

## TEST 10

### SECTION 1

### Question 1 - 10

Questions 1-6

*Complete the table below.*

*Write **ONE WORD AND/OR A NUMBER** for each answer.*

#### Damaged ( Fridge Report)

- Warranty: 3 years
- Model: 1..... Mount
- Colour: 2.....
- Date of purchase: 3.....
- Problems: the non- stop 4.....  
5..... degrees
- The repair shop Ken's appliance ( near to the 6...)
- The customer needs to store food for her 7..... shop.
- Total value of loss: 8\$....

#### Things to do:

- Ask the 9.... To call back
- Replace the damaged 10.....

## SECTION 2

## Questions 11-20

### Questions 11-16

What tourist attraction does each of the following locations have?

Choose six answers from the box and write the correct letter, A- I, next to Questions 11-16

#### Tourist Attractions

A farming life in the past

B Nature reserve

C canoes

D old ruins

E newly born deer

F birds

G waterfalls

H wild flowers

I hills

#### Locations

11 sheepfoul .....

12 Brown Mare .....

13 doris .....

14 Lodge Estate .....

15 Aurden .....

16 Eastlake .....

### Questions 17 and 18

Choose **TWO** letters, **A-E**

Which **TWO** types of accommodation are available on a weekly basis?

- A** lighthouse
- B** hostel
- C** castle
- D** cottages
- E** bed and breakfast

### Questions 19 and 20

Choose **TWO** letter, **A- E**.

Which **TWO** benefits can all the members get?

- A** free entry to some castles
- B** subscription of Scottish magazines
- C** discount of apartment rent
- D** free visitor guide
- E** free parking.

## SECTION 3

### Questions 21-30

#### **Questions 21-30**

*Complete the notes belows*

*Write **NO MORE THAN TWO WORDS** for each answer.*

## SUVs( sort Unitily Vehicles)

### Purposes

- Initially made for off-road driving in remote areas
- Now often found in **21**.....

### Advantages

- Available for **22** ..... Purpose
- Larger **23**..... Capacity
- Can haul heavy cargo

### Reasons for popularity

- Due to their image
- Seen as **24** ..... By mothers
- Greater seating capacity
- Drivers like their **25** .....

### Disadvantages

- SUVs can be **26** .....in urban centres beacause of their **27** .....
- The bodywork won't deform in the collision to absorb impact energy
- They are liable to **28** .....

### How to limit the use of SUVs

- Limit use to those people who need them ( e.g. **29** .....)
- Raise cost of **30** ..... For drivers

## SECTION 4

### Questions 31-40

Questions 31 and 32

Choose the correct letter, **A**, **B** or **C**



31 participants in the learner persistence study were all drawn from the same

A age

B geographical area

C socio- economic level

32 the study showed that when starting their course, older students were worried about

A effects on their home life

B implications for their future career

C financial constraints

*Complete the notes below.*

*Write **ONE WORD ONLY** for each answer.*

#### Research findings

	Social and Enviromental Factors	Other Factors	Personal Characteristics
First level of importance	Effective support	Perceived success in study	Enjoyment of a 33 .....
Second level of importance	Positive experience at 34.....	Good 35 .....	Many 36..... in daily life
Third level of importance	Good interaction with the 37. ....	No family problems	Capacity for multi-tasking

Question 38-40

Complete the notes below

Write **ONE WORD ONLY** for each answer

### Recommendations

- Ask new students to complete questionnaires to gauge their level of 38.....
- Train the selected students to act as 39 .....
- Outside office hours, offer 40 ..... help
- Follow up students who miss deadlines

## TEST 10

### READING PASSAGE 1

You should spend about 20 minutes on Questions 1-13, which are based on Reading Passage below.

## EXAMS

### *The pesticide-free village*

Gerry Marten and Dona Glee Williams report on reliance on the Indian village of Punukula, so nearly destroyed by reliance on pesticides.

Around 20 years ago, a handful of families migrated from the Guntur district of Andhra Pradesh, south-east India, into Punukula, a community of around 900 people farming plots of between two and ten acres. The outsiders from Guntur brought cotton culture with them, and this attracted resident farmers by promising to bring in more hard cash than the mixed crops they were already growing to eat and sell, such as millet, mung beans, chilli and rice. But growing cotton meant

using pesticides and fertilisers - until then a mystery to the mostly illiterate farmers of the community.

