



I. LISTENING

____/20

PART A: Listen to the audio and choose the right answer. You will listen to the audio twice.**(1x6=6 pts.)**

1. **According to the lecture, Sir Ernest Shackleton _____.**
 - a. explored Antarctica on foot with his great leadership skills
 - b. discovered a new continent near Antarctica
 - c. made terrible mistakes with his group in Antarctica trip
 - d. wasn't successful at crossing Antarctica
2. **Why does the recording mention about the scientists eating different food from the crew?**
 - a. to indicate the importance of interaction and sharing common tasks.
 - b. to show that each team in the ship wanted to eat different food.
 - c. to imply that Shackleton was the boss in the ship and made all the decisions.
 - d. to show the difficulty level of the job done by the individuals and officers.
3. **On 21st of November is 1915, the ship _____.**
4. **Shackleton's crew had great confident in him because _____.**
 - a. he treated his crew with great knowledge
 - b. he had powerful survivor skills
 - c. he didn't disrespect any of his crew
 - d. he respected people who were loyal to him
5. **After reaching Elephant Island _____.**
 - a. crew was hopeful because they were on the land and could get help
 - b. Shackleton and few of his crew sailed to reach South Georgia to get help
 - c. Shackleton didn't want to take any risk so he wanted to wait for help
 - d. they had to wait 467 days for weather to get warmer and look for help
6. **Survivors on the Elephant Island _____.**
 - a. had to wait two years on the island to be rescued
 - b. couldn't find food for a long time and began to die of hunger
 - c. thought of Shackleton as a hero since he kept his promise
 - d. were rescued by British ship after waving and shouting at them



DO NOT TURN THIS PAGE UNTIL THE LISTENING IS OVER!!!

You will listen to a lecture on "Phobias". Listen and take notes using the headings below. You will listen to the recording twice.

Definition and Features of a Phobia =

Characteristics of Phobias

Importance of Phobias' Characteristics =

1st character =

2nd character =

3rd character =

3 Types of Phobias

<p>Characteristics of Phobias</p> <p>Importance of Phobias' Characteristics =</p> <p>1st character =</p> <p>2nd character =</p> <p>3rd character =</p>	<p>3 Types of Phobias</p> <div style="border: 1px solid black; height: 100px;"></div>
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Causes of Phobias

Learned-Theory

Association-Theory

Causes of Phobias	
Learned-Theory	Association-Theory

How to treat a Phobia =



PART B: Answer the following questions using your notes.

(2x7=14 pts.)

1. All of the below are features of a phobia EXCEPT ____.

- a. it takes place constantly
- b. it is a focused fear
- c. it is an extreme situation
- d. it interferes with life

2. The characteristic of a phobia is significant in terms of ____.

- a. distinguishing a phobia from fear
- b. showing a psychological perspective of fear
- c. examining people with normal fear
- d. understanding the rational responses

3. Write 2 characteristics of a phobia.

- a. _____
- b. _____

4. The word “dog” means _____ in Latin/Greek, while _____ means “sleep”.

5. Which of the below is an example of an indirect cause of a phobia?

- a. a girl who has a phobia of darkness because of being locked in a dark place for a long time.
- b. a young man who has a phobia of marriage because of seeing his parents fight all the time.
- c. a teenager who has a phobia of flying due to a flight trip in winter with a heavy turbulence.
- d. a 35 years old adult who has a phobia of bees because of being stung by many bees at once.

6. Which of the below is an example of an Association-Theory?

- a. A woman who has a phobia of fire because of relating fire to death since she has lost his parents in a fire accident.
- b. A woman who has a phobia of making mistakes in her job because of being a very unsuccessful student in school.
- c. A woman who has a phobia of dreaming due to the fact that her dreams always come true whether they are good or bad.
- d. A woman who has a phobia of dogs because of her mother being afraid of the dogs and didn't allow the woman when she was a child to get near them.

