

| ĐIỂM | HỌ TÊN, CHỮ KÍ GIÁM KHẢO | SỐ PHÁCH |
|--------------------|--------------------------|----------|
| Bảng số: | Giám khảo 1: | |
| Bảng chữ: | Giám khảo 2: | |

SECTION A: LISTENING (50 points)

Part 1: You will hear a news report . For questions 1-15, fill in each blank with NO MORE THAN THREE missing word(s). You will hear the recording twice.

The sound is a really big part, I think, of the experience of using a pencil, and it has this really ____ (1) ____ scratchiness. The pencil is a very ____ (2) ____ . It's made of wood with some layers of paint an eraser and a core, which is made out of graphite, clay and water. It took hundreds of people over centuries to come to this design, and it's that long ____ (3) ____ that, to me, makes it a very perfect object. The story of the pencil starts with graphite. People started finding really ____ (4) ____ for this new substance. They cut it into small sticks and wrapped it in string or sheepskin or paper and sold it on the streets of London to be used for writing or for drawing or, a lot of times, by farmers and shepherds, who used it to mark their animals. Over in France, Nicolas-Jacques Conté ____ (5) ____ a method of grinding the graphite, mixing it with powdered clay and water to ____ (6) ____ . From there, this paste was filled into a mold and fired in a kiln, and the result was a really strong graphite core that wasn't ____ (7) ____ , that was smooth, usable --it was so much better than anything else that existed at the time, and to this day, that's the method that's still used in making pencils. Meanwhile, over in America, in Concord, Massachusetts, it was Henry David Thoreau who ____ (8) ____ the grading scale for different hardnesses of pencil. It was graded one through four, number two being the ____ (9) ____ for general use. The softer the pencil, the more graphite it had in it, and the darker and smoother the line will be. The firmer the pencil, the more clay it had in it and the lighter and finer it will be. Originally, when pencils were ____ (10) ____ , they were made round. There was no easy way to make them, and it was the Americans who really mechanized the craft. A lot of people credit Joseph Dixon for being one of the first people to start developing actual machines to do things like cut wood slats, cut grooves into the wood, apply glue to them, And they figured out it was easier and ____ (11) ____ to do a hexagonal pencil, and so that became ____ (12) ____ . Since the early days of pencils, people have loved that they can be erased. Originally, it was bread crumbs that were used to scratch away pencil marks and later, rubber and pumice. The attached eraser happened ____ (13) ____ , when American stationer Hymen Lipman patented the first pencil with an attached eraser, which really changed the pencil game. The world's ____ (14) ____ was the KOH-I-NOOR 1500. KOH-I-NOOR did this crazy thing where they painted this pencil with 14 coats of yellow paint and dipped the end in 14-carat gold. There is a pencil for everyone, and every pencil has a story. The Blackwing 602 is famous for being used by a lot of writers, especially John Steinbeck and Vladimir Nabokov. And then, you have the Dixon pencil company. They're responsible for the Dixon Ticonderoga. It's ____ (15) ____ , it's what people think of when they think of a pencil and what they think of when they think of school. And the pencil's really a thing that, I think, the average user has never thought twice about, how it's made or why it's

made the way it is,because it's just always been that way. In my opinion, there's nothing that can be done to make the pencil better than it is.It's perfect.

Your answers:

| | | | | |
|-----|-----|-----|-----|-----|
| 1. | 2. | 3. | 4. | 5. |
| 6. | 7. | 8. | 9. | 10. |
| 11. | 12. | 13. | 14. | 15. |

Part 2. You will hear a conversation between a girl and a boy talking about plans for the weekend. For questions 16-25, choose the best answer (A, B or C). You will hear the recording twice

16. A dirtboard is.....

- A. a board with wheels that you stand on
- B. a board with no wheels that you stand on
- C. a board that you sit on

17. To go canyoning you need

- A. ropes and a helmet
- B. a guide and special equipment
- C. ropes and special equipment

18. Zip-wiring is.....

- A. scary and difficult
- B. easy and exciting
- C. scary but exciting

19. Paris looks so beautiful

- A. at night
- B. on television
- C. in the photos

20. The impressionist paintings are in.....

- A. the Louvre
- B. the Musée D'Orsay
- C. the Rodin Museum

21. The famous Rodin statue is called.....

- A. The Worker
- B. The Thinker
- C. The Philosopher

22. If they are in Paris, they will have to

- A. do sightseeing
- B. take photos
- C. go shopping

23. They also think of enjoying

- A. some fruits
- B. French food
- C. favorite drinks

24. The girl is going to Paris for

- A. the weekend
- B. four days
- C. five days

25. She's going with

- A. her friend
- B. her boyfriend
- C. her family

Your answers:

| | | | | |
|-----|-----|-----|-----|-----|
| 16. | 18. | 20. | 22. | 24. |
| 17. | 19. | 21. | 23. | 25. |

SECTION B: LEXICO – GRAMMAR (20 points)

Part 1. Choose the best answer to complete each of the following sentences. Write A, B, C or D in the corresponding numbered boxes.

