

IELTS Recent Mock Tests Volume 1

Reading Practice Test 6

HOW TO USE

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READING PASSAGE 1

You should spend about 20 minutes on Questions 1-13, which are based on Reading Passage 1 below.



The Sweet Scent of Success

A Innovation and entrepreneurship, in the right mix, can bring spectacular results and propel a business ahead of the pack. Across a diverse range of commercial successes, from the Hills Hoist clothes line to the Cochlear ear implant, it is hard to generalize beyond saying the creators tapped into something consumers could not wait to get their hands on. However, most ideas never make it to the market. Some ideas that innovators are spruiking to potential investors include new water-saving shower heads, a keyless locking system, ping-pong balls that keep pollution out of rainwater tanks, making teeth grow from stemcells inserted in the gum, and technology to stop LPG tanks from exploding. Grant Kearney, chief executive of the Innovation Xchange, which connects businesses to innovation networks, says he hears of great business ideas that he knows will never get on the market. "Ideas by themselves are absolutely useless," he says. "An idea only becomes innovation when it is connected to the right resources and capabilities".

B One of Australia's latest innovation successes stems from a lemon-scented bath-room cleaner called Shower Power, the formula for which was concocted in a factory in Yatala, Queensland. In 1995, Tom Quinn and John Heron bought a struggling cleaning products business, OzKleen, for 250,000. It was selling 100 different kinds of cleaning products, mainly in bulk. The business was in bad shape, the cleaning formulas were ineffective and environmentally harsh, and there were few regular clients. Now Shower Power is claimed to be the top-selling bathroom cleaning product in the country. In the past 12 months, almost four million bottles of OzKleen's Power products have been sold and the company forecasts 2004 sales of 10 million bottles. The company's sales in 2003 reached \$11 million, with 700k of business being exports. In particular, Shower Power is making big inroads on the British market.

C OzKleen's turnaround began when Quinn and Heron hired an industrial chemist to revitalize the product line. Market research showed that people were looking for a better cleaner for the bathroom, universally regarded as the hardest room in the home to clean.

The company also wanted to make the product formulas more environmentally friendly. One of Tom Quinn's sons, Peter, aged 24 at the time, began working with the chemist on the formulas, looking at the potential for citrus-based cleaning products. He detested all the chlorine-based cleaning products that dominated the market. "We didn't want to use chlorine, simple as that," he says. "It offers bad working conditions and there's no money in it." Peter looked at citrus ingredients, such as orange peel, to replace the petroleum by-products in cleaners. He is credited with finding the Shower Power formula. "The head," he says. The company is the recipe is in a vault somewhere and in my sole owner of the intellectual property.

D To begin with, Shower Power was sold only in commercial quantities but Tom Quinn decided to sell it in 750ml bottles after the constant "raves" from customers at their retail store at Beenleigh, near Brisbane. Customers were traveling long distances to buy supplies. Others began writing to OzKleen to say how good Shower Power was. "We did a dummy label and went to see Woolworths," Tom Quinn says. The Woolworths buyer took a bottle home and was able to remove a stain from her basin that had been impossible to shift. From that point on, she championed the product and OzKleen had its first super-market order, for a palette of Shower Power worth \$3000. "We were over the moon," says OzKleen's financial controller, Belinda McDonnell.

E Shower Power was released in Australian supermarkets in 1997 and became the top-selling product in its category within six months. It was all hands on deck at the factory, labeling and bottling Shower Power to keep up with demand. OzKleen ditched all other products and rebuilt the business around Shower Power. This stage, recalls McDonnell, was very tough. "It was hand-to-mouth, cashflow was very difficult," she says. OzKleen had to pay new-line fees to supermarket chains, which also squeezed margins.

F OzKleen's next big break came when the daughter of a Coles Myer executive used the product while on holidays in Queensland and convinced her father that Shower Power should be in Coles supermarkets. Despite the product success, Peter Quinn says the company was wary of how long the sales would last and hesitated to spend money on upgrading the manufacturing process. As a result, he remembers long periods of working round the clock to keep up with orders. Small tanks were still being used, so batches were small and bottles were labelled and filled manually. The privately owned OzKleen relied on cash flow to expand. "The equipment could not keep up with demand," Peter Quinn says. Eventually a new bottling machine was bought for \$50,000 in the hope of streamlining production, but he says: "We got ripped off." Since then, he has been developing a new automated bottling machine that can control the amount of foam produced in the liquid, so that bottles can be filled more effectively - "I love coming up with new ideas." The

machine is being patented.

G Peter Quinn says OzKleen’s approach to research and development is open slather. “If I need it, I get it. It is about doing something simple that no one else is doing. Most of these things are just sitting in front of people ... it’s just seeing the opportunities.” With a tried and tested product, OzKleen is expanding overseas and developing more Power-brand household products. Tom Quinn, who previously ran a real estate agency, says: “We are competing with the same market all over the world, the cleaning products are sold everywhere.” Shower Power, known as Bath Power in Britain, was launched four years ago with the help of an export development grant from the Federal Government. “We wanted to do it straight away because we realised we had the same opportunities worldwide.” OzKleen is already number three in the British market, and the next stop is France. The Power range includes cleaning products for carpets, kitchens and pre-wash stain removal. The Quinn and Heron families are still involved. OzKleen has been approached with offers to buy the company, but Tom Quinn says he is happy with things as they are. “We’re having too much fun.”

Questions 1-7

Reading Passage 1 has six paragraphs, A-G.

Which paragraph contains the following information?

Write the correct letter A-G, in boxes 1-7 on your answer sheet.

NB You may use any letter **more than once**.

- | | | |
|---|----------------------|--|
| 1 | <input type="text"/> | Description of one family member persuading another of selling cleaning products |
| 2 | <input type="text"/> | An account of the cooperation of all factory staff to cope with sales increase |
| 3 | <input type="text"/> | An account of the creation of the formula of Shower Power |
| 4 | <input type="text"/> | An account of buying the original OzKleen company |
| 5 | <input type="text"/> | Description of Shower Power’s international expansion |
| 6 | <input type="text"/> | The reason of changing the packaging size of Shower Power |
| 7 | <input type="text"/> | An example of some innovative ideas |

Questions 8-11

Look at the following people and list of statements below.

Match each person with the correct statement.

