

Name, Surname :	Signature:
Student No :	Department:

**Duration: 140 min.**



**PAMUKKALE UNIVERSITY  
SCHOOL OF FOREIGN LANGUAGES**

# **PROFICIENCY EXAM**

## **BOOKLET**

### **A**

**LISTENING SECTION (25 points)**

**LANGUAGE USE SECTION (25 points)**

**READING SECTION (25 points)**

**WRITING SECTION (25 points)**

## LISTENING SECTION

### A. Listen to the tour guide and circle the correct alternative (2 points each)

1. In the library ,.....
  - a. there aren't many books
  - b. computers are not new
  - c. you don't have to pay for the internet access
  - d. students are not allowed to bring their own computers
2. One of the dormitories is .....
  - a. behind the library
  - b. on sports field's left
  - c. behind the dining commons
  - d. next to the dining commons
3. Small classes are important, because.....
  - a. Students don't always talk to professors
  - b. professors know the students well
  - c. the lessons are not interesting
  - d. students don't work in teams and have discussion groups
4. Students don't learn ..... at Watson university.
  - a. writing skills
  - b. critical thinking
  - c. foreign languages
  - d. French history
5. Students can ..... to help the community
  - a. go to dinner
  - b. go to a movie
  - c. become volunteers
  - d. visit places like food bank and hospital

### B. Listen to the lecture TWICE and complete the notes (1,5 pts each)

We'll be talking about spending again today and the various ways that different groups of people in (a) \_\_\_\_\_ spend money

- I am going to cover some of the different ways men/women spend money and discuss some of the (b) \_\_\_\_\_ by businesses to these differences

- The main reason for the focus on gender differences in spending is because these differences have very big implications for marketers and (c) \_\_\_\_\_

- Traditionally, the wife/mother in a family is the one who has been (d) \_\_\_\_\_ with taking care of the home and children, so for example it is the woman in the family who thinks about preparing the food or keeping the family (e) \_\_\_\_\_ and warm.

- Experts say that women want to create a lifestyle; they tend to (f) \_\_\_\_\_ on daily life of their family

- Let's move on to the traditional responsibilities of men: the man in the family is the one who fixes things, so for example when the door in the house is (g) \_\_\_\_\_ the man fixes it. When it comes to spending, they prefer the things that are long-lasting and don't need (h) \_\_\_\_\_ or repairing. They are the ones who are interested in the long term value of purchases. The long term value of an item (i) \_\_\_\_\_ as the price goes up.

- Now, let's take a look at some numbers: today (j), \_\_\_\_\_ of all household in the US. are now headed by single women.

## LANGUAGE USE SECTION

### PART A) Choose the best answer (1 point each)

Online education today is an important part of education sector. One of the first famous online schools \_\_\_\_\_ (6) in Los Angeles, America. It was called "Online Academy". The main advantage of studying in that school was that people \_\_\_\_\_ (7) commute to a school every day. In order not to \_\_\_\_\_ (8) the regular schools, the course tried to provide the best education with famous teachers with lots of interactive exercises online. However, there were also some arguments against this course. Some people claimed that students \_\_\_\_\_ (9) lacked in computer skills couldn't reflect their real performance during the lessons. Seeing these arguments, the institution decided \_\_\_\_\_ (10) computer course at the weekends. Students had the chance to learn not only computer skills but also how to prepare good presentations during those courses. By the time the course \_\_\_\_\_ (11) many students had already made a great progress in their lessons. Parents were also satisfied with this situation as they paid \_\_\_\_\_ (12) money compared to the previous years. If they had sent their children to private schools, they \_\_\_\_\_ (13) much more money for their education. Nearly 10 years ago, there were about 1000 online education institutions available in different subjects. In the last 10 years, this number \_\_\_\_\_ (14) and nowadays this trend has taken over the world. As an education expert, I am sure that more and more students \_\_\_\_\_ (15) these online courses due to their convenient conditions in the future. Technology has made our lives easier, but is it valid for education sector? This question can't be answered accurately until we \_\_\_\_\_ (16) the long-term consequences of these online courses. You should consult an expert before \_\_\_\_\_ (17) your education path.