Local agro-chemical dealers obligingly filled the need for information and supplies. These 'middlemen' sold commercial seeds, fertilisers and insecticides on credit, and guaranteed purchase of the crop. They offered technical advice provided by the companies that supplied their products. The farmers depend on the dealers. If they wanted to grow cotton – and they did - it seemed they had no choice.

A quick 'high' of booming yields and incomes hooked growers during the early years of cotton in the region. Outlay on insecticides was fairly low because cotton pests hadn't moved in yet. Many farmers were so impressed with the chemicals that they started using them on their other crops as well. The immediate payoffs from chemically-dependent cotton agriculture both ensured and obscured the fact that the black dirt fields had gone into a freefall of environmental degradation, dragged down by a chain of cause and effect.

Soon cotton-eaters, such as bollworms and aphids, plagued the fields. Repeated spraying killed off the most susceptible pests and left the strongest to reproduce and pass on their resistance to generations of ever-hardier offspring. As the bugs grew tougher and more abundant, farmers applied a greater variety and quantity of poisons, something mixing 'cocktails' of as many as ten insecticides. At the same time, cotton was gobbling up the nutrients in the soil, leaving the growers no option but to invest in chemical fertilisers.

By the time some farmers tried to break free of their chemical dependence, insecticides had already decimated the birds, wasps, beetles, and other predators that had once provided natural control of crop pests. Without their balancing presence, pests ran riot if insecticide was cut back. As outlays for fertilisers and insecticides escalated, the cost of producing cotton mounted. Eventually the expense of chemical inputs outgrew the cash value of the crop, and farmers fell further and further into debt and poverty.

Their vicious cycle was only broken by the willingness of a prominent village elder

to experiment with something different. He had been among the first villagers to grow cotton, and he would be the first to try it without chemicals, as set out by a programme in Non-Pesticide Management (NPM). This had been devised for Punukala with the help of a Non-Government Organisation called SECURE that had become aware of the hardships caused by the pesticide trap.

It involved turning to neem, a fast-growing, broad-leaved evergreen tree related to mahogany. Neem protects itself against insects by producing a multitude of natural pesticides that have evolved specifically to defeat plant-eating insects. Thus they are generally harmless to human and other animals, including birds and insects that eat pests.

The plant is native to India and Burma, where it has been used for centuries to control pests and to promote health. To protect cotton, neem seeds are simply ground into a powder, soaked overnight in water, and sprayed onto the crop at least every 10 days. Neem cake applied to the soil kills insect pests and doubles as an organic fertiliser high in nitrogen. As neem grows locally and is easy to process, it is much less expensive than the chemical insecticides sold for profit by the dealers and their corporate suppliers.

Quick, short-term gains had once pushed Punukula into chemical-dependent agriculture. Now they found that similar immediate rewards were helping to speed change in the other direction: the harvest of the next 20 NPM farmers was as good as the harvest of farmers using insecticides, and they came out ahead because they weren't buying insecticides, instead of investing cash (in short supply) in chemicals, they invested time and labour in NPM practices.

By the end of 2000, all the farmers in Punukula village were using NPM rather than chemicals for cotton, and they began to use it on other crops as well. The was using it. The status and economic opportunities of women improved - neem change gathered momentum as NPM became even more effective once everyone

became a source of income for some of them, as they gathered seeds from the surrounding area to sell for NPM in other villages. The improve situation meant that families could afford to put more land under cultivation.



In 2004, the panchayat (village government) formally declared Punukula to be a pesticide-free village. And they have big plans for the future, such as water purification. The village now serves as a model for disseminating NPM to other communities, with around 2000 farmers visiting each year.

What began as a few farmers desperate to find a way to farm without poisons has become a movement with the potential to pull an entire region back from ecological disaster.

### Questions 1-4

Do the following statements agree with the information given in Reading Passage 1?