Write the correct letter A-E in boxes 8-11 on your answer sheet

List of Statement	
A	Described his story of selling his product to a chain store
B	Explained there was a shortage of money when sales suddenly increased
C	Believe innovations need support to succeed
D	Believes new products like Shower Power may incur risks
E	Says business won't succeed with innovations

- 8 Grant Kearney
- 9 Tom Quinn
- 10 Peter Quinn
- 11 Belinda McDonnell

Questions 12-13

Choose the correct letter A, B, C or D.

Write your answers in boxes 12-13 on your answer sheet.

12 Tom Quinn changed the bottle size to 750ml to make Shower Power

- A Easier to package.
- B Appealing to individual customers.
- C Popular in foreign markets.
- D Attractive to supermarkets.

13 Why did Tom Quinn decide not to sell OzKleen?

- A No one wanted to buy OzKleen.
- B New products were being developed in OzKleen.
- C He couldn't make an agreement on the price with the buyer.
- D He wanted to keep things unchanged.

READING PASSAGE 2

You should spend about 20 minutes on Questions 14-26, which are based on Reading Passage 2 below.



Mrs. Carlill and the Carbolic Smoke Ball

On 14 January 1892, Queen Victoria's grandson Prince Albert Victor, second in line to the British throne, died from flu. He had succumbed to the third and most lethal wave of the Russian flu pandemic sweeping the world. The nation was shocked. The people mourned. Albert was relegated to a footnote in history.

Three days later, London housewife Louisa Carlill went down with flu. She was shocked. For two months, she had inhaled thrice daily from a carbolic smoke ball, a preventive measure guaranteed to fend off flu - if you believed the advert. Which she did. And why shouldn't she when the Carbolic Smoke Ball Company had promised to cough up £100 for any customer who fell ill? Unlike Albert, Louisa recovered, claimed her £100 and set in train events that would win her lasting fame.

It started in the spring of 1889. The first reports of a flu epidemic came from Russia. By the end of the year, the world was in the grip of the first truly global flu pandemic. The disease came in waves, once a year for the next four years, and each worse than the last.

Whole cities came to a standstill. London was especially hard-hit. As the flu reached each annual peak, normal life stopped. The postal service ground to a halt, trains stopped running, banks closed. Even courts stopped sitting for lack of judges. At the height of the third wave in 1892, 200 people were buried every day at just one London cemetery. This flu was far more lethal than previous epidemics, and those who recovered were left weak, depressed, and often unfit for work. It was a picture repeated across the continent.

Accurate figures for the number of the sick and dead were few and far between but Paris, Berlin and Vienna all reported a huge upsurge in deaths. The newspapers took an intense interest in the disease, not just because of the scale of it but because of who it attacked. Most epidemics carried off the poor and weak, the old and frail. This flu was cutting as

great a swathe through the upper classes, dealing death to the rich and famous, and the young and fit.

The newspaper-reading public was fed a daily diet of celebrity victims. The flu had worked its way through the Russian imperial family and invaded the royal palaces of Europe. It carried off the Dowager Empress of Germany and the second son of the king of Italy, as well as England's future king. Aristocrats and politicians, poets and opera singers, bishops and cardinals - none escaped the attentions of the Russian flu.

The public grew increasingly fearful. The press might have been overdoing the doom and gloom, but their hysterical coverage had exposed one terrible fact.

The medical profession had no answer to the disease. This flu, which might not even have begun in Russia, was a mystery. What caused it and how did it spread? No one could agree on anything.

By now, the theory that micro-organisms caused disease was gaining ground, but no one had identified an organism responsible for flu (and wouldn't until 1933). In the absence of a germ, many clung to the old idea of bad airs, or miasmas, possibly stirred by some great physical force - earthquakes, perhaps, or electrical phenomena in the upper atmosphere, even a passing comet.

Doctors advised people to eat well avoiding "unnecessary assemblies", and if they were really worried, to stuff cotton wool up their nostrils. If they fell ill, they should rest, keep warm and eat a nourishing diet of "milk, eggs and farinaceous puddings". Alcohol figured prominently among the prescriptions: one eminent English doctor suggested champagne, although he conceded "brandy in considerable quantities has sometimes been given with manifest advantages". French doctors prescribed warm alcoholic drinks, arguing that they never saw an alcoholic with flu. Their prescription had immediate results: over a three-day period, 1,200 of the 1,500 drunks picked up on the streets of Paris claimed they were following doctor's orders.

Some doctors gave drugs to ease symptoms - quinine for fever, salicin for headache, heroin for an "incessant cough". But nothing in the pharmacy remotely resembled a cure. Not surprisingly, people looked elsewhere for help. Hoping to cash in while the pandemic lasted, purveyors of patent medicines competed for the public's custom with ever more outrageous advertisements. One of the most successful was the Carbolic Smoke Ball Company.

The carbolic smoke ball was a hollow rubber ball, 5 centimetres across, with a nozzle covered by gauze. Inside was a powder treated with carbolic acid, or phenol. The idea was to clutch it close to the nose and squeeze gently, inhaling deeply from the emerging cloud of pungent powder. This, the company claimed, would disinfect the mucous membranes, curing any condition related to "taking cold". In the summer of 1890, sales

were steady at 300 smoke balls a month. In January 1891, the figure skyrocketed to 1,500.

Eager to exploit the public's mounting panic, the Carbolic Smoke Ball Company made increasingly extravagant claims. On 13 November 1892, its latest advert in the Pall Mall Gazette caught the eye of south London housewife Louisa Carlill. "Carbolic Smoke Ball," it declared, "will positively cure colds, coughs, asthma, bronchitis, hoarseness, influenza, croup, whooping cough ...". And the list went on. But it was the next part Mrs. Carlill found compelling. "A £100 reward will be paid by the Carbolic Smoke Ball Company to any person who contracts the increasing epidemic influenza, colds or any disease caused by taking cold, after having used the carbolic smoke ball according to the printed directions supplied with each ball. £1,000 is deposited with the Alliance bank, Regent Street, showing our sincerity in the matter."

Mrs. Carlill hurried off to buy a smoke ball, price 10 shillings. After carefully reading the instructions, she diligently dosed herself thrice daily until 17 January - when she fell ill.

On 20 January, Louisa's husband wrote to the Carbolic Smoke Ball Company. Unfortunately for them, Mr. Carlill happened to be a solicitor. His wife, he wrote, had seen their advert and bought a smoke ball on the strength of it. She had followed the instructions to the letter, and yet now - as their doctor could confirm - she had flu.

