, but Robert \_\_\_\_\_.
- 12 Gabriel loves sports and Jane even more \_\_\_\_\_.
- 13 My new car cost three times as \_\_\_\_\_ as my last one.
- 14 There were so \_\_\_\_\_ people waiting to see Harry that we couldn't get through the crowd.

14

**3 Complete the sentences with the correct word(s).**

Example: I've started running every day *because* I want to enter the London Marathon.  
owing because due to

- 1 You've got such a bad cold, you really need to look after \_\_\_\_\_.  
you yourself one
- 2 The villagers \_\_\_\_\_ have left the area because they had difficulty growing food.  
are thought may understood to
- 3 We're \_\_\_\_\_ find a petrol station soon.  
We've been driving for three hours.  
sure must bound to
- 4 Not until I've saved enough money \_\_\_\_\_  
leave home and try to find my own place.  
I will will I I'll
- 5 As I was \_\_\_\_\_, if we can borrow a DVD player, we'll be able to watch the film.  
saying said to say



- 6 Please let me \_\_\_\_\_! I'm sure you have more work to do than I have.  
to help helping help
- 7 It looks \_\_\_\_\_ Myron has finally learned to play the violin.  
as if that though
- 8 We would rather \_\_\_\_\_ on holiday in August, but we had to wait until September. In the end, we had a great time.  
our have gone that we go
- 9 \_\_\_\_\_ I need is four extra hours in the day.  
What It's The reason
- 10 I don't really like loud music, but Stephen \_\_\_\_\_ doesn't is does
- 11 It's \_\_\_\_\_ more difficult to find a good job these days.  
more than more and the
- 12 Could you wash these \_\_\_\_\_ cups, please?  
coffee's coffee coffee of

	12
--	----

Grammar total	40
---------------	----

### VOCABULARY

#### 4 Read the definitions and complete the words.

Example: very funny = hilarious

- 1 humour made from using words in unexpected ways = w \_\_\_\_\_
- 2 leave out or not include = to o \_\_\_\_\_
- 3 a group of words whose meaning is different from the meaning of the individual words, for example *it was a piece of cake* (= it was easy) = an i \_\_\_\_\_
- 4 listen to someone speaking and write down their words = to t \_\_\_\_\_
- 5 monotonous, boring = t \_\_\_\_\_
- 6 speak in a very soft voice = to w \_\_\_\_\_
- 7 a legal agreement where the bank lends you money to buy a house = a m \_\_\_\_\_
- 8 money that a bank lends and somebody borrows = a l \_\_\_\_\_
- 9 remove from power using force = to o \_\_\_\_\_
- 10 put off until later = to p \_\_\_\_\_

	10
--	----

#### 5 Complete the sentences with the correct word(s).

Example: I'm reading a very depressing book, and so I keep crying in public.  
haunting witty depressing

- 1 I don't know my neighbours well at all. We \_\_\_\_\_ and smile when we see one another, but we've never spoken.  
nod make small talk come round
- 2 Being a rubbish collector seems like a \_\_\_\_\_ job, but if it isn't done, the city becomes an unbearable place to be.  
barely arguable lowly
- 3 When I saw his new suit, I had to bite my \_\_\_\_\_. Obviously he thought it was really nice, but it looked terrible.  
moan tongue head
- 4 My dog, Spot, is really \_\_\_\_\_ of the children. They like to dress her and lead her around the house, and she never complains.  
tolerant eccentric fussy
- 5 If it was \_\_\_\_\_ to me, I'd go on holiday to Sicily twice a year.  
go up prefer
- 6 It usually isn't very easy to \_\_\_\_\_ in when you're a tourist.  
fluke peruse blend
- 7 I've just started a new \_\_\_\_\_ working as a manager in a fast food restaurant.  
job profession qualification
- 8 Jacqueline is my \_\_\_\_\_ - the daughter of my mother's new husband. We all get along really well.  
half sister sister-in-law stepsister
- 9 I arrived about an hour before the meeting, so I \_\_\_\_\_ some time looking in the shops near the station.  
gave killed made
- 10 My parents got a real \_\_\_\_\_ when they saw my picture in the newspaper. I hadn't told them that I was going to join the peaceful demonstration.  
chance joke shock

	10
--	----

#### 6 Underline the correct word.

Example: It's the summer holidays, so I've got time on my hands / head.

- 1 I've lost my job, so for a few months we'll have to get by / back on my wife's salary.

- 2 The door made a **mumble / click** when it closed.
- 3 The troops **captured / withdrew** more than 500 enemy soldiers.
- 4 Each guard standing **outside** of the building held a machine **cannon / gun** and stood very still and straight.
- 5 We drove **round / in the roundabout** three times before we understood which exit to take.
- 6 Could you please **take some money outside / out** of my wallet and go to the shop for some tea bags?
- 7 We had to **cut / take** our holiday short because there was an **unexpected** crisis at Malcolm's office.
- 8 David yells a lot, but his **bark** is worse than his **sting / bite**.
- 9 Look, here's some **chopped / sliced** bread. Let's make sandwiches.
- 10 For dessert, I plan to **serve** ice cream with **melted / poached** chocolate on top.

