

Unit 7 Research & Merchandise Development

Part I Photographs 32

Directions: You'll see a picture and hear four short statements. Choose the statement that best describes what you see in the picture. Then mark your answer on your answer sheet.

- (A) The women are having a meeting in the office.
(B) The women are listening to music in the studio.
(C) The women are buying books in the bookstore.
(D) The women are drinking coffee.
- (A) The woman is watching TV in the living room.
(B) The woman is putting her hands on her knees.
(C) The woman is checking data on the computer.
(D) The woman is reading a book at the desk.
- (A) Two men are sitting in wheelchairs.
(B) Both of the men are pushing the wheelchairs.
(C) One man is checking a wheelchair.
(D) Two wheelchairs are standing side by side.
☞ wheelchair は「車椅子」の意味。

Part II Question-Response 33

Directions: Now, you'll hear a question or statement followed by three responses. Choose the best response to each question or statement.

- We've developed new stereo sets.
(A) Then I'd like to see one when it's ready.
(B) Then send me the envelope right away.
(C) Then our business can get worse.
- They say that company is going out of business soon.
(A) Yes, the management must have been terrible.
(B) Yes, the management can't have

been terrible.

- (C) Yes, the companion may have been my best friend.
☞ go out of business は「廃業する, 倒産する」の意味。
- What products do people want at this moment?
(A) They want to produce films.
(B) They want something soft and light.
(C) They want us to become professional baseball players.
- Must I take part in the March seminar in Los Angeles?
(A) No, you mustn't.
(B) No, you don't have to.
(C) No, you may not.

Part III Short Conversations and Short Talk 34,35,36

Directions: Now, you'll hear two short conversations and one short talk. In your textbook, you'll read a question followed by four answers. Choose the best answer to each question and mark it on your answer sheet.

- Man: Can we have the new product in stores by the end of the month?
Woman: We're having some problems right now, but I think we can make it if we hire some extra workers.
Man: OK. Let's do it.
- Man: Are you still assistant director of the research and development section?
Woman: I've just moved to sales. I'm head of the department.
Man: How do you like it?
- In the past year, spending on research and development in the car industry was up 12%. Car companies now see a chance to make money from new products.