1. In my view, the changes to the education system have been to good _____

- A. influence
- B. outcome
- C. upshot
- D. effect

2. As a full story _____ , the public reacted with shocked.

- A. uncovered B. unfolded C. unwrapped D. undid
3. This song is not _____ as original as their previous ones.
A. almost B. virtually C. nearly D. practically
4. In any transport system, the safety of passengers should be _____.
A. paramount B. eminent C. chief D. prime
5. It is expected that all members will _____ to the rules of the club.
A. comply B. concede C. conform D. compromise
6. It was decided that the cost of the project would be _____ and so it was abandoned.
A. repressive B. prohibitive C. restrictive D. exclusive
7. Karen was terribly nervous before the interview but she managed to pull herself _____ and act confidently.
A. through B. over C. together D. off
8. It just so _____ that I was in there area that day, so I went to visit them.
A. occured B. happened C. chanced D. arose
9. We _____ up a friendship the very first time we met.
A. struck B. launched C. cropped D. settled

Choose the correct answer A, B, C, or D to indicate the word(s) CLOSEST in meaning to the underlined word(s) in each of the following questions.

10. The guards were ordered to get to the king's room on the double.
A. in a larger number B. very quickly
C. on the second floor D. every two hours

Choose the correct answer A, B, C, or D to indicate the word(s) OPPOSITE in meaning to the underlined word(s) in each of the following questions.

11. You should put yourself on the back for having achieved such a high score in the graduation exam.
A. wear a backpack B. praise yourself
C. criticize yourself D. check up your back

Choose the correct answer A, B, C, or D to indicate the sentence that best completes each of the following exchanges

12. -John: "Everyone should learn more about how to treat the environment well."
- Jack: "_____"

- A. That's not true B. I am sure about that.
C. I couldn't agree more. D. It's not true

Your answers:

| | | | | | |
|----|----|----|-----|-----|-----|
| 1. | 2. | 3. | 4. | 5. | 6. |
| 7. | 8. | 9. | 10. | 11. | 12. |

Part 2. Read the passage below, which contains 8 mistakes. Identify the mistakes and write the corrections in the corresponding numbered boxes.

| Line | Passage | Correction |
|------|---|------------|
| 0 | Air pollution is a cause for ill-health in human beings. In a lot of | for → of |
| 1 | Countries, there are laws limited the amount of smoke which factories can | ..... |
| 2 | produce. Because there isn't enough information on the amount of smoke | ..... |
| 3 | in the atmosphere, doctors have proved that air pollution makes lung cancers. | ..... |
| 4 | The gases from the exhausts of cars have also risen air pollution in most | ..... |
| 5 | cities. The lead in petrol produces a poisoned gas which often collects in busy | ..... |
| 6 | streets surrounding by high buildings. Children who live in areas where there | ..... |
| 7 | is a lot of lead in the atmosphere cannot think as quick as other children and | ..... |
| 8 | they are clumsy while they use their hands. There are long-term effects of | ..... |
| 9 | pollution. If the gases in the atmosphere continue to increase, the earth's | ..... |
| 10 | climate will become warmer. A lot of ice near the Poles may melt and may | ..... |
| | cause serious floods. | |

Your answers:

| | Line | Mistake | Correction | | Line | Mistake | Correction |
|-----|------|---------|------------|-----|------|---------|------------|
| 13. | | | | 17. | | | |
| 14. | | | | 18. | | | |
| 15. | | | | 19. | | | |
| 16. | | | | 20. | | | |

SECTION C: READING (70 points)

Part 1: Read the passage and choose the best answer. Write your answers A, B, C or D in the corresponding numbered boxes.

Stressful atmospheres, (1).....of deadlines and long hours dominate office life, according to a survey (2).....recently.

The majority of those questioned said a good salary and career (3).....were their main reason for working. But (4).....numbers did not believe their employers offered either. In general the survey found that most felt that (5).....of life was more important than (6).....and company perks. Most would prefer

employers to offer (7).....hours, challenging tasks and job (8).....rather than perks such as company cars and private health care. Many employers' (9).....to understand this meant more than a third worried about their work on holiday, and 40 per cent took days off (10).....when not ill.