10

**7 Complete the sentences with one word made from the word in brackets.**

Example: In many countries, smoking has been outlawed (law) in public places.

- 1 We had a big \_\_\_\_\_ (celebrate) for my uncle's 75th birthday.
- 2 When we finished university, Axel and I formed a \_\_\_\_\_ (partner) and started our own business.
- 3 \_\_\_\_\_ (apparent) Luke wants to quit his job and move to Bolivia.
- 4 After the crash, the \_\_\_\_\_ (wound) were taken to the local hospital for treatment.
- 5 A famous \_\_\_\_\_ (history) visited our school and told us a lot of stories about the past.
- 6 Many animals are fighting for \_\_\_\_\_ (survive) as humans continue to destroy the environment.
- 7 At the school disco, the boys \_\_\_\_\_ (number) the girls. There were three times as many boys.
- 8 I'm afraid we \_\_\_\_\_ (estimate) how popular the tour would be. 1,200 people asked to join, but we only have 100 places.

- 9 The villa has an \_\_\_\_\_ (door) tennis court so we can only play if it isn't raining or too hot.
- 10 After my illness, it took me several weeks to get back my \_\_\_\_\_ (strong).

10

Vocabulary total 40

**PRONUNCIATION**

**8 Match the words with the same sound.**

socially yell tedious buzz comfort  
impressive hiss troops put off  
donation charge

Example: know socially

- 1 qualifications \_\_\_\_\_
- 2 chance \_\_\_\_\_
- 3 feelings \_\_\_\_\_
- 4 mortgage \_\_\_\_\_
- 5 revolution \_\_\_\_\_
- 6 neighbourhood \_\_\_\_\_
- 7 cut short \_\_\_\_\_
- 8 impression \_\_\_\_\_
- 9 joke \_\_\_\_\_
- 10 used \_\_\_\_\_

10

**9 Underline the stressed syllable.**

Example: repetitive

- |             |            |
|-------------|------------|
| 1 maternity | 2 nuclear  |
| 3 figure    | 4 trouble  |
| 5 afford    | 6 income   |
| 7 withdraw  | 8 defeat   |
| 9 captivity | 10 poached |

10

Pronunciation total 20

Grammar, Vocabulary, and Pronunciation total 100



## READING

1 Read the article and tick (✓) A, B, or C.

### THE SCIENCE OF PERSUASION

**A** Persuasion is key to business and to much more besides. In many walks of life and in many situations, persuading people to do what you want them to do is the key to success. Is persuasion a science with rules that can be taught and learnt, or is it simply a matter of instinct and personal experience? Researchers have looked into different aspects of persuasion and come up with some interesting results.

**B** One advertising copywriter, for example, came up with an approach to selling a product on a TV shopping channel via phone sales that differed from the norm for such advertising. Instead of being instructed: 'Operators are waiting, please call now', viewers were told 'If operators are busy, please call again'. This might appear to have been a risky tactic, putting potential buyers off by suggesting that they would have to waste their time calling repeatedly until they finally got through to someone to take their order. But the results were extraordinary and an unprecedented number of sales resulted. The advert suggested that instead of there being lots of operators sitting there and hoping people would call, there were so many people who wanted the product that people might have to wait until they could get it. This showed just how desirable the product was. Potential customers decided that, if so many other people wanted it, they definitely wanted it too.

**C** What role does choice have in persuading people to buy or get something? One study looked at the choices employees made when offered different retirement programmes. This showed that the more choices people were given, the less likely they were to choose anything at all. Another study in a supermarket revealed a similar effect of choice. A particular supermarket displayed either 6 or 24 different kinds of jam. When there were 24 jams to choose from, 3% of customers went to the display and bought one of the jams. When there were 6 jams on display, 30% of customers did so.

**D** To what extent can fear play a part in persuasion? One experiment involved public health leaflets on the dangers of tetanus infection. Some of the leaflets consisted almost entirely of frightening images of infected people, with a bit of information about infection, while some contained no images at all, only information about infection. Some included information on where people should go to get tetanus injections to protect themselves, while others only gave this information and nothing else. The outcome was that the greatest number of people who went for injections were those who had been given the leaflet with both frightening images and instructions on where for injections. People who had been given the leaflets dealing only with infection did nothing. The conclusion was that fear paralyses people if no solution is offered, but if people are frightened and offered a solution they are motivated to take action.

**E** Research has also looked into the issue of restaurants persuading people who have booked to let them know if they are not going to turn up. This shows that getting people to promise to do something makes them more likely to do it than simply asking them to do it. If the restaurant asks people to call if they can't make it, 30% of them simply don't turn up and don't tell the restaurant. If, however, the restaurant asks them to call if they have to cancel and they reply that they will do so, only 10% fail to notify the restaurant in advance that they will not be coming.