- |                    |                      |                        |                      |
|--------------------|----------------------|------------------------|----------------------|
| 6. a. was founded  | b. is founded        | c. founded             | d. had been founded  |
| 7 a. had to        | b. were able to      | c. didn't have to      | d. couldn't          |
| 8. a. keep up with | b. fall behind       | c. catch up with       | d. set out           |
| 9. a. who          | b. when              | c. whose               | d. which             |
| 10. a. doing       | b. to do             | c. do                  | d. to be done        |
| 11. a. ended       | b. had ended         | c. were ended          | d. has ended         |
| 12. a. more        | b. less              | c. the least           | d. much              |
| 13. a. would spent | b. would have spent  | c. couldn't have spent | d. will have spent   |
| 14. a. doubled     | b. has been doubling | c. was doubled         | d. has doubled       |
| 15. a. will prefer | b. would prefer      | c. are going to prefer | d. will be preferred |
| 16. a. see         | b. will see          | c. have been seen      | d. may see           |
| 17. a. choose      | b. to choose         | c. chosen              | d. choosing          |

**PART B) Choose the best answer (1 point each)**

Even if you have never touched a cigarette in your life, you are still at risk from smoking- related diseases if you live, work or travel with smokers. When smokers and non- smokers share the same room, the non-smokers cannot avoid \_\_\_\_\_ (18) in some of the smokers' tobacco smoke. This is called 'passive smoking'.

People's awareness \_\_\_\_\_ (19) the dangers of smoking has increased a lot in recent years. Nowadays more people \_\_\_\_\_ (20) up smoking than ever before. Recently, smoking \_\_\_\_\_ (21) from most forms of public transport, and nearly all public buildings \_\_\_\_\_ (22) 'smoke-free zones'. \_\_\_\_\_ (23), in the workplace many people are exposed to the danger and discomfort of passive smoking.

There are many benefits to an employer taking action to create a smoke-free environment. Firstly, the company has a better, cleaner image. Secondly, the workforce are \_\_\_\_\_ (24) before, less likely to take time off due to illness, and more likely to stay with the company. Thirdly, cleaning costs are greatly reduced for \_\_\_\_\_ (25) the employer and the employee, neither of them have to go home in clothes \_\_\_\_\_ (26) stink of smoke.

Whenever a non-smoking policy \_\_\_\_\_ (27), there is usually some protest to the smokers. But eventually if the smokers \_\_\_\_\_ (28) the benefits of working in a smoke-free environment, many will be encouraged to give up \_\_\_\_\_ (29) altogether. All of the non-smokers hope that most smokers \_\_\_\_\_ (30) this unhealthy habit one day.

- |                      |                   |                      |                       |
|----------------------|-------------------|----------------------|-----------------------|
| 18. a.to breathe     | b.breathing       | c.breathe            | d.to be breathed      |
| 19. a.at             | b.about           | c.of                 | d.for                 |
| 20. a.are giving     | b.had given       | c.will give          | d.gave                |
| 21. a.banned         | b.has been banned | c.is banning         | d.will ban            |
| 22. a. has           | b.are having      | c.have had           | d. had                |
| 23. a.Besides        | b.Although        | c.However            | d.In addition         |
| 24. a.healthier than | b.the healthiest  | c. healthy           | d. so healthy         |
| 25. a.either         | b.both            | c.not only           | d.nor                 |
| 26. a.whose          | b.where           | c.who                | d.which               |
| 27. a.was introduced | b.is introduced   | c.will be introduced | d.had been introduced |
| 28.. a.understood    | b.had understood  | c.understand         | d. will understand    |
| 29. a. smoking       | b.to smoke        | c.smoke              | d. smoked             |
| 30. a. will stop     | b. stopped        | c. would stop        | d. have stopped       |

