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I. LISTENING (15pts.)

There are 3 parts in the listening exam. Before each part, you have 1 minute to read the questions.

The flow of the listening exam is given below:

1 MIN. READING TIME + LISTENING PART A (Q1 + Q1 AGAIN / Q2 + Q2 AGAIN / Q3 + Q3 AGAIN / Q4 + Q4 AGAIN / Q5 + Q5 AGAIN) + 1 MIN. READING TIME + LISTENING PART B + INTERVAL + LISTENING PART B AGAIN + 1 MIN. READING TIME + LISTENING PART C + INTERVAL + LISTENING PART C AGAIN

PART A. Listen to the speaker(s) and choose the best option to complete the dialogue when you hear the BEEP.

1. Making a PREDICTION

- a. I think I will convince him to visit some famous museums.
- b. I expect we'll go to quite a few concerts while we're there.
- c. I'm sure my husband has bought a great gift for our anniversary.
- d. We might meet our old friends living here for a long time.

2. Explaining a RULE

- a. People whose children are under 5 don't have to buy an extra ticket.
- b. You are carrying two small suitcases so they will fit in the luggage area.
- c. Passengers should make an online reservation to pay less for the journey.
- d. Normal bikes aren't allowed on this train. You'll have to wait for the 9:37.

3. Giving a RECOMMENDATION

- a. You should never cook spicy dishes as guests may suffer from stomach ache.
- b. If I were you, I would be ready to serve different kinds of beverages.
- c. Most guests would prefer to drink wine with different flavours.
- d. It would be a good idea if you only chose fresh vegetables, not frozen ones.

4. Making a COMPLAINT

- a. I would like to see the Alps and go skiing, but I can't find a proper companion.
- b. Somebody hit my car and drove away last night. How will I find the money to get it repaired?
- c. I'm trying to ask for my money back because my train was cancelled last week.
- d. Although I bought these trousers yesterday, the store doesn't agree to a refund.

5. Asking for ADVICE

- a. My mum always used to put a warm towel on it so that I was able to sleep on it.
- b. Do you think I had better use some medicine or take some pills? It really hurts!
- c. On a website, it says I should keep moving my arm to keep my muscles warm.
- d. I found an online advertisement for a massage parlour. Shall we go there together?

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PART B. Listen to a podcast about executive coaching and answer the questions.

6. According to Caroline O'Brian, executive coaching includes _____.
- a. finding small companies and convincing them to merge with a big one
 - b. helping inexperienced staff to get more experience in local companies
 - c. finding a target and ways to follow it to get better in the business market
 - d. helping international companies open new branches anywhere in the world
7. During her first job experience, she _____.
- a. preferred to be at a local company
 - b. tended to help others work more efficiently
 - c. continued her studies in economics
 - d. liked the idea of being a manager a lot
8. As an executive coach, she becomes more pleased when she _____.
- a. only works with newly founded companies
 - b. only works with staff, excluding the manager
 - c. demonstrates ways to increase their income
 - d. works with a team collaborating with enthusiasm
9. It is essential to know that _____.
- a. the consultation process takes about a year
 - b. the coach determines the goals
 - c. clients need to spare a budget for this process
 - d. it is required to make a good plan first
10. A qualified executive coach should _____.
- a. have enough experience as a leader
 - b. know how to ask appropriate questions
 - c. know how to speak and act politely
 - d. have enough experience at big companies

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PART C. Listen to a podcast about decidophobia and WRITE ONE WORD from the listening to complete the sentences.

****BE CAREFUL ABOUT SPELLING – to get an answer correct, you need to spell it correctly.**

“Decidophobia” is a **(11)** _____ of indecisiveness that occurs when people are afraid to make a decision. A philosopher called Walter Kaufmann first mentioned it in the 1970s. Although some people think it is fake, it is a real phobia. It might affect people’s lives negatively and cause high levels of stress and **(12)** _____. Some people even avoid making decisions and let others decide on their behalf. They may do this **(13)** _____ or unknowingly. Some symptoms of decidophobia are **(14)** _____ a lot, having dry mouth or wanting to vomit. However, this phobia can be cured. Learning the ways to relax yourself or getting professional **(15)** _____ can be some treatments for this phobia.

