



ANTALYA INTERNATIONAL UNIVERSITY
SCHOOL OF FOREIGN LANGUAGES
English Language Teaching Program
MOCK PROFICIENCY TEST

SECTION 1- READING

Questions 1-7: Choose the best answer according to the passage below. (10 points)

DO MEN AND WOMEN SPEAK THE SAME LANGUAGE?

Do men and women understand the same things from the spoken word? Judging by the misinterpretation, misunderstanding and false assumptions that can arise from a single simple sentence, there are serious reasons for doubt. In fact, it is better to put it even stronger. Do we even speak the same language?

First-and going against the general impression-men use language more. "Like everyone else, I used to believe that women were the talkative sex," says Dale Spender, a sociolinguist. "But when I analyzed the results of over one hundred and forty recorded conversations between men and women, the result was quite the opposite. Whether we're talking about social gatherings or business meetings, one element never changes: in any conversation with a man, a woman who talks more than a third of the time is seen as talking too much."

Nowhere is this more obvious than on radio or TV talk shows. One host, Robert Robinson, once said, "it's difficult to find the right kind of woman to participate in my program. Most of them can't stand up to me and so stay silent. They also find interrupting a bit tricky." On one occasion, a well-known female thinker became so cross and unhappy at being what she regarded as "shouted down" that she remained silent for the last fifteen minutes of the program. Even those women who are perfectly able to defend their opinions in a conversation are noticeably less talkative than their male counterparts.

Another female characteristic is the belief that conversation should be a mutual exchange rather than an attempt to dominate the other person. According to sociologist Jennifer Coates, when a woman in a group raises a topic, the others will encourage, sympathize or elaborate. The next female speaker may enlarge on some point, add a personal story, or simply make 'Go on' signals. But one thing she won't do is openly contradict the previous speaker and suddenly change the subject. But men in a group with women often get tired with what they see as the slow build-up of a topic." The tried and tested method of avoiding this hazard is doing what most women hate: interrupting.

"The effect constant interruption has on women is that they become silent," says Dr. Coates. It isn't only that men view conversation as a contest; they also have a different style of communicating. "We all think we know what a question is. But with men and women it triggers different reactions. Men think questions are requests for information, whereas women think they are part of the way in which a co-operative conversation works. If a woman asks a man a question, she's trying to keep the conversation going, while the man thinks this is a request for information, so he gives her a lecture." In social situations, this different view of the polite inquiry can often cause bad feelings. The woman thinks, 'What is he talking about? I didn't want a lecture on company accountancy,' and the man thinks, 'Why is she looking so annoyed? If she didn't want to know, why did she ask?'"

Although women have much greater sensitivity to what the other person is feeling, it is equally true that, in situations where power is concerned, the male style is the norm. "Male language allows them to have clear goals, stick to decisions, answer directly, seem confident and assert themselves," says Natasha Josefowitz, author of *Paths to Power*. "Women say 'I think I can', where men say, 'I can'. And though the woman may be right -who knows if she can carry out a particular task until she is doing it? - what employers look for is confidence." In female conversation, this general hesitance emerges in the use of 'soft' phrases such as 'I wonder if I might ...?', and 'Perhaps this isn't the moment to disturb you but ... ' instead of the simpler expressions 'Please may I...?' or 'Can I come in?'. The reason for such differences is something that frequently makes male English a rather different language from the female version of English: most men use language to hide their feelings whereas women see it as a means of expressing their emotions.

1. Before Dale Spender carried out her research, she _____. (1 pt.)

- a. intended to show what made women aggressive
- b. thought she knew what the outcome would be
- c. realized men tended to speak more than women
- d. wanted to discover the situations where men spoke most

2. Robert Robinson complained that many women appearing on his show _____. (1 pt.)

- a. tended to be too talkative
- b. didn't like his silent manner
- c. were unable to cope with him
- d. kept interrupting him

3. According to Dr. Coates, in a mixed group of speakers, _____. (1 pt.)

- a. women tend to encourage interruption
- b. men tend to build up the topic slowly
- c. women discuss boring topics
- d. men experience feelings of boredom

4. According to the article, _____. (1 pt.)

- a. men use more complex sentences in a conversation than women
- b. women tend to dominate the other person in a conversation
- c. men regard conversation as a struggle for victory
- d. women are interested in asking men questions in a conversation