There was no reply. But £100 was not a sum to be sneezed at. Mr. Carlill persisted. The company resisted. Louisa recovered and sued. In June, Mr. Justice Hawkins found in Mrs. Carlill's favour. The company's main defence was that adverts were mere "puffery" and only an idiot would believe such extravagant claims. Judge Hawkins pointed out that adverts were not aimed at the wise and thoughtful, but at the credulous and weak. A vendor who made a promise "must not be surprised if occasionally he is held to his promise".

Carbolic appealed. In December, three lord justices considered the case. Carbolic's lawyers tried several lines of defence. But in the end, the case came down to a single matter: not whether the remedy was useless, or whether Carbolic had committed fraud, but whether its advert constituted a contract - which the company had broken. A contract required agreement between two parties, argued Carbolic's lawyers. What agreement had Mrs. Carlill made with them?

There were times, the judges decided, when a contract could be one-sided. The advert had made a very specific offer to purchasers: protection from flu or £100. By using the smoke ball as instructed, Mrs. Carlill had accepted that offer. The company might just have wriggled out of it if it hadn't added the bit about the £1,000 deposit. That, said the judges, gave buyers reason to believe Carbolic meant what it said. "It seems to me that if a person chooses to make extravagant promises of this kind, he probably does so because it pays him to make them, and, if he has made them, the extravagance of the promises is no

reason in law why he should not be bound by them,” pronounced Lord Justice Bowen.

Louisa got her £100. The case established the principle of the unilateral contract and is frequently cited today.

Questions 14-17

Do the following statements agree with the claims of the writer in Reading Passage?

In boxes 14-17 on your answer sheet write

TRUE	if the statement agrees with the information
FALSE	if the statement contradicts the information
NOT GIVEN	If there is no information on this

14 Cities rather than rural areas were badly affected by the pandemic flu.

15 At the time of the flu pandemic, people didn't know the link between micro-organisms and illnesses.

16 People used to believe flu was caused by miasmas.

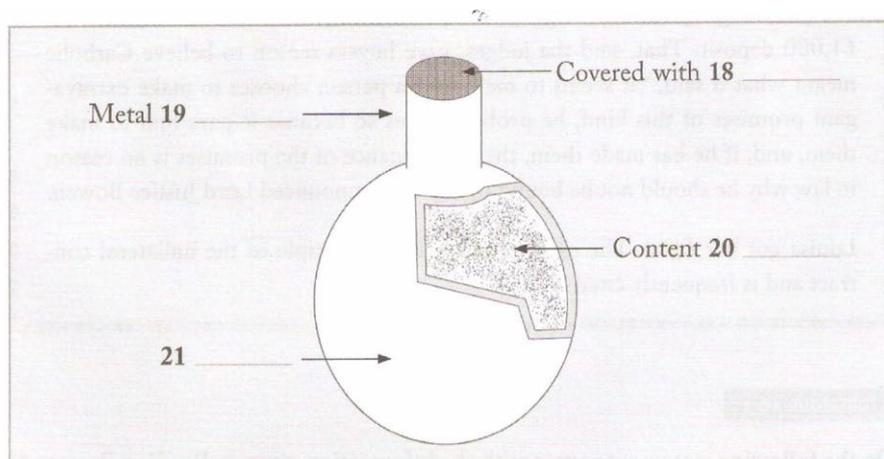
17 Flu prescriptions often contained harmful ingredients.

Questions 18-21

Complete the diagram below.

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

Write your answers in boxes 18-21 on your answer sheet.



18 _____

- 19 _____
 20 _____
 21 _____

Questions 22-25

Look at the following people (Questions 22-25) and the list of statements.

Match each person with the correct statement.

Write the correct letter A-F in boxes 22-25 on your answer sheet.

List of Statements	
A	Filed a complaint which was never responded to
B	Broke the contract made with Carbolic Smoke Ball Company
C	Initiated a legal case
D	Described the audience of advertisement
E	Claimed that most advertisements are fraudulent
F	Treated advertisement as a type of contract

- 22 Mrs. Carlill
- 23 Mrs. Carlill's husband
- 24 Judge Hawkins
- 25 Lord Justice Bowen

Question 26

Choose the correct letter, A, B, C or D.

Write your answers in box 26 on your answer sheet.

26 Why is Mrs. Carlill's case often cited in present-day court trials?

- A It proved the untrustworthiness of advertisements.
- B It established the validity of one-sided contract.
- C It explained the nature of contract.

- D It defended the rights of consumers.

READING PASSAGE 3

You should spend about 20 minutes on Questions 27-40, which are based on Reading Passage 3 below.



Communicating Styles and Conflict

Knowing your communication style and having a mix of styles on your team can provide a positive force for resolving conflict.

A As far back as Hippocrates' time (460-370B.C.), people have tried to understand other people by characterizing them according to personality type or temperament. Hippocrates believed there were four different body fluids that influenced four basic types of temperament. His work was further developed 500 years later by Galen. These days there are any number of self-assessment tools that relate to the basic descriptions developed by Galen, although we no longer believe the source to be the types of body fluid that dominate our systems.

B The values in self-assessments that help determine personality style. Learning styles, communication styles, conflict-handling styles, or other aspects of individuals is that they help depersonalize conflict in interpersonal relationships. The depersonalization occurs when you realize that others aren't trying to be difficult, but they need different or more information than you do. They're not intending to be rude: they are so focused on the task they forget about greeting people. They would like to work faster but not at the risk of damaging the relationships needed to get the job done. They understand there is a job to do. But it can only be done right with the appropriate information, which takes time to collect. When used appropriately, understanding communication styles can help resolve conflict on teams. Very rarely are conflicts true personality issues. Usually they are issues of style, information needs, or focus.

C Hippocrates and later Galen determined there were four basic temperaments: sanguine, phlegmatic, melancholic and choleric. These descriptions were developed centuries ago and are still somewhat apt, although you could update the wording. In today's world, they

translate into the four fairly common communication styles described below:

D The sanguine person would be the expressive or spirited style of communication. These people speak in pictures. They invest a lot of emotion and energy in their communication and often speak quickly. Putting their whole body into it. They are easily sidetracked onto a story that may or may not illustrate the point they are trying to make. Because of their enthusiasm, they are great team motivators. They are concerned about people and relationships. Their high levels of energy can come on strong at times and their focus is usually on the bigger picture, which means they sometimes miss the details or the proper order of things. These people find conflict or differences of opinion invigorating and love to engage in a spirited discussion. They love change and are constantly looking for new and exciting adventures.