II. USE of ENGLISH & READING (40 pts.)

PART A. Choose the correct option in questions 16-30.

THE BEST PART-TIME JOB I'VE EVER HAD

Dog walker, baby sitter, shelf-stacker – most of us would have one of these classic part-time jobs on our CV. However, did we really learn anything from the experience?

A: SIR RANULPH FIENNES, EXPLORER: When I was 16, I wanted to buy a canoe and needed £85. I washed the buses at Midhurst bus station between 3:00 am and 7:00 am during the week. Then I washed dishes at the Angel Hotel from 6:00 pm to 10:00 pm. I **(16)** _____ £11 per week in all, and that's how I got the cash. It's too long ago to know if I actually learned anything from the experience.

B: RUSSELL KANE, COMEDIAN: I did two humiliating Saturday jobs. The first was selling vacuum cleaners door to door. I didn't sell a single one. **(17)** _____ other job was working with my granddad for a frozen-food delivery service. I doubt that a Saturday job really teaches you anything. Where I come from, it's automatic – at age 11 you get a job. It wasn't, 'Hey man, I'm really learning the value of work.' It was, 'If I **(18)** _____ money, I _____ to work hard for it.' My dad never gave me a penny of pocket money after the age of 11.

C: TONY ROSS, ILLUSTRATOR AND AUTHOR: In the fifties, when I was a boy, I used to work at the post office over Christmas. It was fantastic fun. I earned enough to buy an old motor scooter. My favourite part was going in the lorry to collect the mailbags from the station so you **(19)** _____ walk the streets all day. The other good thing was doing a round with your own house in it, because then you could stop for a cup of tea. I learned the basics of working for money, like arriving on time and enjoying it no matter what. It was a good introduction because very **(20)** _____ people work for fun.

D: CLIVE STAFFORD SMITH, LAWYER: I worked for a sand and gravel company when I was 16. It was cold, damp, and **(21)** _____ boring that I cried. I learned various important things from that job. First, I know I'm very lucky to have a job now that I truly love. I also learned that it's crazy to pay bankers millions while paying a low wage to people at gravel companies. It's terrible work and no one should have to do it. Anyone who says differently should be forced to work at that gravel company for a year.

E: ADELE PARKS, AUTHOR: When I was doing my A Levels, I worked in our local supermarket for two years, stacking shelves. I was 16 then, and in a job like that, you make the decision whether this is what you want to do for the rest of your life. I spent a lot of time chatting to the other guys and girls who had permanent jobs. I am good at **(22)** _____ and telling stories, and I think I learned it there because one of the things about stacking shelves or being at the checkout is that you have lots of opportunities to talk to people. That's what I liked best.

- | | | | |
|--------------------------|----------------------------|-----------------|-------------------|
| 16. a. paid | b. am paid | c. was paid | d. was paying |
| 17. a. X | b. The | c. An | d. Some |
| 18 a. want / need | b. would want / needed | | |
| c. will want / will need | d. had wanted / would need | | |
| 19. a. mustn't | b. couldn't | c. needn't have | d. didn't have to |
| 20. a. little | b. few | c. many | d. a lot of |
| 21. a. such | b. too | c. so | d. enough |
| 22. a. talking | b. talk | c. to talk | d. to be talking |

WHY YOUR RECYCLING ISN'T WORKING

Naturalist David Attenborough said in the final episode of the highly praised BBC series *Blue Planet II* that since its invention some 100 years ago, plastic **(23)** _____ an integral part of our daily lives. 'But every year, some eight million tons of it ends up in the ocean... and there it can be lethal,' he added. Slowly, it seems, we **(24)** _____ at last be waking up to the fact that something that makes our lives easier in the short term has consequences that can last thousands of years.