7. The cure for a phobia involves ____ and ____.

- a. learning what a phobia is and forgetting the past fear
- b. changing the behavior and awareness of the problem
- c. seeing a psychologist and starting a proper medication
- d. realizing the unlearned reaction and losing the fear



II. READING

___/20

COMMUNICATION

P1 Many of us think that communication means talking and information exchange by speaking. We interrupt, advise, reassure, judge, examine, criticize, dispute, moralize, threaten, divert, diagnose, etc. In fact, communication is a two way procedure and ***it takes two to tango***. In other words, both the listener and speaker should play a role throughout a conversation. Good communication consists of good listening as well as talking. In fact, since we have two ears and only one mouth, listening might be more vital than we assume. However, we obtain almost no training in good listening and usually do not realize that “hearing someone is not a passive activity”. Hearing refers to the sounds that enter your ears. It is a physical process which occurs automatically. Listening, conversely, obliges more than that: it requires intense focus and concentrated exertion, both mentally and physically.

P2 When you are speaking and someone is not paying attention, how do you feel? Annoyed, discontented, disregarded, rejected, anxious or irritated? Such feelings usually make communication more challenging and demanding. So how can we display someone who is speaking that we really are paying attention to them? We can do this both nonverbally and verbally. Research indicates that about 85% of what we communicate is **nonverbal**. This comprises our posture, physical movements, eye contact and our psychological presence. So, when someone is speaking to you, is your posture toward the speaker, or is your back turned or your arms or legs tightly crossed, which discourages and cuts off involvement? Are you playing with your fingers or hair due to the result of nervousness, **agitation**, dullness and distracting the speaker or yourself? Are you making good eye contact with the person? By observing and perceiving the speaker, ***“the speaker will feel attended to”***. We cannot pretend to pay attention by utilizing from these physical techniques without also being psychologically present. We can't fake attentiveness. The speaker will know if our hearts and minds are not really there.

P3 Verbal characteristics of active listening comprises an open invitation to talk, using one or two words to inspire talking to continue, asking open-ended questions and knowing when to be silent. For example, when you say “Is something bothering you? or Do you want to talk about it?” It is an open invitation to talk. You should allow him to select whether to talk and what to talk about. If someone chooses not to accept the invitation, don't attempt to force them. Back off and respect their confidentiality. Brief responses to boost further communication contains "mm-hmmm," "I see," "Oh?" "Right," "And?" "Go on," "Tell me more," etc. These don't imply either agreement or disagreement. They simply mean "Yes, I hear you - please go on."



P4 Finally, knowing when to be silent can be a powerful communication tool. Silence allows the speaker to explore his/her feelings more profoundly and to proceed at his or her own pace. Because many listeners become uncomfortable with silence, they feel the need to break it by different types of interference. Unfortunately, **this** usually disrupts the speaker. At this point, one may ask: "How can silence be handled"?

- *Pay attention to the body posture of the speaker and "listen" to what it says to you,*
- *Try to understand what the speaker might be feeling,*
- *_____ (8) various ways that you might respond, and then choose the most helpful response.*

P5 Evidently, listening is a skill that we should keep improving. By becoming a better listener, you will advance your productivity, as well as your ability to influence, persuade and negotiate. What's more, you'll avoid conflict and misunderstandings. Sometimes people fail to comprehend the message being conveyed to them. When that is the case they can't deliver precise and eloquent response. This is the root cause of many arguments, misunderstandings, and complications, whether at home, school, or work. Being competent enough to take control of the listening process will turn you into an enhanced listener. Be ***deliberate*** with your listening and remind yourself repeatedly that your objective is to accurately understand what the other person is saying. Set aside all other thoughts and behaviors and concentrate on the message, reflect on what has been said and make an enquiry by asking questions to confirm you comprehend the message.

PART A: Circle the best answer in the following questions according to the passage.

(2x10=20 pts.)

- 1. The phrase *it takes two to tango* in paragraph 1 is used to emphasize that _____.**
 - a. language of the listeners and speakers play a role in terms of effective communication
 - b. activities cannot be performed alone, the pair need to be involved in the activity
 - c. differences in communication styles require people to speak and listen very actively
 - d. communication involves exchanging information by speaking and listening carefully
- 2. According to paragraph 1, hearing is mainly a/an _____; whereas listening requires _____.**
 - a. passive activity / mental process
 - b. physical process / concentration
 - c. concentration / focus
 - d. emotion / psychology