## READING SECTION

### PART A) Choose the best answer. (1.5 pts each)

#### Rain Forests and the Earth's Climate

##### The Importance of Rain Forests

Rain forests cover only about six percent of the earth's surface, but they are very important to the earth. What is a rain forest? It is an area of land that gets a lot of rainfall and is mostly covered by tall, old trees. Some rain forests get up to 33 feet (10 meters) of rain each year. Some of their trees are thousands of years old. Most of the world's rain forests are in Africa, Asia, Australia, Central America, and South America. More than half of the world's plant animal species live in rain forests or originally came from rain forests. Scientists continue to discover plants in the rain forests that have medical value (useful for treating medical problems). In fact, over 25 percent of the medicines we have come from rain forest plants. And there are still a lot of plants.

##### The Effects of Rain Forests on the Earth's Climate

But rain forests are important not only for the plants and animals that live in them and for the medicines that come from them. They also have major effects on the earth's atmosphere and climate. According to some scientists, global warming is causing dangerous changes to earth's climate. Rain forests can help us fight global warming. Some scientists believe that rain forests cool the atmosphere by absorbing the sun's heat. *Absorb* means to soak up. Also, plants and trees use carbon dioxide. The cause of global warming is an increase of gases like carbon dioxide in our atmosphere. So rain forests can clean some of the excess (extra) carbon dioxide out of the air.

##### How We Are Destroying Rain Forests

Rain forests are so important to the earth, but we are cutting them down and burning them very quickly. Why? Some companies want to use the trees to make wood and paper. Others want to use the land to raise animals or grow crops (plants that farmers grow to use as food). This is dangerous for the climate in two ways. First, we are destroying something that helps cool down the earth's atmosphere. And second, by burning rain forests, we add a lot of carbon dioxide to the air. In fact, the burning of rain forests is responsible for about 30 percent of the carbon dioxide in our atmosphere. Some people believe that in 40 years, all the rain forests will be destroyed. What will happen to the earth's climate when the all rain forests are gone?

#### 31. What is the main idea of this article?

- a. Rain forests are important because they are very old and most of our medicines come from their plants.
- b. We need to protect rain forests because they are important to the earth in many ways.
- c. We are destroying the rain forests very quickly.
- d. The rain forests are important, but they do not have a major effect on the earth's climate.

#### 32. In some rain forests,.....

- a. the trees grow to 33 feet
- b. there are no animals because there is so much rain.
- c. 33 feet of rain falls each year
- d. 25 percent of the plants can be used for medicine.

#### 33. Rain forests can be helpful to the earth because.....

- a. they heat the atmosphere.
- b. they put carbon dioxide into the atmosphere.
- c. they burn the carbon dioxide in the atmosphere.
- d. they soak up the carbon dioxide in the atmosphere.

#### 34. Scientists and researchers

probably.....

- a. are still looking for medicinal plants in rain forests.
- b. are not looking for medicinal plants in the rain forests anymore.
- c. don't believe there are any more important plants to find in the rain forests.
- d. all agree that global warming is harming the earth's atmosphere.

#### 35. Burning rain forests.....

- a. helps farmers grow strong crops
- b. adds carbon dioxide to the air
- c. cools the atmosphere
- d. cools the carbon dioxide in the air

**PART B) Choose the best answer. (1,5 pts each)**

## Cross-Cultural Business Blunders\*

Many visitors to different countries don't realize how important it is to understand a country's culture. Sometimes people learn this lesson by making a big cross-cultural blunder, or embarrassing mistake. In business situations, these blunders can cost a lot of money or end business relationships.

When companies are trying to sell products, it's very important for them to understand what is important to their potential customers, and to understand a bit of their language. For example, one company wanted to sell toothpaste in Southeast Asia. In their advertisements, they claimed that their toothpaste whitens teeth. They didn't understand that many of the local people chewed betel nuts to make their teeth black, and that these people thought black teeth were attractive. In another case, a car company tried to sell a car called "Matador" in a Spanish speaking country. The company thought that it was a strong name because it means "bullfighter". In Spanish, matador is indeed a noun meaning "bullfighter". But it is also an adjective meaning "killing". Imagine driving around in a car called "Killing"!