One of our main convenience items is plastic water bottles. They are a major contributor to waste in the UK, and we use ten million of them a day. Although the bottles themselves can be recycled, the caps cannot. The problem doesn't stop with plastic bottles. According to new research, almost a fifth of the waste that people put into recycling bins cannot, in fact, be recycled. The reason for this is that the packaging **(25)** _____ several components, many of which are not recyclable.

People often believe that something is recyclable when it's not. Take, for example, that black plastic ready-meal tray that you normally put with your bottles and newspapers, or your glittery Christmas wrapping paper – these cannot be recycled, though white trays and plain wrapping paper can be. Plastic containers, such as the ones used for baby food or pasta sauce, can't be recycled, so it's a **(26)** _____ idea to buy them in glass jars, which can be. Toothpaste tubes also can't be recycled, but the pump-action bottles can be.

Unclear labelling is often to blame. Recycling information on packaging varies dramatically. Sainsbury's supermarket, for example, labels on its own-brand packaging exactly which parts can and cannot be recycled. Some manufacturers, on the other hand, include no information. Even the recycling information itself is confusing, because people don't know what the numbers mean. A 1 or 2 means that a product can be widely recycled, 3 indicates PVC, which is not widely recycled, 4 is polyethylene, and 5 is polypropylene, both of **(27)** _____ can only be recycled in some centres and are not widely accepted for recycling.

Last year, more than half of the plastic waste that the UK exported for recycling was sent to China. Recently, China **(28)** _____ imports of 'foreign garbage', because it is receiving too much poor-quality plastic, contaminated with non-recyclable items. It's a worrying prospect. There are fears that it might not be possible to find alternative destinations for all our recyclable waste. As a result, plastic might end up being burnt or put in landfill, or more **(29)** _____ in the sea.

Perhaps we should stop assuming that everything that looks recyclable actually is. Instead, we need to start buying products that come in packaging that we are sure can be recycled, or better still, we should try **(30)** _____ packaging altogether.

- | | | | |
|---------------------|------------------|--------------------|-----------------|
| 23. a. is becoming | b. would become | c. becomes | d. had become |
| 24. a. have to | b. are able to | c. may | d. should |
| 25. a. makes up of | b. is made up of | c. is making up of | d. made up of |
| 26. a. better | b. well | c. best | d. as good as |
| 27. a. whom | b. which | c. that | d. where |
| 28. a. bans | b. is banning | c. had banned | d. has banned |
| 29. a. would end up | b. was ending up | c. will end up | d. is ending up |
| 30. a. to avoid | b. avoid | c. avoided | d. avoiding |

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PART B. Complete the sentence with the correct option in questions 31-35.

31. There are innovative and flexible pathways in distance learning or e-learning courses, _____.

- a. they require four months' full-time study, while diplomas require nine months' full study
- b. that are particularly recommended for students planning to pursue doctoral studies
- c. which may allow for the completion of a master's degree in up to five years
- d. when students are able to relate the sciences taught online to everyday scenarios

32. We wouldn't have started the International food project _____.

- a. as long as the chef had agreed to get involved in it
- b. if academics from all the university departments came
- c. after institutions reached out to a much wider audience
- d. unless the public engagement unit had funded it

33. The more dependent we are on fossil fuels like coal, oil and gas, _____.

- a. sooner or later the fuel reserves will run out
- b. the higher the level of carbon dioxide emissions will be
- c. then one might need to come up with more sustainable energy sources
- d. the less need we have for replacing current energy infrastructure

34. _____ by the time they announce their company has gone bankrupt.

- a. It faced opposition from a number of stakeholders
- b. Having over a thousand workers means a lot of expenses
- c. The banks are not able to write off the company's debts
- d. The employees will have been made redundant

35. _____, governments have been unprepared for spikes in water demand.

- a. As populations have increased in size and relocated to urban areas
- b. Due to the fact that people are managing water resources carefully
- c. Since the reasons for our worldwide water problems are numerous
- d. Because millions of people will feel the effects of water shortages

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PART C. Choose the correct word form in questions 36-39.