Workers were also (11).....by the conditions they had to work in. A fifth struggled with (12).....technology, badly lit offices and chair which caused backache. Half said their (13).....would increase if their environment improved.

On the plus side, the biggest (14).....was the friendship offered by colleagues, and it appears that the office also affords the chance to flirt with colleagues, make (15).....calls to friends abroad, steal stationery and play computer games.

- | | | | |
|-------------------------|---------------|------------------|-----------------|
| 1. A. weight | B. force | C. heaviness | D. pressure |
| 2. A. published | B. printed | C. publicized | D. proclaimed |
| 3. A. outlooks | B. odds | C. prospects | D. views |
| 4. A. important | B. impressive | C. heavy | D. significant |
| 5. A. quality | B. caliber | C. excellence | D. worth |
| 6. A. rank | B. status | C. degree | D. grade |
| 7. A. pliable | B. elastic | C. amenable | D. flexible |
| 8. A. safety | B. security | C. sanctuary | D. protection |
| 9. A. failure | B. defeat | C. deficiency | D. lack |
| 10. A. indisposed | B. unwell | C. injured | D. sick |
| 11. A. pestered | B. inflamed | C. irritated | D. ruffled |
| 12. A. behind the times | B. expired | C. out of date | D. invalid |
| 13. A. fertility | B. capacity | C. value | D. productivity |
| 14. A. comprehension | B. damage | C. reimbursement | D. atonement |
| 15. A. idiosyncratic | B. unique | C. personal | D. individual |

Your answers:

| | | | | |
|-----|-----|-----|-----|-----|
| 1. | 2. | 3. | 4. | 5. |
| 6. | 7. | 8. | 9. | 10. |
| 11. | 12. | 13. | 14. | 15. |

Part 2: Fill in each numbered blank with one suitable word. Write your answers in the corresponding numbered boxes

Although the rise in the global temperature by 4 per cent predicted by many scientists may not sound like much, it is the difference between (1)_____ and the last Ice Age, when huge glaciers (2)_____ Europe and most of Britain. Nobody knows exactly what would happen in a warmer world, (3)_____ we do know some things. Heat a kettle and the water inside it expands. The temperature of the world has climbed more than half a degree this century, and the oceans have risen by at (4)_____ 10 cm.

But just as it takes several minutes for a kettle to begin (5)_____, so it may have taken the oceans thirty years to swell. This means that the global warming we are now (6)_____ is a result only of the carbon dioxide we have dumped into the atmosphere up to (7)_____ 1960s. Since then, the use of fossil (8)_____ has increased rapidly. Scientists working for the United Nations and European governments have (9)_____ warning that what the Dutch and the people of the East Anglia will need to do will be to build more extensive sea defences. Many of the world's greater cities are at (10)_____, because they are

located at sea level. Miami, (11)_____ entirely built on a sandbank, could be swept away. But the effects of (12)_____ sea levels will be much worse for the developing countries. With a metre rise in sea levels, 200 million people could become (13)_____.

There are other fears too, (14)_____ to a recent United Nations report. The plight of the hungry in the northern Africa could (15)_____, as rainfall in the Sahara and beyond is reduced by 20 per cent.

Your answers:

| | | | | |
|-----|-----|-----|-----|-----|
| 1. | 2. | 3. | 4. | 5. |
| 6. | 7. | 8. | 9. | 10. |
| 11. | 12. | 13. | 14. | 15. |

Part 3. Read the following passage and choose the best answer (A, B, C or D) to each question. Write your answer in the numbered box.

A recent survey of crime statistics shows that we are all more likely to be burgled now than 20 years ago and the police advise everyone to take a few simple precautions to protect their homes.

The first fact is that burglars and other intruders prefer easy opportunities, like a house which is very obviously empty. This is much less of a challenge than an occupied house, and one which is well-protected. A burglar will wonder if it is worth the bother.

There are some general tips on how to avoid your home becoming another crime statistic. Avoid leaving signs that your house is empty. When you have to go out, leave at least one light on as well as a radio or television, and do not leave any curtains wide open. The sight of your latest music centre or computer is enough to tempt any burglar.

Never leave a spare key in a convenient hiding place. The first place a burglar will look is under the doormat or in a flower pot and even somewhere more 'imaginative' could soon be uncovered by the intruder. It is much safer to leave a key with a neighbour you can trust. But if your house is in a quiet, *desolate* area be aware that this will be a burglar's dream, so deter any potential criminal from approaching your house by fitting security lights to the outside of your house.