Business meetings with people from another country can be very tricky when you don't understand the other country's culture. A European businessman had an important meeting with a company in Taiwan. He wanted to bring gifts for the people he was meeting with. He thought that something with his company's logo on it would be a nice gift. So he bought some very nice pocket knives and had his company's logo printed on them. He didn't know that giving a knife as a gift symbolizes cutting off a friendship! The Taiwanese businessmen were very offended (angry and upset). But luckily, the European businessman was able to repair the relationship with a lot of explanation and apology.

It's very easy to make blunders like these people did. But it's also very easy not to. Before you visit a new country, research that country's customs and etiquette (social rules for polite behavior). You can find a lot of information online. Just go to a search engine and type in key words like "cross-cultural etiquette" or cultural information Taiwan". By spending a few minutes doing research, you can save yourself from a lot of embarrassment and make sure you don't accidentally offend anyone.

\**Blunder: careless or stupid mistake*

**36. What is the main idea of this article?**

- a.** People in Southeast Asia like to chew betel nuts.
- b.** It's important to understand other people's culture's before you do business with them.
- c.** It's dangerous to understand other people's cultures before you do business with them.
- d.** Proper business etiquette in most countries is difficult for foreigners to understand.

**37. The toothpaste company probably \_\_\_\_\_**

- changed their advertisement in Southeast Asia.
- tried to convince people in Southeast Asia that betel nuts are bad for your teeth.
- kept using the same advertisement in Southeast Asia.
- started to sell cars instead of toothpaste.

38. The car company that tried to sell a car to a Spanish-speaking country probably \_\_\_\_\_

- sold a lot of Matador cars in that country.
- changed the name of the car to “Killing”.
- didn’t sell many Matador cars in that country.
- were offended by their potential customers.

**39. The European businessman probably \_\_\_\_\_**

- a. researches new cultures before he visits them now.
- b. doesn't do business in Taiwan anymore.
- c. always brings pocket knives as gifts to business meetings
- d. didn't care that he offended the Taiwanese businessmen.

**40. What can you do to save yourself from making cross-cultural blunders?**

- a. You can't do anything.
- b. You can disagree with people when they say you did something wrong .
- c. You can teach people from other countries how you do things in your culture.
- d. You can do research on the Internet.

**PART C) Choose the best answer. (2 points each)**

Most countries have anti-smoking laws. However, whether or not these laws are enforced differs by country. In Canada, smoking laws are enforced. Police have shut down bars and restaurants simply because people were smoking in **them**.

Singapore is even stricter. Not only are public places smoke free, but you can be fined if you smoke while waiting for a taxi or bus—outside! And these **fin**es are high, sometimes up to six thousand dollars.

However, Bhutan takes the award for being the most anti-smoking nation. Although visitors to Bhutan can take cigarettes into the country, it is illegal for them to give cigarettes to Bhutanese people. It is illegal for the people of Bhutan to smoke anywhere, and you cannot buy cigarettes in Bhutan.

On the other side of the coin, China does have anti-smoking laws, but you wouldn't know it. China banned smoking in public places in 1996, but the ban is ignored. If you are fined for smoking, it isn't much more than a dollar or two. It's the same in Russia. People are still smoking at work and in hospitals. You can, however, be fined for smoking on public transportation.

**41. What would be the best title for this reading?**

- a. Smoking in Russia
- b. Dying for a Cigarette
- c. How to Enforce Anti-smoking Laws
- d. Smoking by Country

**42. In the first paragraph, “them” refers to \_\_\_\_.**

- a. police
- b. anti-smoking laws
- c. bars and restaurants
- d. people

**43. What does the passage imply about anti-smoking laws in Bhutan?**

- a. They are enforced.
- b. They are not enforced.
- c. They were enacted only recently.
- d. They were enacted over a hundred years ago.