E The phlegmatic person - cool and persevering - translates into the technical or systematic communication style. This style of communication is focused on facts and technical details. Phlegmatic people have an orderly methodical way of approaching tasks, and their focus is very much on the task, not on the people, emotions, or concerns that the task may evoke. The focus is also more on the details necessary to accomplish a task. Sometimes the details overwhelm the big picture and focus needs to be brought back to the context of the task. People with this style think the facts should speak for themselves, and they are not as comfortable with conflict. They need time to adapt to change and need to understand both the logic of it and the steps involved.

F The melancholic person who is soft hearted and oriented toward doing things for others translates into the considerate or sympathetic communication style. A person with this communication style is focused on people and relationships. They are good listeners and do things for other people-sometimes to the detriment of getting things done for themselves. They want to solicit everyone's opinion and make sure everyone is comfortable with whatever is required to get the job done. At times this focus on others can distract from the task at hand. Because they are so concerned with the needs of others and smoothing over issues, they do not like conflict. They believe that change threatens the status quo and tends to make people feel uneasy, so people with this communication style, like phlegmatic people need time to consider the changes in order to adapt to them.

G The choleric temperament translates into the bold or direct style of communication. People with this style are brief in their communication - the fewer words the better. They are big picture thinkers and love to be involved in many things at once. They are focused on tasks and outcomes and often forget that the people involved in carrying out the tasks have needs. They don't do detail work easily and as a result can often underestimate how much time it takes to achieve the task. Because they are so direct, they often seem forceful and can be very intimidating to others. They usually would welcome someone challenging

them. But most other styles are afraid to do so. They also thrive on change, the more the better.

H A well-functioning team should have all of these communication styles for true effectiveness. All teams need to focus on the task, and they need to take care of relationships in order to achieve those tasks. They need the big picture perspective or the context of their work, and they need the details to be identified and taken care of for success. We all have aspects of each style within us. Some of us can easily move from one style to another and adapt our style to the needs of the situation at hand-whether the focus is on tasks or relationships. For others, a dominant style is very evident, and it is more challenging to see the situation from the perspective of another style. The work environment can influence communication styles either by the type of work that is required or by the predominance of one style reflected in that environment. Some people use one style at work and another at home.

The good news about communication styles is that we have the ability to develop flexibility in our styles. The greater the flexibility we have, the more skilled we usually are at handling possible and actual conflicts. Usually it has to be relevant to us to do so, either because we think it is important or because there are incentives in our environment to encourage it. The key is that we have to want to become flexible with our communication style. As Henry Ford said, "Whether you think you can or you can't, you're right!"

Questions 27-34

Reading Passage 3 has eight sections **A-H**.

Choose the correct heading for each section from the list of headings below.

Write the correct number **i-x** in boxes **27-34** on your answer sheet.

List of Headings	
i	Summarising personality types
ii	Combined styles for workplace
iii	Physical explanation
iv	A lively person who encourages
v	Demanding and unsympathetic personality
vi	Lazy and careless personality
vii	The benefits of understanding communication styles
viii	Cautious and caring
ix	Factual and analytical personality
x	Self-assessment determines one's temperament

- 27 Section A
- 28 Section B
- 29 Section C
- 30 Section D
- 31 Section E
- 32 Section F
- 33 Section G
- 34 Section H

Questions 35-39

Do the following statements agree with the information given in Reading Passage 3?

In boxes 35-39 on your answer sheet, write

TRUE	if the statement agrees with the information
FALSE	if the statement contradicts the information
NOT GIVEN	If there is no information on this

- 35 It is believed that sanguine people dislike variety.
- 36 Melancholic and phlegmatic people have similar characteristics.
- 37 Managers often select their best employees according to personality types.
- 38 It is possible to change one's personality type.
- 39 Workplace environment can affect which communication style is most effective.

Question 40

Choose the correct letter A, B, C or D.

Write your answers in box 40 on your answer sheet.

40 The writer believes using self-assessment tools can

- A help to develop one's personality.
- B help to understand colleagues' behaviour.
- C improve one's relationship with the employer.
- D directly resolve conflicts.



Solution:

- | | |
|--------------|--------------------------|
| 1 F | 2 E |
| 3 C | 4 B |
| 5 G | 6 D |
| 7 A | 8 C |
| 9 A | 10 D |
| 11 B | 12 B |
| 13 D | 14 NOT GIVEN |
| 15 FALSE | 16 TRUE |
| 17 NOT GIVEN | 18 gauze |
| 19 nozzle | 20 powder/pungent powder |

21 rubber ball

22 C

23 A

24 D

25 F

26 B

27 iii

28 vii

29 i

30 iv

31 ix

32 viii

33 v

34 ii

35 FALSE

36 TRUE

37 NOT GIVEN

38 TRUE

39 TRUE

40 B

Review and Explanations

1 Answer: **F**

Keywords in Questions	Similar words in Passage
<p>Tips: before you do the test, take a look at the types of the questions first. As we can see the type of questions 1 to 7 is matching heading, Q8 - Q11 is matching people with their opinions and the rest is multiple choice. It is recommended not to follow the sequence to do Q1-Q7 first because it will take you a lot of time to read carefully to get the main idea of the paragraph. You should either complete the Q8-Q11 by using scan techniques or finish Q12, Q13 before doing the others mainly because the information needed is in order and easier to locate.</p>	
<p>Q1: Description of one family member persuading another of selling cleaning products</p>	<p>OzKleen's next big break came when the daughter of a Coles Myer executive used the product while on holidays in Queensland and convinced her father that Shower Power should be in supermarkets.</p>
<p>Note: The first sentence of paragraph F indicated that a daughter tried to persuade her father to sell Shower Power - a cleaning product - in supermarkets. The statement is clear and does not cause any confusion, hence F is the final answer.</p>	