Write

**TRUE** if the statement agrees with the information

**FALSE** if the statement contradicts the information

**NOT GIVEN** if there is no information on this

- 1 Cotton growing was expected to raise more money than other crop.
- 2 Some of the local agro-chemical dealers had been farmers in the past.
- 3 Initially the farmers' cotton yields were low. \_\_\_\_\_
- 4 At first, the farmers failed to notice the negative effects on their fields of pesticide use.

### Questions 5-10

Complete the notes below.

Choose **NO MORE THAN TWO WORDS** from the passage for each answer. Write your answers in boxes 5 - 10 on your answer sheet.

#### **Non-Pesticide-Management Programme**

- Developed with the aid of SECURE
- Based on use of an **5** \_\_\_\_\_ called neem
- Neem contains many **6** \_\_\_\_\_ that target plant-eating predators

Neem

- Used as a pesticide
- 7 \_\_\_\_\_ formed by grinding seeds
- left 8 \_\_\_\_\_ to soak in water
- Sprayed regularly
- Used as a pesticide and as a fertilizer
- added in 9 \_\_\_\_\_ form to soil
- contains a lot of 10 \_\_\_\_\_

### Questions 11-13

Choose **NO MORE THAN TWO WORDS AND/OR A NUMBER** from the passage for each answer. Write your answers in boxes 11 - 13 on your answer sheet.

11. In which year did farmers finally stop using chemicals on cotton crops in Punukula?

12. What did the women of Punukula collect to make money?

13. What project do the authorities in Punukula hope to set up in the future?

## READING PASSAGE 2

*You should spend about 20 minutes on Questions 14-26, which are based on Reading Passage 2 on below*

### Skyscraper Farming

With a global food crisis predicted, a group of scientists is advocating an innovative alternative to conventional farming that could radically transform the way that food is produced .

Today's environment scientists are in no doubt that the world's resources of fertile soil are rapidly deteriorating, and that new land for agriculture is becoming ever more sparse. Intensive farming, urbanisation, desertification and sea-level rises are all putting growing pressure on the planet's agricultural land and therefore on food supplies. Currently 24 per cent of the world's 11.5 billion hectares of cultivated land has already undergone human-

induced soil degradation particularly through erosion. according to a recent study by the UK Government Office for Science.

B. The global population is expected to exceed nine billion by 2050 - up a third from today's level and studies suggest that food production will have to go up by 70 per cent if we are to feed all of those new mouths This means that scientists will have to develop new ways of growing crops if we are to avoid a humanitarian crisis. Indeed, UN Food and Agriculture Organization figures suggest that the number of undernourished people is already growing. And with escalating climate change. crop yields in many areas have been projected to decline

C With this in mind, some scientists and agricultural experts are advocating an innovative alternative to traditional farming whereby skyscrapers packed with shelf-based systems for growing vegetables on each storey -known as 'vertical farms' - could hold the key to revolutionising agriculture. Columbia University professor Dickson Despommier claims that vertical farming could boost crop yields many times over. A single 20-storey vertical farm could theoretically feed 50 000 people. according to Despommier. And if the theory translates Into realty as proposed. 160 skyscraper-sized vertical farms could feed the entire population of New York City, while 180 would be needed to feed London, 289 to feed Cairo and 302 to feed Kolkata a.

D It's a compelling vision, and one that has already been put into practice in Asia. Albeit on a smaller scale But there are problems. such as initial investment and operating costs that are too great' says a spokesman for Japan's Ministry of Agriculture, Forestry and Fisheries Nevertheless Tokyo-based mushroom producer Hokuto Corporation is a model example of how a vertical farm can be profitable. With 28 vertical mushroom farms operating across the country, it produces some 68,000 tonnes of mushrooms annually. Vertical mushroom fams have more advantages than ground-level farms,' says Hokuto's Ted Yamanoko. Yamanoko goes on to highlight the relative cost-effectiveness of his organisation's farming practices together with reduced emissions of greenhouse gases



E And the impact of vertical farms could extend beyond feeding established urban populations. Despommier sees them as being capable of helping centres of displaced persons - such as refugee camps - in much the same way that Mobile Army Surgical Hospital (MASH) units are deployed in emergency situations. "Developing an emergency-response system for crop production inside specially constructed modular and highly transportable greenhouses would allow for humanitarian interventions, at least for refugees that are forced out of their countries by political turmoil, he says. If you have three or four storeys of food already growing some place, they could become mobile units that could be picked up by helicopters and dropped into the middle of a crisis zone. The food would be ready to pick and eat. It could be designed to supply people with all the nutrition they need to make it through the crisis."