Answer the following questions. Write only the relevant information. (2 pts each)

5. What behavior is NOT expected from women according to Jennifer Coates? (2 pts)

6. How do men and women differ in the way they understand a question? Write TWO differences. (2 pts)

7. Is it the male or the female style that is preferable in business? (1 pt.) Why? (1 pt.)

Questions 8-14: Choose the best answer according to the passage below. (7 points)

BRANCHES OF PSYCHOLOGY

Psychology, which literally means the "study of the mind," has been a separate discipline since 1879, when Professor Wilhelm Wundt opened the first psychology laboratory. The field has developed a lot since then, and now it is possible to classify this discipline into seven major branches.

Physiological psychology is the study of the neurological and physiological events that cause human thought and action. Some physiological psychologists are concerned with mapping the functions of various parts of the brain. Others study both the transmission of electrical information in the brain and the neurotransmitters that help or prevent such transmissions. In addition, physiological psychologists study the effects of drugs on human behavior.

Behavioral psychology deals with conditioning and learning. It is especially concerned with how an individual's experiences change his or her thought and behavior. In the beginning, this field focused on the investigation of the principles of learning among all species, but now it includes the study of specific types of learning for different species. Other areas of interest in the field include maladaptive learning, such as learned helplessness, and learning in traditional settings such as in the classroom and on the job.

Cognitive psychology is the study of thinking, concept formation, and problem solving. Work in this field has been much influenced and aided by the use of computers. Computers are used to present problems and tasks to individuals and to model the thinking and problem-solving processes of the brain. The impact of computers on cognitive psychology is also evident in the theories used to describe human thought. For example, such terms as short-term memory and long-term memory are similar to the two types of memory that are available on computers.

Social psychology looks into all sides of human social interaction. It deals with matters like the development of friendship, the nature of romantic attachment, and the relative effectiveness of cooperation and competition on achievement. In recent years, social psychology has focused on the theory of attribution, which states that a person's psychological perceptions of events does not always match the objective realities of the events.

Abnormal psychology, still another branch of psychology, is the study of maladaptive behavior, ranging from simple habit disorders such as thumb sucking, nail biting and addictions like cigarette and gambling to the most severe mental disturbances, such as hearing imaginary voices. Abnormal psychology investigates the causes and dynamics of mental and behavioral disorders and tests the effectiveness of various treatments.

Vocational psychology is the study of how specific personality traits contribute to success in different occupations and careers. In one approach, the characteristics of people already working in a specific profession are studied. If a personality pattern emerges, tests can then be constructed to measure the traits and interests of the people in the field. Other individuals who exhibit the same traits and interests can be counseled to consider the field as a possible vocational choice. Vocational psychologists also look for traits and aptitudes that contribute to success in an occupation.

Finally, business psychology, a relatively recent branch of psychology, is the study of the effectiveness of interpersonal relations in the workplace. Some business psychologists provide training workshops to improve the management skills of executives. They also evaluate job applicants and individuals being considered for a promotion. They use a variety of psychological tests as well as interview procedures.

8. Physiological psychology studies _____. (1 pt.)
- the influence of human thought on behavior and attitudes
 - how to improve the functions of the brain
 - the impact of medication on how people behave
 - how transmission of electrical information helps transmitters
9. Behavioral psychology _____. (1 pt.)
- tries to change the thought and behavior of learners
 - concentrates on the way thought changes behavior
 - studies maladaptive learning and learning in traditional contexts
 - deals with the principles of learning through thought and behavior
10. Cognitive psychology _____. (1 pt.)
- is mainly concerned with long and short term memory of human beings
 - describes mental processes in humans by making use of computers
 - has had a great effect on the development of computer terminology
 - compares the problem solving process of both humans and computers
11. Social psychology _____. (1 pt.)
- studies different aspects of communication among people
 - stresses the importance of competition and cooperation
 - considers how perception of events influences realities
 - focuses on friendship that develops into a romantic attachment
12. Abnormal psychology _____. (1 pt.)
- studies how simple habit disorders develop into mental disorders
 - investigates the causes and results of ineffective treatments
 - explains the relationship between simple habit disorders and addictions
 - evaluates how well different treatments cure maladaptive behavior
13. Vocational psychology _____. (1 pt.)
- deals with how success in occupations influences personality traits
 - studies several different professions that shape the characteristics of people
 - involves revising already existing tests to measure different personality types
 - provides counseling about possible fields for individuals with different traits
14. Business psychologists _____. (1 pt.)
- study the interaction between businessmen and job applicants
 - conduct training programs on how to be a better manager
 - inform job applicants of the interview procedures
 - evaluate the results of job interviews on a regular basis