2 Answer: **E**

Keywords in Questions	Similar words in Passage
<p>Q2: An account of the cooperation of all factory staff to cope with sales increase</p>	<p>It was all hands on deck at the factory, labeling and bottling Shower Power to keep up with demand. OzKleen ditched all other products and rebuilt the business around Shower Power.</p>
<p>Note: You can confirm that paragraph E contains the above statement once you know the key idiom "all hands on deck" which means everyone helps or must help, especially in a difficult situation. In order to cope with sales increase within a short period of time, all factory staff has to work and cooperate with others. The phrasal verb "keep up with something" means to continue doing something regularly to know the newest information, in this case is the newest data of sales demand.</p>	

3 Answer: **C**

Keywords in Questions	Similar words in Passage
<p>Q3: An account of the creation of the formula of Shower Power</p>	<p>Peter looked at citrus ingredients, such as orange peel, to replace the petroleum by-products in cleaners. He is credited with finding the Shower Power formula.</p>

Note: The statement generally is about the creation of something. Normally we might think and expect to see that the first appearance of the keyword “Shower Power” comes along with the description how it was created. The keyword Shower Power is first seen in paragraph B, but its creation can only be found at the end of paragraph C. Noticing the sentence “he is credited with finding something” has the same meaning as “he is the creator of something” or “he created/ found out/ devised... st”. So **the answer is C**

4 Answer: **B**

Keywords in Questions	Similar words in Passage
Q 4: An account of buying the original OzKleen company	In 1995, Tom Quinn and John Heron bought a struggling cleaning products business, OzKleen , for 250,000. It was selling 100 different kinds of cleaning products, mainly in bulk. The business was in bad shape, the cleaning formulas were ineffective and environmentally harsh, and there were few regular clients.

Note: The keyword “OzKleen company” can be seen in paragraph B for the first time. By the time Tom and John bought the company, its original situation was “a struggling cleaning products business”. **Therefore the answer is B.**

5 Answer: **G**

Keywords in Questions	Similar words in Passage
Q 5 : Description of Shower Power’s international expansion	Tom Quinn, who previously ran a real estate agency, says: “We are competing with the same market all over the world, the cleaning products are sold everywhere .”

Note: We can realize that throughout paragraph B to F the author talked about the progress to improve the quality of Shower Power, emphasized that sales had continued increasing in short time, but the sales increases happened in domestic market only. The last paragraph eventually mentioned that the company expanded overseas and the products were sold everywhere. Hence **the statement matches heading G.**

6 Answer: **D**

Keywords in Questions	Similar words in Passage
Q 6 : The reason of changing the packaging size of Shower Power	To begin with, Shower Power was sold only in commercial quantities but Tom Quinn decided to sell it in 750ml bottles after the constant “raves” from customers at their retail store at , near Brisbane.

Note: The first sentence of paragraph D did not directly indicate the previous dimension of the bottle but according to the paragraph, the product Shower Power won rave reviews from customers leading to the decision of Tom to make a change in the bottle size and sell it in 750ml bottles (rather than sell it in commercial quantities only).

We can say that **the statement matches the information in paragraph D.**

Tips: if you do the multiple choice questions at first, you might realise that the question no.12 had already confirmed Tom Quinn changed the bottle size for a reason, and because the information has already been located you can quickly choose the answer D.

7 Answer: **A**

Keywords in Questions	Similar words in Passage
Q7: An example of some innovative ideas	Some ideas that innovators are spruiking to potential investors include new water-saving shower heads, a keyless locking system, ping-pong balls that keep pollution out of rainwater tanks, making teeth grow from stem cells inserted in the gum, and technology to stop LPG tanks from exploding
Note: The answer is A . The very first paragraph A already listed out some example of ideas that are used by innovators to attract investment.	

8 Answer: **C**

Keywords in Questions	Similar words in Passage
Q8: Grant Kearney: "Believe innovations need support to succeed"	"Ideas by themselves are absolutely useless,"he says. " An idea only becomes innovation when it is connected to the right resources and capabilities ".
Note: By scanning, we find out the first appearance of the name Grant Kearney is in paragraph A. According to him, innovation is the combination of an idea and the right resources and capabilities, without support the innovation is useless or in other words cannot succeed. Therefore, the final answer is C	

9 Answer: **A**

Keywords in Questions	Similar words in Passage
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<p>Q9:Tom Quinn: “Described his story of selling his product to a chain store”</p>	<p>“We did a dummy label and went to see Woolworths,”Tom Quinn says. The Woolworths buyer took a bottle home and was able to remove a stain from her basin that had been impossible to shift. From that point on, she championed the product and OzKleen had its first super- market order, for a palette of Shower Power worth \$3000.</p>
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Note: By scanning, we know that Tom Quinn showed up in paragraph B, C, and D, G. Paragraph B talked about how he and John bought the company. In paragraph C, his name has been mentioned to introduce his son Peter, nothing more. After making a change in bottle size, he had come to see Woolworths - a famous supermarket chain - to sell his product in paragraph D. In the last paragraph, he talked about the international expansion of his business. The statement was spoken by Tom Quinn, **the answer is A**

10 Answer: **D**

Keywords in Questions	Similar words in Passage
<p>Q10: Peter Quinn: Believes new products like Shower Power may incur risks</p>	<p>Despite the product success, Peter Quinn says the company was wary of how long the sales would last and hesitated to spend money on upgrading the manufacturing process. As a result, he remembers long periods of working round the clock to keep up with orders. Small tanks were still being used, so batches were small and bottles were labelled and filled manually. The privately owned OzKleen relied on cash flow to expand. “The equipment could not keep up with demand,” Peter Quinn says.</p>

Note: We can locate the name “Peter Quinn” in paragraph C, F and G by using scan technique. Running eyes to paragraph F, we might see that the hesitation of the company on upgrading the manufacturing process had lead to the risk of lacking the capacity for generation equipment. Therefore, Peter Quinn matches **the statement D**

11 Answer: **B**

Keywords in Questions	Similar words in Passage
<p>Q 1 1 : Belinda McDonnell: “Explained there was a shortage of money when sales suddenly increased”</p>	<p>Shower Power was released in Australian supermarkets in 1997 and became the top-selling product in its category within six months.[...] This stage, recalls McDonnell , was very tough. “It was hand-to-mouth, cashflow was very difficult”she says.</p>

Note:

By searching for particular name of McDonnell, we can notice paragraph E contains information of the answer. It is necessary to understand the adjective “hand-to-mouth”: it means that you spend all your money you earn on basic needs and do not have anything left. Subsequently, the difficulty in cash flow can be understood as a shortage of money. In conclusion, **the true answer is B**

