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| **PSI**  **FOREIGN LANGUAGE**  **PROFICIENCY**  **TEST:**  **ENGLISH** | **SECTION 1** | |
| **Listening** | |
|  | **Time: Approximately 30 minutes (including the reading of the directions for each part)** |
| The Listening Section measures your ability to understand short conversations and short speeches in English. This section has sixteen questions divided into two parts, with instructions for each one. | | |

**Directions for part one**

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| In part one of the listening section, you will hear four (4) short conversations between two speakers. You can listen to the conversations twice. Each conversation is followed by two questions about it. Each question is multiple choice. You have to choose the best answer to each question on the basis of what is stated or implied by the speakers. Listen to each conversation and answer the questions on your answer sheet. |

**Conversation One**

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| **1. The woman offers him something to drink because:**  a. he is thirsty  b. it is a hot day  c. he is sick | **2. The man asks for:**  a. a beer  b. a soda  c. water |

**Conversation Two**

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| **3. According to the conversation, Mr. Mendez:**  a. is early  b. is late  c. is sad | **4. Mr. Mendez got there:**  a. on foot  b. by bus  c. in a taxi |

**Conversation Three**

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| **5. The man asked Suzan:**  a. if someone had called  b. about Mr. Ramirez  c. for Mr. Ramirez’s phone number | **6. According to the man:**  a. he has a meeting with Mr. Ramirez  b. Mr. Ramirez left a message  c. Mr. Ramirez will call him right back |

**Conversation Four**

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| **7. According to the conversation, Mr. Robles:**  a. comes to the United States very often  b. lives in Seattle  c. is married to an American | **8. According to the woman, Seattle:**  a. is a good place to learn English  b. is beautiful but it rains a lot there  c. she doesn’t like Seattle very much |

**Directions for part two**

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| In part two of the listening section, you will hear two (2) short speeches. You can listen to the speech twice. Each speech is followed by four questions about it. Each question is multiple choice. You have to choose the best answer to each question on the basis of what is stated or implied by the speakers. Listen to each speech and answer the questions on your answer sheet. |

**Speech One**

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| **9. According to the speech, in Brazil:**  a. children often play with no boots  b. children don’t play on the street  c. children often play with expensive boots | **10. In futsal, there are:**  a. 5 players in each team  b. 6 players in each team  c. 3 players in each team |
| **11. The futsal ball is very heavy because it is:**  a. a plastic ball  b. full of sand  c. made of wood | **12. Futsal is:**  a. unpopular around the world  b. not played by children  c. popular in many countries |

**Speech Two**

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| **13. People didn’t want to use ATM machines because:**  a. they preferred the warm and personal touch of humans  b. they didn’t like machines and numbers  c. it was very expensive and complex | **14. ATM machines help people to:**  a. save more money  b. become more useful  c. get cash, deposit money or transfer funds |
| **15. Banking services are becoming more and more useful to:**  a. people who want to save more money  b. people who are busy  c. people who want to make profits | **16. Banking by phone allows you to:**  a. make transfers  b. get instant cash  c. save a lot of money |

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| **PSI**  **FOREIGN LANGUAGE**  **PROFICIENCY**  **TEST:**  **ENGLISH** | **SECTION 2** | |
| **Reading** | |
|  | Time: 35 minutes (including the reading of the directions and passages) |
| The Reading Comprehension Section of the University of Cauca’s Foreign Language Proficiency Test- PSI: English measures your ability to read and understand passages about different social, cultural, or academic issues. You will read two (2) passages and eight (8) questions about each passage. You have to choose the best answer to each question, based on what is stated or implied in the passage. Then, on your answer sheet, you have to find the number of the question and fill in the oval that corresponds to the letter of the answer you chose. | | |

***Passage 1***

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| What do you say when you pick up the phone? You say "hello," of course. What do you say when someone introduces a friend or a relative? You say "hello." The word "hello" has to have been the Standard English language greeting since English people began greeting, no? Well, here's a surprise from Ammon Shea, author of The First Telephone Book: “Hello is a new word”.  The Oxford English Dictionary says the first published use of "hello" goes back only to 1827. And it wasn't mainly a greeting back then. Ammon says people in the 1830's said hello to attract attention ("Hello, what do you think you're doing?"), or to express surprise ("Hello, what have we here?"). "Hello" didn't become "hi" until the telephone arrived.  The dictionary says it was Thomas Edison who put "hello" into common use. He asked the people who used his phone to say "hello" when answering. His rival, Alexander Graham Bell, thought the better word was "**ahoy**." "Ahoy," had been around longer — at least 100 years longer — than "hello". It was a greeting derived from the Dutch "hoi," meaning "hello." Graham Bell liked so much the word "ahoy" that he used it for the rest of his life.  Why did "hello" succeed? The first phone books included "How To" sections on their first pages and "hello" was frequently the officially greeting. In fact, the first phone book ever published, by the District Telephone Company of New Haven, Connecticut, in 1878 told users to begin their conversations with "a firm hello" Whatever the reason, "hello" surpassed "ahoy". The same cannot be said of the phonebook's recommended Way To End A Phone Conversation. The phonebook recommended: "That is all."  Ammon Shea said that "That is all" was a very more honest and direct way to end a phone call than "good-bye." "Good-bye," "bye-bye," and all the other variants that are ultimately contractions of the phrase "**God Be with you**". The more Ammon thought about it, the more he liked "That is all."  Well, this probably wasn't fair or even nice, but I decided to call Ammon Shea to see if he practices what he teaches. He answered his phone with a very standard "hello" and then, when it was time to end our conversation, I gave him no indication, no help, I just waited to see how it would go...hoping to hear him do his "That is all." But no...He said, "bye." |