Questions 15-22: Choose the best answer according to the passage below. (8 points)

OBESITY

(1) It was once believed that being overweight was healthy, but nowadays few people subscribe to this viewpoint. While many people are fighting the battle to reduce weight, studies are being conducted concerning the appetite and how it is controlled by both emotional and biochemical factors. Some of the conclusions of these studies may give insights into how to deal with weight problems. For example, when several hundred people were asked about their eating habits during times of stress, 44 percent said they reacted to stressful situations by eating. Further investigations with both humans and animals indicated that it is not food which relieves tension but rather the act of chewing.

(2) A test in which subjects were blindfolded showed that obese people have a deeper sense of taste and crave more flavorful food than non-obese people. When deprived of the variety and intensity of tastes, obese people are not satisfied and consequently eat more to fulfill this need. Blood samples taken from people after they were shown a picture of food revealed that overweight people reacted with an increase in blood insulin, a chemical associated with appetite. This did not happen with average-weight people.

(3) In another experiment, results showed that certain people have a specific, biologically induced hunger for foods with carbohydrates. Eating carbohydrates raises the level of serotonin, a neurotransmitter* in the brain. Enough serotonin helps to satisfy hunger, and the desire for carbohydrates decreases.

(4) Exercise has been recommended as an important part of a weight-loss program. However, it has been found that mild exercise, such as using stairs instead of the elevator, is better in the long run than taking on a heavy program, such as jogging, which many people find difficult to continue over long periods of time and which also increases appetite.

***neurotransmitter**: a chemical that carries messages from nerve cells to other nerve cells or muscles

15. The main purpose of the passage is to _____. (1 pt.)

- a. help overweight people overcome their eating problem
- b. present research into the factors causing obesity
- c. recommend a weight-loss program for the obese
- d. discuss the health problems caused by being overweight

16. People's eating habits during times of stress shows that _____. (1 pt.)

- a. overweight people are tense and stressed
- b. 56 percent of the population isn't overweight
- c. a large percentage of people tend to eat more when stressed
- d. thin people don't eat when they are under stress

17. The text supports which of the following conclusions? (1 pt.)

- a. Deprivation of food makes people fat.
- b. A variety of food and strong flavors satisfies heavy people
- c. Overweight people have an abnormal sense of taste
- d. Thin people don't enjoy and desire food.

18. The word "this" in paragraph 2 refers to _____. (1 pt.)

- a. a reaction to a chemical
- b. an increase in appetite
- c. a decrease in appetite
- d. an increase in blood insulin

19. The word "relieves" in paragraph 1 is closest in meaning to _____. (1 pt.)

- a. demotivates
- b. ignores
- c. decreases
- d. avoids

20. According to the passage, _____. (1 pt.)

- a. insulin levels don't change in average-weight people who see food
- b. insulin causes a chemical reaction when food is seen
- c. insulin can be used to lessen the appetite and satisfy hunger
- d. insulin levels increase when people eat large amounts of food

21. What can be said about serotonin? (1 pt.)

- a. It tells the brain when a person is full.
- b. It is a chemical which increases appetite.
- c. It transmits carbohydrates to the brain.
- d. Only certain people produce it in their brains.

22. Which of the following might not be good for people who want to lose weight according to the text? (1 pt.)

- a. Avoiding stressful situations and eating spicy food
- b. Eating plenty of chewy carbohydrates
- c. Walking up stairs and chewing carrot sticks
- d. Jogging 2 kilometers daily and avoiding strong tastes

SECTION 2 - LISTENING

PART A: WHILE LISTENING (14 pts.)

Questions 23-29: You will hear an interview with a professional athlete called Ann Brown. Before you listen, you have 2 minutes to read the questions. You will hear the audio **TWICE**.

23. What does Ann say about her performance in the world championships? (1 pt.)

- a. She did better than she'd been expecting to.
- b. She wishes she'd been more prepared.
- c. She was expecting to come first.
- d. She was disappointed not to win.