F But it isn't only about increasing food production. Despommier is concerned about the harm which farming has done to the world's landscape over a relatively short time span, particularly the elimination of hardwood forests. Farming is only 12,000 years old, 'he points allow us for the first time to feed everyone on earth and still return land to its original ecological function.' Natalie Jeremijenko, associate professor at New York University, agrees. The challenge that we have now is how we can design urban agriculture systems that not only reduce food miles, but also improve the world's ecosystems,' she says. By

significantly reducing the amount of land required for food production, vertical farms could help to enrich biodiversity. And according to Jeremijenko, this can, in turn, help to improve the productivity of conventional farms, as the health of agricultural land is often tied to the health of the surrounding ecosystems. Furthermore, vertical farming could dramatically cut the utilisation of fossil fuels. And also reduce geopolitical tensions in countries where poor farming conditions cause conflict and malnutrition.

## Questions 14-19

Reading Passage 2 has six paragraphs. A-F

Choose the correct heading for each paragraph from the list of headings below.

Write the correct number, in boxes 14-19 on your answer sheet.

### List of Headings

- i Potential production capabilities of vertical farms
- ii Opposition to new ideas about food production
- iii A successful application of vertical farming technology
- iv The potential to provide urgent relief
- v The original inspiration for vertical farming
- vi Various environmental benefits of vertical farming
- Vii An increasing problem for farmers worldwide
- Vii A return to traditional farming methods
- ix A rising demand for food

14 Paragraph A

out We have been a species for over 200,000 years. Producing food in tall, buildings will

15 Paragraph B

16 Paragraph C

17 Paragraph D

18 Paragraph E

19 Paragraph F

Questions 20- 22

Complete the sentences below

Choose NO MORE THAN TWO WORDS from the passage for each answer.

Write your answers in boxes 20-22 on your answer sheet.

20 A UK Government study found that..... is a significant factor contributing to worldwide levels of soil degradation

21 Disadvantages of vertical taming projects include the expense of setting them up, as well

as their high.....

22 .....could potentially be used to take vertical farming facilities to areas where there is a critical food shortage

## Questions 23-26

Look at the following statements (Questions 23-26) and the list of people below Match each statement with the correct person, A.B or C

Write the correct letter A, B or c, in boxes 23-26 on your answer sheet

NB You may use any letter more than once

23 Vertical farming can have financial benefits

24 Traditional farming has had a negative effect on the natural world

25 Vertical farming could dramatically increase world food production.

26 Traditional farms may benefit from wider use of vertical farming

### List of people

**A Dickson Despommier**

**B. Ted Yamanoko**

**C. Natalie Jeremijenko**

### Marketing And Mind Control

#### How marketing and advertising appeal to the associative nature of the brain

While there had been a long tradition of giving rings as a commitment to marry, the custom of giving diamond engagement rings was in large part manufactured by one of the most effective marketing campaigns in history . In the early 1900s, diamond sales were declining, posing a serious problem for the company that essentially had control over the diamond market. In 1938, this company hired an advertising agency. Which proposed reshaping social attitudes toward diamonds? As well as magazines showing film stars draped in diamonds, the agency arranged for movies to incorporate diamond engagement rings into their plots. The campaign culminated with the slogan: ' A diamond is forever. At the time, the approach was unique. Rather than pushing a brand, the objective was to promote diamonds as the symbol of everlasting love. This was

achieved by exploiting the associative nature of the brain: associating neurons!

Activated by the concept of 'love' with neurons that encoded the concept of "diamonds.

By 1941, diamond sales had increased by 55 %.

Advertising comes in many forms, from blatant neon signs to subtly embedded products in movies. In each case, the goal is to mould our habits, desires and opinions.

Our visual system is targeted by an avalanche of information on the internet, street posters, and billboards and in movie theatres. Our auditory system submits to catchy radio jingles and telemarketers. More surreptitiously, our olfactory system is targeted by variations of vanilla and citrus perfumes aimed at enticing us to linger in a retail outlet.