But what could happen if, in spite of the *aforementioned precautions*, a burglar or intruder has decided to target your home. Windows are usually the first point of entry for many intruders. Downstairs windows provide easy access while upstairs windows can be reached with a ladder or by climbing up the drainpipe. Before going to bed you should double-check that all windows and shutters are locked. No matter how small your windows may be, it is surprising what a narrow gap a determined burglar can manage to get through. For extra security, fit window locks to the inside of the window.

What about entry via doors? Your back door and patio doors, which are easily forced open, should have top quality security locks fitted. Even though this is expensive it will be money well spent. Install a burglar alarm if you can afford it as another line of defence against intruders.

A sobering fact is that not all intruders have to break and enter into a property. Why go to the trouble of breaking in if you can just knock and be invited in? Beware of bogus officials or workmen and, particularly if you are elderly, fit a chain and an eye hole so you can *scrutinise* callers at your leisure. When you do have callers never let anybody into your home unless you are absolutely sure they are genuine. Ask to see an identity card, for example.

If you are in the frightening position of waking in the middle of the night and think you can hear an intruder, then on no account should you approach the intruder. It is far better to telephone the police and wait for help.

1. A well-protected house
 - A. is less likely to be burgled.
 - B. is regarded as a challenge by most criminals.
 - C. is a lot of bother to maintain.
 - D. is very unlikely to be burgled.
2. According to the writer, we should
 - A. avoid leaving our house empty.
 - B. only go out when we have to.
 - C. always keep the curtains closed.
 - D. give the impression that our house is occupied when we go out.
3. The writer thinks that hiding a key under a doormat or flower pot
 - A. is predictable.
 - B. is useful.
 - C. is imaginative.
 - D. is where you always find a spare key.
4. What word best replaces “*desolate*” in paragraph 4?
 - A. isolated
 - B. populous
 - C. dissatisfying
 - D. depressing
5. The phrase “*aforementioned precautions*” in paragraph 5 refers to steps that
 - A. will tell a burglar if your house is empty or not.
 - B. are the most important precautions to take to make your home safe.
 - C. will stop a potential burglar.
 - D. will not stop an intruder if he has decided to try and enter your home.
6. Gaining entry to a house through a small window
 - A. is surprisingly difficult.
 - B. is not as difficult as people think.
 - C. is less likely to happen than gaining entry through a door.
 - D. is tried only by very determined burglars.
7. According to the writer, window locks, security locks and burglar alarms
 - A. cost a lot of money but are worth it.
 - B. are good value for money.
 - C. are luxury items.
 - D. are absolutely essential items.
8. The writer argues that fitting a chain and an eye hole.....
 - A. will prevent your home being burgled.
 - B. avoids you having to invite people into your home.
 - C. is only necessary for elderly people.
 - D. gives you time to check if the visitor is genuine.
9. What word best replaces “*scrutinise*” in paragraph 7?
 - A. glance
 - B. gaze
 - C. search
 - D. examine
10. The best title for the text is
 - A. Increasing household crime.
 - B. Protecting your home from intruders.
 - C. Burglary statistics.
 - D. What to do if a burglar breaks into your home.

Your answers:

| | | | | |
|----|----|----|----|-----|
| 1. | 2. | 3. | 4. | 5. |
| 6. | 7. | 8. | 9. | 10. |

PART 4 The following passage has six sections, A-F.

“FREEBIE” MARKETING

A In the late 1890s, while travelling as an itinerant salesperson for the Crown, Cork and Seal Company, King C. Gillette observed how his corked bottle caps were discarded immediately after opening. Nevertheless, his company turned a healthy profit and there was immense business value, Gillette soon came to realise. In a product that was used only a few times, Gillette had his own personal breakthrough while struggling with a straight-bladed razor—a slow, fiddly and potentially dangerous instrument that required sharpening on a regular basis. A simple, disposable blade that could be thrown away when it dulled would meet a real need and generate strong profits, he correctly reasoned. After founding the American Safety Razor Company in 1901, his sales leapt from 168 blades in 1903 to 123,648 blades only a year later.

B What King C. Gillette pioneered is far more than a convenient and affordable way for men to shave, however, it is the business practice now known as “freebie marketing” that has inspired many more companies over the years. Gillette's approach was contrary to the received wisdom of his era, which held that a single, durable, high-quality and relatively expensive consumer item with a high profit margin was the best foundation for a business. Freebie marketing involves two sets of items: a master product that is purchased once, and a consumable product that is frequently disposed of and repurchased on an ongoing basis. In this instance, the master product is often sold with little to no profit margin and is sometimes even dispensed at a loss. As the consumables are purchased over months and years, however, this can yield a much greater overall profit.