Tips: *You should notice that the particular names Grant and McDonnell only appeared once in the whole passage whereas the names of Peter and Tom Quinn showed up in different paragraphs, therefore it is recommended for you to match the statements of these two people first to save time.*

12 Answer: **B**

Keywords in Questions	Similar words in Passage
<p>Q12: Tom Quinn changed the bottle size to 750ml to make Shower Power</p> <p>A Easier to package.</p> <p>B Appealing to individual customers.</p> <p>C Popular in foreign markets.</p> <p>D Attractive to supermarkets.</p>	<p>Customers were travelling long distances to buy supplies. Others began writing to OzKleen to say how good Shower Power was.[...] and OzKleen had its first super-market order [...].</p>

Note: It is necessary to consider all 4 choices in this case. By using scanning techniques, we can locate the keyword *750ml bottles* in paragraph D. According to the paragraph, customers have to travel long distances to buy the product, but there is no clue about whether its new dimension make the packing process easier for customers or not. The whole paragraph did not contain any “foreign markets” so we can make sure that the answer is not C. The first sentence said that “Shower Power was only sold in commercial quantities” (sold in mass only) but after changing the bottle size to 750ml, customers traveled long distances to buy and gave positive comments about Shower Power and thanks to that, the company got its first supermarket order later. Therefore, **the answer is B**

13 Answer: **D**

Keywords in Questions	Similar words in Passage
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<p>Q13: Why did Tom Quinn decide not to sell OzKleen?</p> <p>A No one wanted to buy OzKleen.</p> <p>B New products were being developed in OzKleen.</p> <p>C He couldn't make an agreement on the price with the buyer.</p> <p>D He wanted to keep things unchanged.</p>	<p>OzKleen is already number three in the British market, and the next stop is France. The Power range includes cleaning products for carpets, kitchens and pre-wash stain removal. The Quinn and Heron families are still involved. OzKleen has been approached with offers to buy the company, but Tom Quinn says he is happy with things as they are. "We're having too much fun."</p>
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Tips: Because multiple choice questions are in order and we have already located the Q12 in paragraph D, the information for Q13 should be in the paragraph after D.

Note:
 We can find the answer for this question at the end of paragraph G. It is obvious that some people had offered to buy OzKleen company, hence we can eliminate the choice A. The whole paragraph did not say any words about how Tom made an agreement with the buyer, therefore the choice C is wrong. According to the article, a wide range of new products were being developed but it was not the reason for Tom to refuse the acquisition deal. He felt happy with things, thus **the answer is D**

14 Answer: **NOT GIVEN**

Keywords in Questions	Similar words in Passage
<p>Q14: Cities rather than rural areas were badly affected by the pandemic flu.</p>	
<p>Note: According to the passage, a lot of famous cities such as Russia, London, Paris, Berlin and Vienna had been seriously affected by the flu. "all reported a huge upsurge (huge rise) in deaths". Meanwhile, there is no information about how the flu influenced rural areas thus we cannot make a comparison between cities and country sites, the answer is Not Given.</p> <p>You may get confused when reading this sentence: "Most epidemics carried off the poor and weak, the old and frail. This flu was cutting as great a swathe through the upper classes, dealing death to the rich and famous, and the young and fit." You might argue that normally the poor live in rural areas while the rich live in cities, then come to a conclusion that the statement is true. But both rich and poor people can live in the same city as well. While doing IELTS reading, do not make assumption. It is simply that the above sentences did not clearly indicate where the flu happened, so we do not have enough information to say the statement is true.</p>	

15 Answer: **FALSE**

Keywords in Questions	Similar words in Passage
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<p>Q15: At the time of the flu pandemic, people didn't know the link between micro-organisms and illnesses.</p>	<p>By now, the theory that micro-organisms caused disease was gaining ground</p>
<p>Note: As being shown in the article, at the time of the flu pandemic, people already knew that micro-organisms caused illness. There is an idiom you should remember “gain ground”. If something such as an idea gains ground, it gradually becomes more widely known or more popular. Therefore, we can identify the final answer is False.</p>	

16 Answer: **TRUE**

Keywords in Questions	Similar words in Passage
<p>Q16: People used to believe flu was caused by miasmas.</p>	<p>No one had identified an organism responsible for flu (and wouldn't until 1933). In the absence of a germ, many clung to the old idea of bad airs, or miasmas, possibly stirred by some great physical force - earthquakes, perhaps, or electrical phenomena in the upper atmosphere, even a passing comet.</p>
<p>Note: In the past, people know that micro-organisms caused disease but they had not found out what it was until 1933. They believed that bad airs or miasmas resulted in flu pandemic. The statement is true.</p>	

17 Answer: **NOT GIVEN**

Keywords in Questions	Similar words in Passage
<p>Q17: Flu prescriptions often contained harmful ingredients.</p>	<p>Alcohol figured prominently among the prescriptions: one eminent English doctor suggested champagne, although he conceded “brandy M in considerable quantities has sometimes been given with manifest advantages”. French doctors prescribed warm alcoholic drinks, arguing that they never saw an alcoholic with flu.</p>
<p>Note: The final answer is not given. The author said that alcohol was the main ingredients of the flu prescription. With proper quantity, using alcohol brought obvious advantages and it's impossible for us to know whether alcohol was harmful or not. Furthermore, we cannot identify any synonyms nor paraphrasing words of “harmful ingredients” mentioned in the article.</p>	

18 Answer: **gauze**

Keywords in Questions	Similar words in Passage
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Q18: gauze	The carbolic smoke ball was a hollow rubber ball , 5 centimetres across, with a nozzle covered by gauze . Inside was a powder treated with carbolic acid, or phenol.
<p>Note: Explanation for Q18 - Q21</p> <p>In the whole passage, there were only two sentences which described the carbolic smoke ball. We need to focus on these two sentences to complete the diagram. Looking at the picture with clue words, we can quickly give the answer for questions no.18 (gauze, no double).</p>	

19 Answer: **nozzle**

Keywords in Questions	Similar words in Passage
Q19: nozzle	The carbolic smoke ball was a hollow rubber ball , 5 centimetres across, with a nozzle covered by gauze . Inside was a powder treated with carbolic acid, or phenol.
<p>Looking at the picture with clue words, we can quickly give the answer for question19 (because there was given an adjective “metal” in front, article “a” cannot be used, the answer is “nozzle” only).</p>	