3. It can be concluded from paragraph 2 that the writer's attitude towards nonverbal communication is _____.
- a. disapproving b. curios c. objective d. critical
4. The word *agitation* in paragraph 2 is closest in meaning to _____.
- a. anxiety b. maturity c. sincerity d. curiosity
5. What does the writer mean by "the speaker will feel attended to", in paragraph 2?
- a. Speaker thinks he/she is being confused with body language during a conversation
- b. Speaker thinks the listener should be more passive and silent during a conversation
- c. Speaker thinks the listener must observe the speaker close during a conversation
- d. Speaker thinks he/she is being heard and listened actively during a conversation
6. The main purpose of paragraph 3 is to _____.
- a. explain that words can be a sign for speaker's attitude
- b. show the need and importance for body language
- c. prove that verbal language is important for privacy
- d. clarify a wrong belief about silent communication
7. The word "*this*" in paragraph 4 refers to _____.
- a. build a communication tool between speakers and listeners
- b. be aware of his/her own feelings by listening the speaker carefully
- c. feel uncomfortable with being silent when someone is speaking
- d. interrupt the conversation by talking or asking questions
8. Which of the following words may best complete the blank ____ (8) in paragraph 4?
- a. persuade b. emerge c. consider d. pose
9. The word *deliberate* in paragraph 5 is closest in meaning to _____.
- a. diverse b. conscious c. enormous d. irritating
10. According to paragraph 5, the main reason of communication problems and disagreement among people is _____.



III. USE OF ENGLISH

___ / 20

PART A: Circle the correct answer. (0) is an example.

(0.5x10=5 pts.)

Exercise and keeping fit helps you to stay healthy. It is also good ___ (0) your mental health and can help boost your mood. Exercise ___ (1) mean going to the gym - it can simply involve doing a physical activity you enjoy. *Stay Fit&Healthy* program in Woodbridge is a council service that runs all sorts of sessions for people of all abilities. "By 2020, we ___ (2) more than 50 leisure centers across the city" states the council head office. For the past few years, they ___ (3) local residents to enroll on the *Stay Fit&Healthy* program, which allows them to use local leisure services completely free of charge. Participants must register to obtain a membership card. They can then use the facilities in leisure centers across the city at certain times of the day. *Stay Fit&Healthy* classes are ___ (4) in schools and community centers. There are guided bike rides, games in parks, and exercises for new mothers. Since it ___ (5) in 2008, a third of the local population, a total of 360,000 people, has signed up for the program. The majority was not previously members of a sports club of any kind, half were overweight or obese, and a fifth considered themselves to be in poor health, showing that the system is reaching the people who need it most. When parents were asked about the advantages of sports in school, most of them ___ (6) child plays sports say their child benefits a great and helping him/her learn about discipline or dedication (81%). "They ___ (7) working as a team which also promotes cooperation and success" says coach of the football club in school. Research also shows that since the *Stay Fit&Healthy* program was set up, there has been a rise in demand for information about ___ (8) alcohol usage. Statistics show that for every \$2 spent on the *Stay Fit&Healthy* program, \$30 is saved in the health service. Sadly, the organization has suffered from budget cuts, and it ___ (9) to decrease the hours available for members. ___ (10) officials are dedicated to spread the idea of health living by sports and they will ask for more funding from the government to support this organization.

- 0. a) about **b) for** c) with d) of
- 1. a) can't b) doesn't have to c) mustn't d) will not
- 2. a) would open b) would have opened c) will have opened d) will open
- 3. a) were encouraged b) had encouraged c) had been encouraged d) have been encouraging
- 4. a) are providing b) used to provide c) are provided d) having been provided
- 5. a) was launched b) launched c) was launching d) has launched
- 6. a) who b) whose c) which d) where
- 7. a) use to b) used to c) are used to d) get used to
- 8. a) reduced b) reducing c) to reduce d) having reduced
- 9. a) could b) can c) had d) has
- 10. a) Nevertheless b) Because of c) As well as d) Instead of

