

PART 1

For questions 1–12, read the text below and decide which answer (A, B, C or D) best fits each gap. There is an example at the beginning (0).

Mark your answers on the separate answer sheet.

Example:

- 0 A convince B guess C believe D value

0 A B C D

Neighbours influence buying decisions

However objective we 0 _____ ourselves to be, most of us do not judge a product solely on its merits, considering quality, value and style before making a decision. 1 _____, we are easily influenced by the people around us.

There is nothing 2 _____ with this. It is probably a smarter way to make decisions than 3 _____ on only our own opinions. But it does make life hard for companies. They have 4 _____ understood that groups of friends and relatives tend to buy the same products, but understanding the reasons has been tricky. Is it because they are so similar with 5 _____ to how much money they make and what television ads they watch that they independently 6 _____ at the same decision? Or do they copy one another, perhaps 7 _____ envy or perhaps because they have shared information about the products?

Research in Finland recently found overwhelming evidence that neighbours have a big influence on buying decisions. When one of a person's ten nearest neighbours bought a car, the 8 _____ that that person would buy a car of the same brand during the next week and a half 9 _____ by 86 per cent. The researchers argued that it was not just a 10 _____ of envy. Used cars seemed to attract neighbours even more than new cars. This suggested that people were not trying to 11 _____ up with their neighbours, they were keen to learn from them. Since used cars are less reliable, a recommendation of one can 12 _____ influence a buying decision.

- | | | | |
|-----------------|-------------|-----------------|-------------|
| 1 A What's more | B Instead | C Unlike | D In place |
| 2 A wrong | B silly | C bad | D daft |
| 3 A basing | B trusting | C supposing | D relying |
| 4 A ever | B far | C much | D long |
| 5 A connection | B regard | C relation | D concern |
| 6 A reach | B come | C arrive | D get |
| 7 A for | B as to | C out of | D about |
| 8 A chances | B potential | C possibilities | D forecast |
| 9 A boosted | B rose | C enlarged | D lifted |
| 10 A thing | B point | C matter | D fact |
| 11 A keep | B stay | C hold | D follow |
| 12 A fiercely | B strongly | C firmly | D intensely |

PART 2

For questions 13–24, read the text below and think of the word which best fits each gap. Use only one word in each gap. There is an example at the beginning (0).

Write your answers IN CAPITAL LETTERS on the separate answer sheet.

Example:

0 S O M E T H I N G

Learning a musical instrument

Learning to play an instrument is 0 _____ that can give a lot of pleasure. It's also an achievement and a skill 13 _____ stays with you for life. Music has a part to play in everyone's life, and has been described 14 _____ a 'primary language'.

Learning to play an instrument isn't easy at the beginning 15 _____ takes effort and determination. And while there's nothing wrong with aiming 16 _____ the top, music is definitely 17 _____ something to take up because you think you ought 18 _____ do it.

A lot of adults regret not 19 _____ learnt to play an instrument when they were younger. But it is never 20 _____ late to learn! And the advantages of learning an instrument are far greater than just the pleasure of producing a marvellous sound. When you've progressed far 21 _____, there are lots of amateur groups which you can join 22 _____ you want to be part of a larger group. Once you've reached a good enough standard to join a band or orchestra, you add the team skills like 23 _____ you get from playing sport. There's also a great social side to playing with others, as 24 _____ as the chance to travel through touring.

PART 3

For questions 25–34, read the text below. Use the word given in capitals at the end of some of the lines to form a word that fits in the gap in the same line. There is an example at the beginning (0).

Write your answers IN CAPITAL LETTERS on the separate answer sheet.

Example:

0 F R I E N D L Y

THE COUPLES WITH IDENTICAL LIVES

When Frank and Vera Jackson met a 0 _____ couple on holiday in Spain also called Frank and Vera (but with a different surname: Bentley), at first they must have laughed at the 25 _____. But when they got into 26 _____ with their namesakes, they made some surprising 27 _____ and realized that they had much more in common.

The two couples, both in their 28 _____ and from the UK, had booked their trips to Barcelona at the same time. This was not so 29 _____. However, both couples had had their 30 _____ at 3 p.m. on July 26th, 1951. Both couples each had two daughters, with dates of 31 _____ in 1952 and 1956, and six grandchildren. Mr Jackson worked in the car industry in Oxford; Mr Bentley did 32 _____ the same job but in Dagenham. Their wives, who had both worked for the same bank, had both lost their 33 _____ rings and were wearing identical gold watches. 'I'm sure people everywhere lead identical lives,' said Mr Jackson, 'but to meet our doubles was 34 _____.'

- FRIEND
COINCIDE
CONVERSE
DISCOVER
SEVENTY
LIKELY
WED
BORN
EXACT
ENGAGE
BELIEVE

PART 4

For questions 35–42, complete the second sentence so that it has a similar meaning to the first sentence, using the word given. Do not change the word given. You must use between two and five words, including the word given. Here is an example (0).

Example:

0 Making new friends was easy for her.

DIFFICULT

She didn't _____ new friends.

The gap can be filled with the words 'find it difficult to make', so you write:

0 F I N D I T D I F F I C U L T T O M A K E

Write the missing words IN CAPITAL LETTERS on the separate answer sheet.

35 Because of what you advised me, I did the right thing.

ADVICE

Thanks _____ me, I did the right thing.

36 In my opinion, they're the best band in the world.

CONCERNED

They're the best band in the world, as _____

37 Her behaviour tends to be bad when she is under pressure.

TENDENCY

She _____ badly when she is under pressure.

38 My brother earns half of what I earn.

TWICE

I earn _____ my brother.

39 I got angry because of the assistant's attitude.

MADE

The assistant's attitude _____ temper.

40 He plays so skilfully that nobody can beat him.

MUCH

He plays with _____ that nobody can beat him.

41 They were late because they got stuck in traffic.

RESULT

They were late _____ stuck in traffic.

42 Yesterday I met one of my friends by chance in the supermarket.

RAN

Yesterday I _____ mine in the supermarket.