It is difficult to measure how effective these campaigns are, but as in the 'A diamond is forever' campaign, they can be so successful that they change the fabric of our culture. In the case of bottled water, we are swayed by advertising into paying for something that we can obtain for free. Most people cannot distinguish bottled from tap water, much less between brands of bottled water, which is why you rarely hear of a bottled water company proposing a blind taste test.

So why is marketing such an effective mind - control technique? It is interesting to consider whether other animals exhibit anything analogous to humans' susceptibility to advertising. If we provide a lab rat with two types of cereal, it will consume approximately the same amount of each. However, if we put that rat with another rat that spent its day eating just one type, when faced with a choice, our rat will now show a preference for the same type as the other rat was eating. Psychologists call this 'socially transmitted food preference'.

What many regard as the first documented examples of cultural learning in primates started with a clever monkey that lived in a colony of Japanese monkeys on the island of Koshima. She began taking her dirt - covered sweet potatoes to the river to wash them before eating them. Upon seeing this, a few other open - minded monkeys picked up on the idea. Potato washing then spread from monkey to monkey and, over the course of a few years, most monkeys were eating clean potatoes. Humans are clearly not the only animals to engage in imitation and social learning.

Learning by observation can be an extraordinarily valuable brain feature, this is how



we learn to communicate and perform motor skills as well as deal with many everyday problems. For example, a newcomer struggling to purchase tickets and navigate the subway system in a foreign city may step back to learn from the people nearby. Humans and other primates exhibit multiple forms of imitative learning and this is called cultural transmission.

A component of advertising relies on the marketer's ability to tap into the brain's propensity for imitation. Anybody who has watched TV knows advertisements are disproportionately populated with attractive, successful looking individuals. If we are going to imitate someone, we are more inclined to imitate those who appear to be popular and appealing.

Although not all researchers are convinced by the findings, a number of studies indicate that some animals also imitate dominant members of their group. Primatologist Frans de Waal provides anecdotal evidence of preferential imitation among chimpanzees. He noted that in one particular group the dominant male was hurt and was limping as a result. Soon unlikely if a non-dominant male had been injured.

Imitation is undoubtedly an invaluable ability, but often our propensity to imitate generalises indiscriminately, leading to poor decisions. When athlete Dick Fosbury revolutionised the high jump by jumping over the bar backward in 1968, imitators obviously copied his jumping style, not his brand of sports shoes. However, today, sports people appear in advertisements asking us to buy the laptops or sports drinks that they promote. Rationally, we know these people's success did not depend on these products, so it seems our propensity to purchase products relates more to neural programs that evolved to encourage imitation of those further up the social ladder. Today, companies engage in stealth marketing campaigns in which people are paid to frequent bars or websites to covertly promote certain products. Companies also perform studies in which they track the eye movements of people viewing displays, and carefully craft names, packages and jingles associated with their products. While we may like to believe that manipulation on a grand scale would not be possible, that's not to say that advertising is innately harmful. To the contrary, the marketing of products or ideas is essential to human culture. The point is that we should ensure our choices

reflect our actual goals and desires, and we must distinguish between the dissemination of information which is for our own good, and our manipulation for the benefit of companies

Questions 27 - 31

Choose the correct letter, A, B, C or D.

Write the correct letter in boxes 27-31 on your answer sheet.

**27.** According to the writer, which marketing technique attempts to make consumers stay in a shop for longer?

in a shop for longer?

- A. playing appealing music
- B. emitting pleasant scents
- C. displaying attractive posters
- D. making in - store announcements

**28.** The writer mentions bottled water in order to show that

- A. consumers buy it because of the fact that it is marketed.
- B. people purchase it despite the fact that it has no taste.
- C. marketers need not do taste tests when a campaign is effective.
- D. tests prove that people cannot differentiate it from tap water.

**29.** According to the writer, socially transmitted food preference occurs when

- A. only dominant members of an animal group influence what others eat.
- B. the same types of animals naturally prefer the same types of food.
- C. animals are influenced by what any other animals of the same species eat.
- D. a food type is more desirable because an animal views that food as scarce.