36. Social experts advise that you should make _____ suggestions when people ask you to criticize their work.

- a. construct b. constructively c. construction d. constructive

37. Shoplifters often work collaboratively, with one creating a diversion to _____ the shop assistants while the other steals the goods.

- a. distraction b. distracted c. distract d. distracting

38. Many of the deaths and illnesses which could have been foreseen and prevented in this region have arisen from _____ and the taking of unacceptable risks.

- a. ignorance b. ignore c. ignorant d. ignored

39. The happiest people do not _____ have the best of everything. They simply appreciate what they find on their way.

- a. necessity b. necessarily c. necessitate d. necessary

PART D. Choose the correct option in questions 40-45.

40. It was hard for the children to cope _____ their parents' divorce but, with the help of a psychologist, they overcame the situation successfully.

- a. with b. of c. by d. to

41. It is believed that the anti-sugar campaign is going to _____ a significant impact on the top sugar producers.

- a. take b. give c. make d. bring

42. Financial decision-making _____ a process that standardizes the task and provides continuous feedback.

- a. goes back b. depends on c. hands in d. splits up

43. Rice and cocoa beans _____ almost 50% of the country's commercial exportation, which means both of them are the greatest sources of income.

- a. lead to b. make up for c. put off d. account for

44. Several towns, particularly those with a high population density, were unfortunately made completely _____ by the earthquake.

- a. uninhabitable b. inefficient c. untransformed d. convertible

45. Yoga instructors work in close _____ with physical therapists regarding the newest information about the amazing human fascia.

- a. contribution b. collaboration c. collision d. confederation

PART E: READING

Read the texts carefully and choose the correct option in questions (46-55).

TEXT I

¹Venus, the Roman goddess of beauty and love, heard rumours of a mortal named Psyche who many claimed was more beautiful than herself. Venus was filled with jealousy and ordered her son, Cupid, to shoot Psyche with one of his magic arrows. This would make her fall in love with the most hideous monster on earth.

²Cupid followed his mother's orders, but as he was taking aim at Psyche, his finger slipped. He pricked himself with the tip of his own arrow, causing him to immediately fall deeply in love with Psyche.

³Cupid informed Psyche's family that it was the will of the gods for her to climb to a mountaintop and be united in marriage with a terrible monster. Bound by duty to the gods, they **complied**.

⁴When Psyche reached the mountaintop, it was dark, but she felt a warm wind and was suddenly transported to a magnificent palace. After a relaxing bath and a delicious meal, accompanied by melodious music that seemed to come from nowhere, Psyche fell asleep.

⁵For the several nights Cupid visited her, secretly replacing the monster as her husband. He always arrived after dark and departed before dawn, forbidding her to look upon him. Though she could not see her new husband, Psyche consented to the arrangement and eventually fell in love with him. Cupid told her it was unnecessary to view his face, provided she trusted him and returned his affections.

⁶In time, however, Psyche found she could not constrain her curiosity. So one night, after Cupid had fallen asleep, she lit a lamp to illuminate his face. Upon seeing her husband's lovely face, her hand trembled with delight, causing a drop of hot oil to fall onto Cupid's shoulder, awakening him. Clutching his shoulder, he said, "I loved you and asked only for your trust; but when trust is gone, so love must depart." With that, he flew back to Venus, who greeted her son with a burst of rage for deceiving her and imprisoned him in her palace.

⁷As soon as Cupid deserted Psyche, the magnificent palace vanished, leaving the poor girl alone on the cold peak. After wandering night and day in search of her lost love, Psyche finally approached the temple of Venus in desperation. There, the goddess angrily agreed to help only if Psyche succeeded in a difficult task. She commanded the trembling and fearful maiden, "Take this box and go to the underworld and ask the queen of that land, Persephone, to put a little of her beauty in the box for you to bring back to me."