20 Answer: **powder/pungent powder**

Keywords in Questions	Similar words in Passage
Q20: powder Q21: rubber ball	The carbolic smoke ball was a hollow rubber ball , 5 centimetres across, with a nozzle covered by gauze . Inside was a powder treated with carbolic acid, or phenol.
<p>Inside the ball was a powder, due to the word limit the answer like “carbolic acid or phenol” will not be accepted but “powder” is accurate to fill in Q20.</p>	

21 Answer: **rubber ball**

Keywords in Questions	Similar words in Passage
Q21: rubber ball	The carbolic smoke ball was a hollow rubber ball , 5 centimetres across, with a nozzle covered by gauze . Inside was a powder treated with carbolic acid, or phenol.
<p>Considering Q21, the most completed answer would be “a hollow rubber ball” but because of no more than 02 words allowed, “rubber ball” is the best choice we should make.</p>	

22 Answer: **C**

Keywords in Questions	Similar words in Passage
Q22: Mrs. Carlill - Initiated a legal case	Louisa recovered and sued
<p>Note: The full name of Mrs. Carlill was Louisa Carlill, therefore while scanning, we should look for keywords both Mrs. Carlill and Louisa to locate the information needed. According to the article, the housewife sued the company after she got recovered. It is obvious that “initiated a legal case” is another expression of “sued somebody for something”. It is proven to get the answer C.</p>	

23 Answer: **A**

Keywords in Questions	Similar words in Passage
Q23: Mrs. Carlill's husband - Filed a complaint which was never responded to	On 20 January, Louisa's husband wrote to the Carbolic Smoke Ball Company . [...] There was no reply.
<p>Note: Mrs. Carlill's husband was the one who wrote to the Company to complain about the fact that his wife had flu even though she had already bought a smoke ball and followed the instructions. But there was no feedback/ reply/ response. Therefore, the answer is A</p>	

24 Answer: **D**

Keywords in Questions	Similar words in Passage
Q24: Judge Hawkins - Described the audience of advertisement	Judge Hawkins pointed out that adverts were not aimed at the wise and thoughtful, but at the credulous and weak. A vendor who made a promise “must not be surprised if occasionally he is held to his promise”.
<p>Note: As is indicated in the paragraph, Judge Hawkins described the audience of the adverts was not the wise and thoughtful but the simple, easy-to-believe and weak. For this reason, we can choose D to be the final answer.</p>	

25 Answer: **F**

Keywords in Questions	Similar words in Passage
Q25: Lord Justice Bowen - Treated advertisement as a type of contract	“ It seems to me that if a person chooses to make extravagant promises of this kind, he probably does so because it pays him to make them , and, if he has made them, the extravagance of the promises is no reason in law why he should not be bound by them,” pronounced Lord Justice Bowen .

Note: By searching for the particular name “Lord Justice Bowen”, we realise that the name appeared once in the whole passage thus it is much easier for us to identify the answer. The sentence “*the extravagance of the promises is no reason in law why he should not be bound by them*” can be understood as: no matter how extravagant the promises are, individuals should still be bound by their promises. Among 06 given choices, we can see that the statement “treated adverts as a type of contract” has the same meaning. Of course, **the final answer is F**

26 Answer: **B**

Keywords in Questions	Similar words in Passage
<p>Q26: Why is Mrs. Carlill's case often cited in present-day court trials?</p> <p>B It established the validity of one-sided contract.</p>	<p>The case established the principle of the unilateral and is frequently cited today.</p>
<p>Note: At the end of the passage, the author confirmed that the case is frequently cited today because it established the principle of one-sided contract. Therefore the answer is B</p> <p>Side-note: in IELTS reading topic of Politics and Business, the word “unilateral” can be seen in addition to “bilateral” and “multilateral” to describe the relationship between countries. It is recommended for you to remember the word.</p>	

27 Answer: **iii**

Keywords in Questions	Similar words in Passage
<p>Q27: Section A: Physical explanation</p>	<p>Hippocrates believed there were four different body fluids that influenced four basic types of temperament. His work was further developed 500 years later by Galen. These days there are any number of self-assessment tools that relate to the basic descriptions developed by Galen, although we no longer believe the source to be the types of body fluid that dominate our systems.</p>
<p>Note: In the past, people thought that 04 different body fluids could influence four basic types of temperament. Nowadays, we still base on basic descriptions of Galen's works to develop self-assessment tools but we no longer believe that physical explanation anymore. Therefore the heading A matches the statement iii</p>	

28 Answer: **vii**

Keywords in Questions	Similar words in Passage
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<p>Q 2 8 : Section B: The benefits of understanding communication styles</p>	<p>The values in self-assessments that help determine personality style [...] When used appropriately, understanding communication styles can help resolve conflict on teams.</p>
<p>Note: Running eyes over the first and the two last sentence of paragraph B, we can quickly grab its main idea which clearly matches the statement vii. According to the section, one of the benefits of understanding communication styles is to resolve conflict on teams.</p>	

29 Answer: **i**

Keywords in Questions	Similar words in Passage
<p>Q29 Section C: Summarising personality types</p>	<p>Hippocrates and later Galen determined there were four basic temperaments: sanguine, phlegmatic, melancholic and choleric. These descriptions were developed centuries ago and are still somewhat apt, although you could update the wording. In today's world, they translate into the four fairly common communication styles described below:</p>
<p>Note: The first sentence of this short section listed out/summarised 04 types of personality in general, therefore we can immediately choose the answer. Do not waste too much time on such easy question but move to the next ones in no time. Undoubtedly, the final answer is i</p>	

30 Answer: **iv**

Keywords in Questions	Similar words in Passage
<p>Q 30: Section D: A lively person who encourages</p>	<p>[...] They invest a lot of emotion and energy in their communication and often speak quickly. [...] Because of their enthusiasm, they are great team motivators. They are concerned about people and relationships.</p>
<p>Note: The two keywords should be noticed in the statement are “lively” and “encourages” of which synonyms can be found in paragraph D. This section described the sanguine person as a lively, energetic individual and a great team motivator. Obviously, the statement talks about sanguine people hence iv is the correct answer.</p>	