**44. What is the best definition for “fine” (paragraph 2) as used in this reading?**

- a. Good or OK
- b. Of very high quality
- c. Very thin or small
- d. Paying money for doing something wrong

**45. Which of the following sentences is NOT true?**

- a. China has strict anti-smoking laws.
- b. Bhutan has the strictest anti-smoking laws.
- c. Russia's anti-smoking laws are not as strict as Canada's.
- d. Anti-smoking laws are enforced in Singapore.

## WRITING SECTION

Write an argumentative essay on one of the topics below.( 25 pts.)

- Foreign language learning should start at an early age.
- All students should have university education after high school.

ÖRNEKTİR



	4	3	2	1	___/4
<b>Introduction and thesis statement</b>	Very well developed introduction and thesis statement. They engage the reader and create interest. They either introduce the topic and give an opinion about it or explains the causes /effects	Introduction and thesis statement create interest and are fairly well developed. But they are not very engaging or creative. They do introduce the topic and give an opinion or include the causes or effects.	Introduction and thesis statement introduce the opinion or causes / effects but they either do not give accurate and complete information, or they do not emphasize.	The introduction and thesis statement do not include what is being analyzed, and there is no apparent opinion or cause / effect	
	8-7	6-5	4-3	2-1	___/8
<b>Body paragraphs</b>	Each paragraph contains a clearly focused topic sentence that relates to the thesis statement. Details in the paragraphs are clear and specific, and they effectively represent the opinion related to the topic of analysis. There are enough details to clearly analysis the topic, and each opinion details for clear analysis	Each paragraph contains a topic sentence that relates to the thesis statement. Details are clear and specific, but they are not engaging and interesting. There are sufficient details for the analysis, but they could be clearer.	At least one topic sentence is not clear nor does it relate to the thesis statement. There are details, but they are not clear, specific. One or more opinions are not given sufficient space or details.	There are no apparent topic sentences for each paragraph. Details are either wrong or lacking .They are not related to the topic sentence or the analysis.	
	4	3	2	1	___/4
<b>Conclusion</b>	The concluding paragraph effectively unifies the essay around the subjects. It contains an engaging and interesting point.	The concluding paragraph unifies the essay around the subjects but it is not very engaging or interesting.	The concluding paragraph makes a point about the subjects for the opinion but it does little to unify or "wrap-up" the essay effectively.	There is no concluding paragraph, or it does not unify or restate the reason for the analysis.	
	3	2	1,5	1	___/3
<b>Organization</b>	The details are in a clear effective order and they effectively analyze the opinion about the topic or the causes / effects. They engage the reader and create interest with creativity.	The details are in a clear order and they adequately analyze the topic, but they are not very interesting or engaging.	The details are in a discernible order, but there are not enough to effectively analyze the topic, or they may not all relate to the opinion or the causes / effects	No discernible organization. Details are either missing or not in any discernible order. They do not clearly indicate the opinion or the causes /effects.	
	3	2	1,5	1	___/ 3
<b>Word choice</b>	Effective and engaging use of word choice. It has vivid words and phrases. The choice and placement of words seems accurate, natural, and not forced. It has a wide range of advanced vocabulary.	Shows some use of varied word choice.	It has a limited and repetitive vocabulary	Careless or inaccurate word choice, which obscures meaning.weak and inappropriate vocabulary	
	3	2	1,5	1	___/3
<b>Language use &amp; Mechanics</b>	Most sentences are well constructed and have varied structure and length. It has a few errors in grammar, mechanics, and/or spelling, but they do not interfere with understanding	Most sentences are well constructed , but they have a similar structure and/or length.It has several errors in grammar, mechanics, and/or spelling that interfere with understanding.	Many run-ons or fragments. Little variety in sentence structure.It has many errors in grammar, mechanics, and/or spelling that interfere with understanding	Sentences are repetitive or difficult to understand. It has numerous errors in grammar, mechanics, and/or spelling that interfere with understanding	
					___/25