24. Which of the following is correct about where Anna trains? (1 pt.)

- a. She pays little attention to where she is.
- b. She finds it really uninteresting.
- c. She thinks it affects the quality of the training.
- d. She enjoys looking at the scenery.

25. Ann thinks that _____. (1 pt.)

- a. she can manage without taking a day off.
- b. she needs more off days in a week.
- c. all athletes need a day off in a week.
- d. taking a day off makes athletes lazy.

26. What is Ann's attitude towards the other competitors in races? (1 pt.)

- a. She's made a few good friends amongst them.
- b. She tries to have good friendship with them.
- c. She avoids close social contact with them.
- d. She finds it easy to talk to them when she has to.

27. Nowadays, in her free time, Ann enjoys _____. (1 pt.)

- a. kite flying
- b. swimming
- c. skiing
- d. reading

28. How does Ann feel about being recognized in public? (1 pt.)

- a. She is relaxed about it.
- b. She dislikes signing autographs.
- c. She finds the attention exciting.
- d. She feels annoyed to talk to the young.

29. When thinking about the future, Ann _____. (1 pt.)

- a. always plans around five years in advance.
- b. admits to worrying about getting injured.
- c. remains focused on winning upcoming races.
- d. imagines being at the top of her career

Questions 30-36: You will hear an interview with Stella McDonald, who works for a company. Before you listen, you have 2 minutes to read the questions. You will hear the audio TWICE.

***temp (v):** to do a temporary job

30. The organisation Stella works for focuses on _____. (1 pt.)
- government policy
 - public opinion
 - social change
 - public statistics
31. Stella has recently been studying _____. (1 pt.)
- a difficult social problem
 - an unexpected trend
 - reasons of a recent difficulty
 - a proposal for change
32. Stella says that temporary work is _____. (1 pt.)
- more popular with men.
 - more popular with women
 - not popular with men or women
 - very popular with both men and women
33. The main reason for preferring temporary work is that it _____. (1 pt.)
- allows people to spend more time with their families
 - lets people experience a greater variety of work and earn more money
 - gives people the opportunity to see different places on business travels
 - allows more freedom in terms of time management
34. Stella says that people sometimes choose a temporary job when they are _____. (1 pt.)
- uncertain about a possible career path
 - unable to do a training course for their chosen career
 - tired of their previous career
 - not motivated or encouraged to work
35. The man says that temporary work might be popular with people who _____. (1 pt.)
- are interested in meeting a lot of people
 - enjoy visiting different places
 - would like to learn real life stories of people
 - are in creative professions
36. Stella says that people in temporary jobs _____. (1 pt.)
- often get offered permanent work by the company they are temping for
 - usually earn less than people in permanent work
 - sometimes decide not to apply for a permanent job again
 - mostly start a permanent job after some experience in temporary jobs

PART B: NOTE-TAKING

Listen to a lecture about **ANIMAL COMMUNICATION** and take notes. Answer the questions based on your notes. You can ONLY see the questions when the lecture finishes. You will listen to the lecture **TWICE**.

ANIMAL COMMUNICATION

A. THREE MAIN QUESTIONS

B. THE FIRST QUESTION

a. Affective Communication

b. Symbolic Communication

C. THE SECOND QUESTION

D. THE THIRD QUESTION

E. HUMAN vs. ANIMAL COMMUNICATION

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PART B: NOTE-TAKING (11 pts.)

Questions 37-45: Now answer the following questions using your notes.

37. Affective communication is _____. (1 pt)
- the similarity between emotions of humans and dogs
 - how emotions influence behavior of humans and animals
 - the expression of emotions for both humans and animals
 - the impact of nonverbal communication on emotions
38. Many scientists are in agreement that _____. (1 pt)
- all animal sounds communicate emotions
 - cats and dogs are the only animals that can use affective communication
 - dogs can show human feelings better than other animals
 - not all animals can use affective communication
39. Symbolic communication means _____. (1 pt)
- the clear pronunciation of complicated words and sounds
 - communicating a set of complicated sounds
 - using examples to clarify complex words
 - communication of sounds that represent specific calls
40. Animals such as monkeys and birds, _____. (1 pt)
- can use symbolic communication more often than other animals
 - make the same alarm calls for different dangerous situations.
 - can make food calls to give detailed information to others.
 - feel relaxed and calm when they are making food calls.
41. It is evident that wild birds make calls when they _____. (1 pt)
- are in danger but are silent when they find food
 - notice something significant if their own species are around
 - realize that other animals near them are in danger
 - want to find food if they are surrounded by their own species