31 Answer: **ix**

Keywords in Questions	Similar words in Passage
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<p>Q31: Section E - Factual and analytical personality</p>	<p>Tile phlegmatic person - cool and persevering - translates into the technical or systematic communication style . This style of communication is focused on facts and technical details.</p>
<p>Note: Skimming section E, we can realize that phlegmatic people concentrate on facts and details, “their focus is very much on the task, not on the people, emotions”. With this reason, we can assure that paragraph E should be matched with statement ix</p>	

32 Answer: **viii**

Keywords in Questions	Similar words in Passage
<p>Q32: Section F - Cautious and caring</p>	<p>Tile melancholic person who is soft hearted and oriented toward doing things for others translates into the considerate or sympathetic communication style.[...] They want to solicit everyone’s opinion and make sure everyone is comfortable with whatever is required to get the job done.</p>
<p>Note: The main idea of section F matches the statement viii. At the first sentence, we can make sure that melancholic person is caring, soft hearted, love doing things for others. The following sentences explain more about “caring” nature of these people. According to the article, they are also cautious because they ask for everyone’s opinion and ensure the comfort of all members as well.</p>	

33 Answer: **v**

Keywords in Questions	Similar words in Passage
<p>Q 3 3 : Section G - Demanding and unsympathetic personality</p>	<p>They are big picture thinkers and love to be involved in many things at once. They are focused on tasks and outcomes and often forget that the people involved in carrying out the tasks have needs [...] Because they are so direct, they often seem forceful and can be very intimidating to others.</p>

Note: According to section G, the choleric people often pay too much attention to their tasks, therefore they forget about the needs of their coworkers or in other words they have unsympathetic personality. (the subject “people involved in carrying out the tasks” can be understood as “people working with them to do the tasks” or “their coworkers/colleagues”) .

To save time while doing the test, with this information you already can conclude **the answer is v.**

In case you do not understand the word “unsympathetic” but do know the word “demanding”, as you can see in this paragraph, the choleric people “love to be involved in many things at once” and some adjectives such as “direct”, “forceful”, “intimidating to others” (threatening to others) were used to describe their nature. Therefore you can make the match G-v

34 Answer: **ii**

Keywords in Questions	Similar words in Passage
<p>Q 34: Section H: Combined styles for workplace</p>	<p>A well-functioning team should have all of these communication styles for true effectiveness . All teams need to focus on the task, and they need to take care of relationships in order to achieve those tasks. They need the big picture perspective or the context of their work, and they need the details to be identified and taken care of for success.</p>
<p>Note: Matching H - ii is a correct answer. Right at the first sentence of paragraph H, the author had indicated the necessity of combining all communication styles for workplace.</p> <p>Tip: In this article, it is easy for us to get the main idea of the paragraph H because it had been straight away indicated in the first sentence. But normally for a long section like H, we should use both skim and read for gist techniques to avoid being trapped.</p>	

35 Answer: **FALSE**

<p>Tip: In part 3 of this test, it is recommended for you to complete T/F/NG questions first because the given questions are usually in order and take less time to get the correct answers. To do T/F/NG questions one of the skills needed is reading for detail which helps you simultaneously get a better understanding of the main ideas of the paragraphs to do matching heading section later.</p>	
Keywords in Questions	Similar words in Passage

<p>Q35:It is believed that sanguine people dislike variety.</p>	<p>The sanguine person would be the expressive or spirited style of communication. [...] They love change and are constantly looking for new and exciting adventures .</p>
<p>Note: By using scan technique, we can find out that paragraph D contained information about sanguine people. According to the last sentence of the paragraph, sanguine people love change, or in other words, they like variety. Therefore we can confirm that the statement is False.</p>	

36 Answer: **TRUE**

Keywords in Questions	Similar words in Passage
<p>Q36: Melancholic and phlegmatic people have similar characteristics.</p>	<p>They believe that change threatens the status quo and tends to make people feel uneasy, so people with this communication style, like phlegmatic people need time to consider the changes in order to adapt to them.</p>
<p>Note: Search for keywords “melancholic” and “phlegmatic”, we acknowledge that the answer can be located in paragraphs E and F, most likely to be indicated in the latter when both two personalities had already been described. The whole paragraph F defined the personality of melancholic people. At the end of paragraph F, the author said they and phlegmatic ones have the same characteristics, for example, they need time to adapt to changes. Hence the answer is True</p>	

37 Answer: **NOT GIVEN**

Keywords in Questions	Similar words in Passage
<p>Q37: Managers often select their best employees according to personality types.</p>	
<p>Note: In the whole passage, there is no sentence containing information about how managers select their employees. It is obvious for us to make sure that the answer is Not given.</p>	

38 Answer: **TRUE**

Keywords in Questions	Similar words in Passage
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<p>Q38: It is possible to change one's personality type.</p>	<p>We all have aspects of each style within us. Some of us can easily move from one style to another and adapt our style to the needs of the situation at hand-whether the focus is on tasks or relationships [...] Some people use one style at work and another at home.</p>
<p>Note: the answer is true. As being shown in paragraph H, a person has all aspects of 4 communication styles and it is possible for someone to change their personalities from one style to another. When we reach the end of the paragraph, it is noticeable that the last sentence reconfirms the possibility to change our personality type one more time.</p>	

39 Answer: **TRUE**

Keywords in Questions	Similar words in Passage
<p>Q39: Workplace environment can affect which communication style is most effective</p>	<p>The work environment can influence communication styles either by the type of work that is required or by the predominance of one style reflected in that environment .</p>
<p>Note: The information can be located in the last paragraph H. You should notice that the two verbs “affect” and “influence” are synonyms and can be used interchangeably in most circumstances. Therefore, the statement is true.</p>	

40 Answer: **B**

Keywords in Questions	Similar words in Passage
<p>Q40: The writer believes using self-assessment tools can (B) help to understand colleagues' behaviour.</p>	<p>People have tried to understand other people by characterizing them according to personality type or temperament .</p>
<p>Note: For this question, one of the keywords is “self-assessment” which presented in the first two paragraph A and B only. Considering the choice A, it is written in the article that self-assessment can help determine one's personality, but we do not know whether it can develop his/her character or not. Besides, the keywords “employer” in choice C and “directly” in choice D did not present nor have synonyms in the whole two paragraphs, the answer must be neither of them due to the lack of information. Looking at the choice B, the first sentence of the passage said “People have tried to understand other people by characterizing them...” therefore the answer is B.</p>	