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| **1. The passage is about:**  a. how to say “hello”  b. Ammon Shea’s life  c. the word “hello” | **2. According to the first paragraph, the word “hello” is:**  a. a new word  b. an old word for greeting  c. the word people used to say “good bye” |
| **3. The word “hello” was used to express:**  a. hate  b. love  c. surprise | **4. According to the passage, the word “ahoy”:**  a. was older than the word “hello”  b. was Thomas Edison’s favorite word  c. was used by most people |
| **5. The word “hello” succeeded because:**  a. it was easier to pronounce  b. the phone books recommended to use it  c. people loved Thomas Edison’s words | **6. A contraction of the phrase “God be with you” is:**  a. ahoy  b. that is all  c. good bye |
| **7. Who liked the phrase “that is all” to end a phone call?**  a. Thomas Edison  b. Ammon Shea  c. Alexander Graham Bell | **8. In the last paragraph the writer demonstrates that:**  a. the word “bye” is widely used to end a phone call  b. Ammon Shea’s phone book was wrong  c. people follow phone books instructions |

***Passage 2***

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| The Automated Teller Machine, or ATM, permits people to take out and deposit money from their bank accounts using machines. It is thought to be a combination of a few different inventions. The first automated banking machine only collected checks and deposits, and was created by American inventor and businessman, Luther Simjian in 1960. A Scottish inventor, John Shepherd-Barron, created an ATM that used paper receipts printed with radioactive ink so the machine could read them. Finally in 1969, Donald Wetzel created the first ATM in the United States that used plastic cards similar to the ones we use today.  The ATM is a sophisticated computer that can do almost everything a human bank employee can. Most ATMs communicate with the bank by connecting to an interbank network. A customer uses a plastic card with a magnetic stripe or smart chip that holds a unique card number and security information. The customer enters a personal identification number (PIN) to authenticate its use. Users can do almost all of their banking at any time of day, whether or not their bank is open. There are almost two million ATMs around the world. The ATM was the first form of self-service banking, which led to other convenient forms, like telephone and internet banking.  ATMs are placed not only near or inside the offices of banks, but also in locations such as shopping centers, malls, airports, grocery stores, gas stations, restaurants, or anywhere frequented by large numbers of people. There are two types of ATM installations: on- and off- office. On-office ATMs are typically more advanced, multi-function machines that complement a bank **branch**'s capabilities, and are thus more expensive. Off-office machines are distributed by financial institutions and Independent Sales Organizations where there is a simple need for cash, so they are generally cheaper single function devices.  Many other industries saw how popular banking through machines became, and came up with ways to sell their own products in this way. There are now automated machines to dispense everything from movie tickets to medication. |

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| **9. What is the writer trying to do in this text?**  a. Convince people to use ATMs  b. List the problems of an ATM  c. Describe the evolution of an ATM | **10. According to the passage, an ATM:**  a. does everything a human bank employee can  b. is a combination of different inventions  c. was never functional |
| **11. One advantage of using an ATM is:**  a. you can use it whenever you want  b. you need to have a lot of money  c. you have to go to the bank first | **12. According to the passage, ATMs are older than:**  a. telephone and internet banking  b. self service banking  c. bank offices |
| **13. ATMs are located in all of the following EXCEPT for:**  a. shopping centers  b. houses  c. restaurants | **14. On-office ATMs are:**  a. cheaper than Off-office ATMs  b. single function devices  c. expensive |
| **15. The word “branch” in paragraph 3 refers to:**  a. fork  b. filial  c. brand | **16. According to the passage, other industries:**  a. took advantage of the ATMs concept  b. didn’t see the potential of ATMs  c. didn’t understand the ATM functionality |

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| **PSI**  **FOREIGN LANGUAGE**  **PROFICIENCY**  **TEST:**  **ENGLISH** | **SECTION 3** | |
| **Writing** | |
|  | **Time: 50 minutes (including the reading of the directions)** |

The writing section of the University of Cauca’s Foreign Language Proficiency- PSI: English measures your ability to write an essay about different social, cultural or academic issues. You will be given a topic related to one of the speeches you listened to and one of the passages you read in the previous sections of the exam.

**Your selection of relevant content from source texts, adaptation of content to suit the purpose for writing and use of summarizing skills will be evaluated in this section.**

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| Write an essay (200 words) to describe the advantages of using an ATM machine. Use the information you read in Passage 2 to help you develop your essay. |

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**ANSWER KEY**

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| **Listening comprehension** | **Reading comprehension** |
| 1. B 2. C 3. B 4. B 5. A 6. A 7. A 8. B 9. A 10. A 11. B 12. C 13. A 14. C 15. B 16. A | 1. C 2. A 3. C 4. A 5. B 6. C 7. B 8. A 9. C 10. B 11. A 12. A 13. B 14. C 15. B 16. A |