⁸Psyche set off on her venture, full of fear. Suddenly she heard a voice, which commanded her to give a coin to Charon, the ferryman, who would take her across the river Styx bordering the underworld. The voice also ordered her to give a cake to Cerberus, the fearsome three-headed watchdog that guarded the underworld. "Above all," said the voice, "once Persephone has placed some of her beauty in the box, do not open it!"

⁸Psyche obeyed the voice's commands, and after collecting a bit of beauty from Persephone, she rushed to return the box to Venus. Once again she could not control her curiosity, so she lifted the lid of the box and was immediately overcome by a deep and heavy sleep.

⁹Meanwhile, Cupid managed to escape the palace of Venus through a window, and no sooner had he flown outside than he saw Psyche's motionless body. He rushed to her side, embraced her, and lifted the heavy sleep from her body and placed **it** back into the box. He told her to carry the box to Venus and promised to return shortly, at which time all would be well.

¹⁰Overjoyed, Psyche hurried to fulfil her task while Cupid flew to Jupiter, the king of the gods, and begged him to bless his marriage to Psyche. Jupiter not only agreed but also granted Psyche immortality to match that of her husband. Thus, with the marriage of Cupid and Psyche, Love and the Soul (which is what "Psyche means in Greek) were happily united at last.

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46. The main idea of the text is that _____.
- a. Psyche destroyed Cupid's love for her by disobeying him
 - b. all of the gods agreed it was simply not worth it to try to trick Venus
 - c. Psyche simply could not follow directions and had to be rescued
 - d. the troubled romance of Cupid and Psyche ended happily
47. We understand from the text that Venus was jealous of Psyche because _____.
- a. Venus knew that Psyche wanted to marry her son, Cupid
 - b. Venus heard rumours that Psyche was more beautiful than her
 - c. Psyche succeeded in the difficult task Venus asked her to do
 - d. mortals told Venus that Psyche wanted to be immortal, too
48. It is clear from the text that _____.
- a. Cupid made a mistake as he was trying to shoot Psyche
 - b. Cupid angered Psyche by looking at her with curiosity
 - c. Psyche fell in love with a monster and they lived in a palace
 - d. Psyche's family refused to follow the gods' will
49. The word "**complied**" in paragraph 3 means _____.
- a. reset
 - b. obeyed
 - c. denied
 - d. enhanced
50. The word "**it**" in paragraph 9 refers to _____.
- a. box
 - b. body
 - c. sleep
 - d. palace

TEXT II

¹ One of two basic attitudes sets the tone of a legal system. One attitude supposes a defendant* is innocent until proven guilty. This concept places the burden of proof on the prosecution**. The second basic attitude takes the opposite for granted: that a person is guilty of the crime he or she has been arrested for and proof must be given to the contrary. Most legal systems embrace the first attitude, which is considered by many to be a basic human right. In fact, it is called for by Article 11 of the United Nations Universal Declaration of Human Rights (UDHR).

² The probability of being innocent is based on a conception of people as mostly honest and respectful of society's laws. This principle aims to preserve the human dignity of accused persons, as well as to protect them from false accusations by corrupt authorities or others. Because the burden of proof is on the prosecution, the law does not require an accused person to prove his innocence or to produce any evidence at all. If the prosecution fails to make its case, the person is regarded as not guilty of the crime. Essentially, the idea behind this legal proposition is that to punish an innocent person is the worst possible **outcome**. The 18th- century British jurist Sir William Blackstone summarized this ideal by saying, "Better than ten guilty persons escape than one innocent suffer."

³ In jury systems like that of the United States, a jury is formed to give a verdict for court trials. Jury members are asked to come from the general population and consist of individuals who typically

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have little or no legal training. It is therefore necessary to ensure that the persons sitting on the jury are aware of the obligations that each side has in presenting **their** case. In the United States, jury members may be read the following explanation regarding the “burden of proof” in a legal case: “The defendant enters this courtroom as an innocent person, and you must consider him to be an innocent person until the State convinces you, beyond a reasonable doubt, that he is guilty of every element of the supposed crime. If, after all the evidence and arguments, you have a reasonable doubt as to the defendant’s having committed any one or more of the elements of the crime, the law clearly dictates you must find him not guilty.”