**30.** According to the writer, how is learning by observation and imitation a useful feature

of the brain?

- A. it helps people overcome challenges.
- B. positive models can influence social behaviour.
- C. it can give an advantage when communicating with others.
- D. cultural norms and relationships can be understood more easily

31. According to the writer , how does television advertising exploit the human tendency to imitate others ?

- A. It shows buying behaviour that marketers want to encourage in viewers.
- B. It features people who have a desirable image.
- C. It shows older people whom teenagers admire.
- D. It features successful people endorsing products responsible for their success.

### Questions 32-36

Do the following statements agree with the claims of the writer in Reading Passage ?  
In boxes 32-36 on your answer sheet , write

**YES** if the statement agrees with the claims of the writer —

**NO** if the statement contradicts the claims of the writer

**NOT GIVEN** if it is impossible to say what the writer thinks about this

**32.** The diamond campaign worked by making a connection in people's minds between diamonds and luxury

**33.** People are more aware of visual marketing than auditory marketing.

**34.** The campaign advertising diamonds had a positive influence on society.

**35.** There is still some uncertainty about whether animals copy the behaviour of the most powerful animals among them.

**36.** Consumers make a logical connection between celebrities ' achievements and the products they promote.

### Questions 37 - 40.



Complete each sentence with the correct ending , A - G , below

Write the correct letter , A - G , in boxes 37-40 on your answer sheet .

37. The behaviour of the monkeys on the island of Koshima showed that

38. Primatologist Frans de Waal found that

39. Dick Fosbury is mentioned in order to show that

40. A feature of some modern marketing campaigns is that

A. people imitated behaviour that was linked with success .

B. younger animals of a certain species are more likely to imitate each other .

C. an animal would imitate another that had higher status .

D. imitation of popular sportspeople has occurred for many decades .

E. products are marketed to potential consumers who are unaware that marketing is occurring .

F. animals can develop new habits by observation.

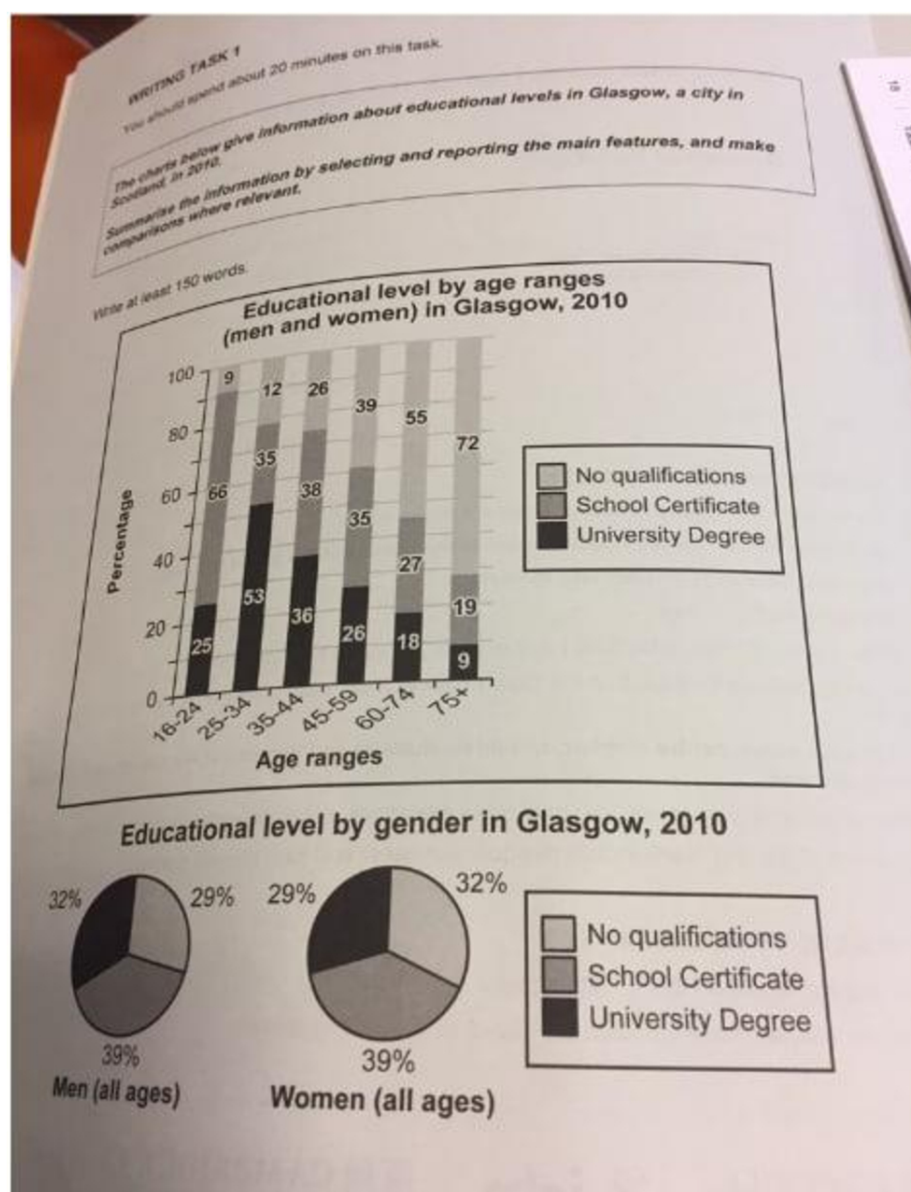
G. incentives are provided for consumers who behave in a certain way.