**PART B: Circle the correct answer. (0) is an example.****(1x10=10 pts.)**

Scientists have developed an understanding of the earth's climate system through years of ____ **(0)**. A new study by Lappeenranta University of Technology (LUT) on the climate change shows that global warming leads to glacier melting, soil erosion and sediments release. Toxic chemicals are escaping from melting snow and ice in the Arctic which ____ **(1)** water quality of rivers and lakes, thus significantly impacting the lives of 40% of the world's population living in the area. Available evidence suggests that ____ **(2)** climate changes are not only possible but likely in the future, potentially with large impacts on ecosystems and societies. Climate scientists agree that human activity has been changing our planet's climate over the long term and over the last century it was realized that even human activities such as using deodorants or not recycling can ____ **(3)** the climate to a great extent. Scientists expect ____ **(4)** consequences in many regions in the short run. Environmentalists have been campaigning for effective policy changes for more than two decades. The world's governments have been negotiating since 1995 as parties to the United Nations Framework Convention on Climate Change. Their 2015 Paris Agreement created a new regime for joint action; among other things, it is the first UN climate agreement to invite all countries to make some ____ **(5)**. Climate change is affecting everybody, but there are countries more ____ **(6)** to risk and others more ready to face global warming. A 2,000 page report by Committee on Climate Change predicts global warming will hit UK with deadly heat waves, more flooding and water shortages. The UK is poorly prepared for the ____ **(7)** impacts of global warming. Action must be taken now, according to the report from the Committee on Climate Change (CCC) published on Tuesday. The 2,000-page report is a comprehensive ____ **(8)** of the dangers of climate change to the UK, produced over three years by 80 experts and reviewed by many more. "We are not ____ **(9)** prepared and we need to do more" said Lord John Krebs. A government spokesman ____ **(10)** that taking measures to prevent climate change in the UK is an immediate need.

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|-----|-----------------|-----------------------|-----------------|----------------|
| 0. | a) distribution | b) observation | c) perception | d) imagination |
| 1. | a) deteriorates | b) exceeds | c) absorbs | d) allocates |
| 2. | a) skeptical | b) deliberate | c) vigorous | d) abrupt |
| 3. | a) alter | b) pursue | c) captivate | d) eliminate |
| 4. | a) notorious | b) arrogant | c) devastating | d) genuine |
| 5. | a) dissolution | b) contribution | c) repetition | d) consumption |
| 6. | a) attributed | b) committed | c) exposed | d) implemented |
| 7. | a) applicable | b) susceptible | c) redundant | d) inevitable |
| 8. | a) evaluation | b) dissolution | c) installation | d) production |
| 9. | a) gradually | b) intentionally | c) subsequently | d) adequately |
| 10. | a) claims | b) criticizes | c) establishes | d) suspects |



PART C: Choose the option which is closest in meaning to the given statements. (0) is an example. (1x5=5 pts.)

0. It is not the cost of a gift but its appropriateness that matters.
- A present that isn't fitting isn't worth the money.
 - The important thing is the suitability of a gift, not how much is paid for it.
 - Not caring about the price ensures that the right present is bought.
 - It doesn't matter that the gift is unsuitable, because the price was low.
1. **He wrote all his novels as well as poems in his native language.**
- He never used any other languages in his books and poems other than his mother tongue.
 - His novels in his own language weren't written as well as his poems were.
 - He was more used to writing his books and poetry in his mother tongue than in other languages.
 - The only time he used his own language was when he was writing his novels and poems.
2. **The doctor won't see anyone without an appointment but you can still try.**
- Even if you don't have an appointment, the doctor will try to see you today.
 - You shouldn't try to see the doctor because you don't have an appointment.
 - Whether you have an appointment or not, don't try to see the doctor unless it's an emergency.
 - Although it is not possible for anyone to see the doctor without an appointment, you can try it.
3. **I know they are vegetarians yet, I'm not sure if they eat eggs and cheese.**
- Because they are vegetarians they probably eat eggs and cheese.
 - I'm sure they are vegetarians, so they can't eat eggs and cheese.
 - Since I'm certain they are vegetarians, we should probably give them eggs and cheese.
 - Even though I'm not certain whether or not they eat eggs and cheese, I'm sure they are vegetarians.
4. **I am not in favor of testing products on animals unless it supports serious medical research.**
- Animal testing should not be used in medical research if it causes animals suffering.
 - A lot of products are tested on animals for medical science.
 - Testing products on animals is only acceptable when it is necessary to medical science.
 - Animal testing should only be carried out under strict medical supervision.
5. **In my opinion, it is better to be a member of a group than to be the leader of a group.**
- In my opinion, being a member of a group is as important as being its leader.
 - I would want to be a member of a group instead of leading it.
 - I believe that being the leader of a group is better than being its member.
 - I think if everyone wanted to be only a member of a group, there wouldn't be any leaders.