42. Which of the following is **FALSE** according to the lecture? (1 pt)

- a. Monkeys and birds make alarm and food calls, which means they use combinations of sounds.
- b. There is no evidence that animals can use the order of sounds for symbolic communication.
- c. Monkeys and birds have never been observed that they can change the order of sounds.
- d. It is certain that animals can't express meaning by using word orders skillfully.

43. Songbirds sing songs in order to do all of the following **EXCEPT** for _____. (1 pt)

- a. making themselves noticeable
- b. showing their emotions
- c. communicating symbolic meaning
- d. attracting the opposite sex

44. Which of the following is **NOT** mainly discussed in the lecture? (1 pt)

- a. Do animals use different ways to communicate with humans?
- b. What meanings do animal sounds have?
- c. Do animals really communicate on purpose?
- d. Do animals communicate by forming sentences like humans?

45. Write **two reasons** why human language use is different from animal language use. (3 points)

a. _____ (1.5 pts)

b. _____ (1.5 pts)

SECTION 3 - VOCABULARY AND GRAMMAR

Questions 1- 8: Read the text below and decide which answer best fits each gap. Use each word only once. There are two extra words.

require	primary	influence	cooperation	harmful
initially	lead to	diminished	deliberately	complicated

COMPUTER HACKERS (8 pts)

Today, it is getting harder and harder for businesses to protect their customers from the 1. _____ effects of computer hackers. Computer hackers 2. _____ break into a company's electronic record keeping system to steal sensitive information, such as customer credit card numbers. If hackers break into a company's system, it can have a negative 3. _____ on the company's image. For that reason, companies continue to develop more and more 4. _____ software that will prevent hackers from accessing their information. Developing this kind of software, though, tends to 5. _____ a significant amount of time and money. This also can 6. _____ hackers improving their own knowledge and skills in order to keep up with the new, complex software. 7. _____, companies and computer hackers were nothing but enemies, but today the two groups can be seen working together. In fact, companies often hire retired computer hackers who no longer hack illegally to help the companies improve their software. Through this 8. _____, companies are able to create stronger software that has been tested and approved by the same hackers that used to steal from them.

Questions 9- 15: Read the text below and decide which answer best fits each gap.

PASSIVE SMOKING (7 pts)

Even if you have never touched a cigarette in your life, you are still _____ **9.** _____ risk of developing smoking related diseases if you live, work or travel with smokers. When smokers and nonsmokers share the same room, the non-smokers cannot avoid _____ **10.** _____ in some of the smokers' tobacco smoke, _____ **11.** _____ is called 'passive smoking'. You could be exposed to the danger and discomfort of passive-smoking almost everywhere. _____ **12.** _____, it's not all bad news. People's awareness of the dangers of smoking _____ **13.** _____ a lot in recent years. More people have given up than ever before and smoking _____ **14.** _____ from all forms of public transport, and nearly all public buildings have 'smoke-free zones'. _____ **15.** _____ almost all smokers express their dissatisfaction with the new regulation when a non-smoking policy is first introduced, eventually many of them start to appreciate the benefits of living in a smoke-free environment.

9.	a. on	b. of	c. at	d. in
10.	a. breathe	b. breathing	c. to breathe	d. to be breathed
11.	a. which	b. that	c. what	d. it
12.	a. Despite	b. In addition	c. Consequently	d. However
13.	a. has been increased	b. have increased	c. has increased	d. have been increased
14.	a. has banned	b. has been banned	c. banned	d. was being banned
15.	a. On the other hand	b. Moreover	c. Therefore	d. Although

WRITING

Choose **ONE** of the topics below and write an essay of approximately 300-350 words. Give details and examples to support your ideas.

- A. Some people believe that success in life comes from taking risks or chances. Others believe that success results from careful planning. In your opinion, what does success come from?
- B. Do you think that face-to-face communication is better than other types of communication, such as social network websites, emails, or telephone calls? Why or why not?
- C. What are the causes **OR** effects of a stressful life? Why?