## TEST 10

### WRITING TASK 1

You should spend about 20 minutes on this task.

( Trích từ đề thi gốc )



Task 2:

## WRITING TASK 2

You should spend about 40 minutes on this task.

Write about the following topic:

***Some people think that punishment is the best way of teaching children to behave well. Others believe that it is better to reward children for good behaviour.***

***Discuss both views and give your own opinion.***

Give reasons for your answer and include any relevant examples from your knowledge or experience.

Write at least 250 words.

Sample:

The most impactful years in the lives of person are that of childhood. It is in these years that one forms impressions and the experiences shape the nature and behavior of the child. Some people believe that a child must be punished for a wrongdoing while others believe that one must shape an individual through rewards.

Rewards and recognition are the positive pillars to motivate a person. When a child gets a reward for speaking well or discipline or cleanliness, it motivates him or her to do it more. Even more, the child gets to know the importance of the good things he or she is doing in life. Even more, complementing children for their excellence boosts their self-esteem and help them become better individuals.

However, punishments have their own impact on the lives of an individual. Children refrain from doing an activity in fear of receiving punishment. For instance, if a child was abstained from having chocolate because of a mistake he or she did, there will be a realisation on why the things are not right. Punishing must not mean physical or mental torture, if done with care it brings in the realisation more than fear.

In conclusion, growing years are formative years of a child life and both rewards and punishment are necessary. In my opinion, a child must get both but what is more important is the realisation of things from rewards and recognition.

## KEY LISTENING

<b>Section 1:</b> 1 Top 2 Silver 3 January 12(th) 4 alarm 5 10/ ten 6 station 7 sandwich 8 180 9 manager 10 door	<b>Section 3:</b> 21 cities 22 commercial 23 engine 24 safe 25 higher seats 26 harmful 27 weight 28 roll over 29 farmers 30 insurance
<b>Section 2:</b> 11 I 12 H 13 B 14 E 15 D 16 F 17 B 18 D 19 B 20 D	<b>Section 4:</b> 31. B 32. A 33. challenge 34. school 35. health 36. interests 37. tutors 38. maturity 39. advisors 40. online

## KEY READING

Passage 1: <i>The pesticide-free village</i>	Passage 2: Skyscraper Farming	Passage 3: Marketing And Mind Control
1 T	14 VII	27 B
2 NG	15 IX	28 A
3 F	16 I	29 C
4 T	17 III	30 D
5 Evergreen tree	18 IV	31 B
6 Natural Pesticides	19 VI	32 NO
7 A powder	20 Erosion	33 NG
8 Overnight	21 Operating costs	34 NG
9 Cake	22 Helicopters	35 YES
10 Nitrogen	23 B	36 NO
11 2000	24 A	37 F
12 Neem seeds	25 A	38 C
13 Water purification	26 C	39 A
		40 E