**F** Another aspect of persuasion concerns getting someone to change their mind. Everyone knows how hard this can be. It's hard to prove to someone that a previous decision was wrong, and as people get older they get less and less willing to change their minds. This is because people want things to be consistent, they want their attitudes, statements, values and actions to follow a set pattern. The only way to persuade them to change is to acknowledge this by agreeing that the previous decision they made was a perfectly understandable one. This allows them to focus on your suggestion without feeling that their previous decision was wrong in any way. As a result, they may be persuaded to break out of their established pattern without feeling uncomfortable about doing so.

- 1 In section A, the writer raises the question of whether or not \_\_\_\_\_.
- A business is different from other walks in life with regard to persuasion
- B persuasion is as important as people say it is
- C it is possible to generalize about how persuasion works
- 2 The writer says that the instruction mentioned in section B \_\_\_\_\_.



- A sounds like a bad idea  B was given by mistake   
 C was necessary in the circumstances
- 3 How did some people react to the instruction mentioned in section B?  
 A Many of them bought more than one of the product.   
 B Their interest in the product increased.   
 C They bought something they didn't want.
- 4 In both of the studies mentioned in section C, \_\_\_\_\_.  
 A some of the choices proved more attractive than others   
 B the number of choices affected what people did   
 C only a few people selected any of the choices
- 5 What is said about the leaflets mentioned in section D?  
 A Some of them contained images that were not frightening.   
 B Some of them contained images and information.   
 C Some of them contained only images.
- 6 What did the experiment described in section D show?  
 A Fear alone can prevent people from taking action.   
 B Fear always causes people to take action.   
 C Fear persuades people to take action more than information does.
- 7 The research described in section E involved \_\_\_\_\_.  
 A asking people to do different things   
 B making the same request more than once  C people agreeing to a request
- 8 In section F, the writer says that trying to persuade people to change their minds can \_\_\_\_\_.  
 A take longer with some people than with others   
 B seem like a challenge to ordinary behaviour   
 C fail for reasons that do not seem logical
- 9 The writer advises in section F that you should not \_\_\_\_\_.  
 A discuss the other person's attitude in general   
 B make your suggestion too strongly  C criticize a previous decision
- 10 The writer's purpose in the article as a whole is to \_\_\_\_\_.  
 A discuss a number of different forms of persuasion   
 B advise the reader on how to get better at persuasion   
 C compare the results of various research into persuasion

	10
--	----

2 Answer each question by putting in the correct section of the article (A–G). In which section of the article (A–G) are the following mentioned?

- 1 the effect of too much thinking being required \_\_
- 2 the number of people who don't take a certain action \_\_
- 3 the importance of telling people how to deal with a problem \_\_
- 4 the possibility that being good at persuasion is a natural skill that some people have \_\_
- 5 the way that people are usually invited to do something \_\_

	5
--	---

Reading total	15
---------------	----

## WRITING

Choose one of the titles below and write approximately 250 words:

- 1 You have been asked to write a review of a TV programme for a local English paper.
- 2 You have been asked to write an essay with the title 'Sport at school is as important as any other subject.'
- 3 You have been asked to write an article about how people's diets have changed over the last 30 years.



## LISTENING

1 Listen to five people talking about their journeys to work every day. Match the speakers (1–5) to what they mention in connection with their journey (A–H).

- Speaker 1   
 Speaker 2   
 Speaker 3   
 Speaker 4   
 Speaker 5

- A the journey being unpredictable  
 B moving to a different work location  
 C other modes of transport being too complicated  
 D being lucky  
 E numbers of commuters increasing  
 F having a low opinion of other commuters  
 G other people changing the way they get to work  
 H remaining calm despite a problem

	5
--	---

2 Listen to an interview about being an artist. Tick (✓) A, B, or C.

- 1 What question does the interviewer raise in his introduction to the interview?  
 A How many people say 'I'm an artist'   
 B Why people who say 'I am an artist' are often not believed   
 C What entitles someone to say 'I am an artist'
- 2 Sophia says that if you believe that you are an artist, you should not \_\_\_\_\_.  
 A talk about wanting to *be* an artist  B lie about what you do for a living   
 C allow other people's comments to discourage you
- 3 What is Sophia's advice if you have a job?  
 A Think about your art while you're working.   
 B Spend the minimum amount of time possible working.   
 C Try to do some art while you're at work.
- 4 What does Sophia say about personal relationships?  
 A Tell people that you are sorry you can't spend more time with them.

Writing total	20
Reading and Writing total	35

B Be aware that your art causes you to change moods frequently.  C Explain to people how important your art is to you.

5 Sophia says that meeting other artists will show you that \_\_\_\_\_.  
 A it is possible to find people who like the art you create   
 B people like you are able to make a living from their art   
 C there are other people with the same attitude as you

	5
Listening total	10

Test total	145
------------	-----

Percentage	%
------------	---