C Freebie marketing only works if the producer of the master item is also able to maintain control over the creation and distribution of the consumables. If this does not happen, then cheaper versions of the consumable items may be produced, leaving the original company without a source of profit. The video game company Atari, for example, initially sold its Atari 2600 consoles at cost price while relying on game sales for profit. Several programmers left Atari, however, and began a new company called Activision which produced cheaper games of a similar quality. Suddenly, Atari was left with no way to make money. Lawsuits to block Activision failed, and Atari survived only by adding licensing measures to its subsequent 5200 and 7800 consoles.

D In other instances, consumers sometimes find that uses for a master product circumvent the need to purchase consumables. This phenomenon is well known to have afflicted the producers of CueCat barcode readers. These were given away free through Wired magazine with the intention that they would be used by customers to scan barcodes next to advertisements in the publication and thus generate new revenue flows. Users discovered, however, that the machines could be easily modified and used for other purposes, such as building a personal database of book and CD collections. As no licensing agreement was ever reached between Wired and its magazine subscribers, CueCat were powerless to intervene, and after company liquidation the barcode readers soon became available in quantities over 500,000 for as little as US\$0.30 each.

E Not all forms of freebie marketing are legal. One notable example of this is the use of freebie marketing to “push” habit-forming goods in areas where there is otherwise no market. For illegal substances this is already restricted on the basis of the products illegality, but the use of freebie marketing to promote legal goods such as tobacco, alcohol and pharmaceuticals is also outlawed because the short-term gain to a small number of commercial outlets is not deemed worth the social cost of widespread substance abuse.

F Another practice that is prohibited under antitrust laws is a form of freebie marketing known as “tying”. This is when a seller makes the sale of one good conditional on the acquisition of a second good. In these instances the first good is typically important and highly desirable, while the second is inferior and undesirable. A music distributor who has the rights to an album that is in high demand, for example, might only allow stores to purchase copies of this album if they also buy unpopular stock that does not sell very easily. Because this typically relies on the manipulation of a natural monopoly on the part of the distributor, such practices are widely understood to constitute anti-competitive behaviour.

Choose the correct headings for sections A-F from the list of headings below. Write the correct number, i-x, in boxes 41-6 on your answer sheet.

List of Headings

- i. No give-aways for addictive products
- ii. Sales of razor blades increase astronomically
- iii. Monopoly of consumables is vital for success
- iv. Video gaming a risky business
- v. A novel method of dual marketing ruled out
- vi. Freebie marketing restricted to legal goods
- vii. Buyer ingenuity may lead to bankruptcy
- viii. A marketing innovation
- ix. A product innovation
- x. More money to be made from high quality products

- 1. Section A _____
- 2. Section B _____
- 3. Section C _____
- 4. Section D _____
- 5. Section E _____
- 6. Section F _____

Complete the summary below.

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

Freebie marketing is not permitted by law for either illegal or legal (7). _____ products. This type of promotion of goods such as tobacco and alcohol is not considered worth the (8)._____ and has consequently been outlawed.

“Tying” is also prohibited. This is when the sale of an attractive product is (9). _____ on the purchase of another. It tends to occur when the seller takes advantage of a natural monopoly and is generally considered to be (10). _____

Your answers:

| | | | | | |
|----|----|----|----|----|----|
| 1. | 2. | 3. | 4. | 5. | 6. |
|----|----|----|----|----|----|

| | |
|----|-----|
| 7. | 8. |
| 9. | 10. |

SECTION D: WRITING (60 points)

Part 1. Use the word(s) given in brackets and make any necessary additions to complete a new sentence in such a way that it is as similar as possible in meaning to the original sentence. Do NOT change the form of the given word(s).

1. From the educational point of view his childhood years had been well spent. (*terms*)
.....
2. He's very good at tennis and he's also a very good footballer. (*addition*)
.....
3. Why does everything seem to be difficult to me? (*only*)
.....
4. If you work without a break, you are more likely to make an error. (*prone*)
.....
5. We agreed that each of us would do the washing - up on alternate days. (*turns*)
.....

Part 2: You recently ordered a small item online but when it arrived it was unusable. Write a letter(80-100 words) to the company that sold you the item. In the letter:

- *give details about the order you made*
- *explain what was wrong with the item*
- *tell the company what you want them to do about it*

Use your name and address as: Tracy, 263 Golden Street, Star city.

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Part 3: Write an essay of about 350 words on the following topic.

Many people think that the current national examination should be abolished altogether. To what extent do you agree or disagree with this statement ?

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

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THE END