⁴Proof “beyond a reasonable doubt” means that a reasonable person would consider the accused criminal guilty. This standard does not require the government to prove a defendant guilty beyond all possible doubt. On the other hand, it is not enough to show that the defendant is probably guilty. In a criminal case, the proof of guilt must be stronger than that.

⁵For instance, imagine that a man is accused of stealing something from someone’s home. There were no witnesses to the crime, and the police did not find the accused man’s fingerprints at the scene. Police arrested the defendant because he tried to sell the item that was stolen, but he said that he found the stolen item thrown away in a bush. In this case, a jury might consider it likely that the suspect stole the item. However, his claim that he found it is reasonable, and there is no evidence against it. Thus, in this scenario, the proper verdict would be “not guilty.”

⁶The presumption of innocence is based on the idea that juries should be guided only by a full and fair evaluation of the evidence. Whatever the verdict may be, it must not be based upon speculation. It should not be influenced in any way by bias, sympathy, or a desire to bring an end to the duty of the jury.

*defendant: someone who is accused of a crime in a court of law

**prosecution: the lawyer or lawyers representing the government in a criminal case

51. The reading is mainly about _____.

- a. how the politics, religion, and geography of a country shapes its legal system
- b. the meaning of Article 11 of the UN Universal Declaration of Human Rights
- c. how the presumption of innocence functions within legal systems
- d. the history of the idea that the accused should be regarded innocent

52. According to the text, the “innocent until proven guilty” legal principle assumes that _____.

- a. it is better to free a guilty person than imprison an innocent one
- b. it is better to imprison an innocent person than free a guilty one
- c. guilt can be determined by how well the accused defends himself
- d. the defendant can be freed only if there is no doubt about his innocence

53. We understand from the text that jury members typically _____.

- a. have legal training in trials
- b. have trouble presuming innocence
- c. receive guidance from the judge
- d. need several days to decide on a verdict

54. The word “**outcome**” in paragraph 2 means _____.

- a. occurrence
- b. result
- c. measure
- d. perception

55. The word “**their**” in paragraph 3 refers to _____.

- a. the jury
- b. the persons
- c. obligations
- d. each side

III. WRITING (20pts.)

Name: _____

Number: _____

SCORE

Write a well-organized **OPINION ESSAY** of **250-300 words** about the topic below. **DO NOT** write about both sides. **STATE** and **SUPPORT** your opinion clearly.

“Different cultures are mixing today and the world is becoming a global village.” Is it a positive or a negative development? Give your own opinion and support it with details and examples.

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IV. SPEAKING (25 pts.)

A sample speaking exam task is as follow:

What is one special thing you would definitely take abroad with you?

Follow-up:

- * Where did you get it from?**
- * How long have you had it?**
- * What do you use it for?**
- * Why is it important to you?**

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ERASMUS sample exam ANSWER KEY

- | | | | | |
|---------------------|-----------------------|-----------------------|-------|-------|
| 1. B | 2. D | 3. B | 4. C | 5. C |
| 6. C | 7. B | 8. D | 9. D | 10. A |
| 11.condition | 12. anxiety | 13.consciously | | |
| 14. sweating | 15.counselling | | | |
| 16. C | 17. B | 18. A | 19. D | 20. B |
| 21. C | 22. A | 23. D | 24. C | 25. B |
| 26. A | 27. B | 28. D | 29. C | 30. A |
| 31. C | 32. D | 33. B | 34. D | 35. A |
| 36. D | 37. C | 38. A | 39.B | 40. A |
| 41. C | 42. B | 43. D | 44 A | 45.B |
| 46. D | 47. B | 48. A | 49.B | 50.C |
| 51. C | 52. A | 53.C | 54.B | 55. D |