

# Questions 1&2 (Read the text aloud)

**Instructions:** In this part of the test, you will read aloud the text below.

**Preparation:** 45 seconds

**Response duration:** 45 seconds

## **Volkswagen Announces \$6.8 Million Investment in California**

Volkswagen Group of America, Inc. Friday announced plans to invest \$6.8 million to expand its logistics operations by opening a new Pacific Northwest Parts Distribution Center in Sacramento, California. The 143,000 square-foot facility, marks Volkswagen's second parts distribution warehouse in California, and will be used for distributing automotive service parts for approximately 84 Audi and Volkswagen dealers in six states throughout the Pacific Northwest and Northern California.

*Source:*

<http://www.chattanooga.com/2015/7/17/304372/Volkswagen-Announces-6.8-Million.aspx>

### Question 3 (Describe the picture)

**Instructions:** In this part of the test, you will describe the picture below in as much detail as you can.

**Preparation:** 30 seconds

**Response duration:** 45 seconds



## Questions 4-6 (Respond to questions)

**Instructions:** In this part of the test, you will answer three questions. For each question, begin responding immediately after you hear the question. No preparation time is provided.

**Preparation:** none

**Response duration:** Questions 4 and 5, 15 seconds each; Question 6, 30 seconds

*You have agreed to participate in a study conducted by a Psychology student. Answer the following questions about personality.*

Question 4: What kinds of people do you easily get along with?

Question 5: What kinds of personality traits are important for running or managing a business?

Question 6: What kinds of personality traits would be difficult to handle in business situations?

## **Questions 7-9 (Respond to questions using the provided information)**

**Instructions:** In this part of the test, you will answer three questions based on the provided information. For each question, begin responding immediately after you hear the question. No additional preparation time is given.

**Preparation:** 30 seconds to read the information before the questions begin

**Response duration:** Questions 7 and 8, 15 seconds each; Question 9, 30 seconds

**What Great Brands Do**

December 15

Room 13, Hillcrest Hall, 23

Burkhardt Street

Akron, Tennessee

**9AM-10AM**

Registration and Breakfast

**10AM-11AM**

Great Brands Start Inside by  
Harry Hays (Entrepreneur)

**11AM-12PM**

Great Brands Avoid Selling  
Products by Prof. Shirley Sims  
(New York University)

**12PM-1PM**

Lunch

**1PM-2PM**

Great Brands Ignore Trends  
by Lilia Hersh (Entrepreneur and  
Fashion Expert)

**2PM-3PM**

Great Brands Don't Chase  
Customers by Prof. Edna Curtis  
(Stanford University)

**3PM-4PM**

Question and Answer

**4PM-5PM**

Meet and Greet with Speakers

**Registration:**

\$200

**Registration Fee Inclusions:**

Lecture Module

Lunch

Snacks

Certificate of Attendance

Question 7: When is the conference on “What Great Brands Do” and where will it be held?

Question 8: What topics will be covered in the afternoon sessions?

Question 9: Tell me about the morning activities in the conference.



## Question 10 (Propose a solution)

**Instructions:** In this part of the test, you will be presented with a problem and asked to propose a solution.

**Preparation:** 30 seconds

**Response duration:** 60 seconds

**Important:** In your response, be sure to:

- show that you recognize the problem, and
- propose a way of dealing with the problem

[Click to Listen to Test 8 #10](#)

## **Question 11 (Express an opinion)**

**Instructions:** In this part of the test, you will give your opinion about a specific topic. Be sure to say as much as you can in the allowed time.

**Preparation:** 15 seconds

**Response duration:** 60 seconds

In many countries, teens between 12-16 years old are involved in some type of paid work. Some people think this is good, while others think teens between those ages should be studying or spending time with their friends. What do you think? Discuss.