



İSTANBUL  
AYVANSARAY  
ÜNİVERSİTESİ

İSTANBUL AYVANSARAY UNIVERSITY  
DEPARTMENT OF FOREIGN LANGUAGES

*STUDENT NAME*

***PROFIENCY EXAM***

**SECTION 1**

**Reading Score: \_\_\_\_/ 20**

**READING (20pts)**

**READING TEXT I**

**GROUP DECISION MAKING**

***Read the text carefully and choose the best option for each question. (Each 1pt)***

***(Question 12 – 2pts.)***

**Advantages of Group Decision Making**

Committees, task forces, and various groups are frequently assigned to recommend decision alternatives or actually to make important decisions. In essence, a group is a tool that can focus the experience and expertise of several people on a particular problem or situation. Thus a group offers the advantage of greater “total” knowledge. Groups accumulate more information, knowledge and facts than individuals, and they can often consider more alternatives. Each person in the group is able to draw on his or her unique education, experience or understanding and contribute all those to group. The varied backgrounds, training levels, and expertise of group members also help enable the group to view the problem in more than one way. **(1)**

Participation in group decision making usually leads to higher member satisfaction. People tend to accept a decision more readily and to be more satisfied with it when they have participated in making that decision. In addition, people will better understand and be more committed to a decision in which they have participated. As a result, such a decision is more likely to be implemented successfully. **(2)**

## Disadvantages of Group Decision Making

While groups have many potential benefits, we all know that they can also be frustrating. **A)**..... One obvious disadvantage of group decision making is the time required to make a decision. **B)**..... The time needed for group discussion and the selection of a decision alternative can be considerable. **C)**.... Time costs money, so a waste of time becomes a disadvantage if a decision made by group could have been made just as effectively by an individual working alone. **D)**.... Consequently, group decisions should be avoided when speed and efficiency are the primary considerations. **(3)**

A second disadvantage is that the group discussion may be dominated by an individual or subgroup. Effectiveness can be reduced if one individual, such as the group leader, dominates the discussion by talking too much or being closed to other points of view. Some group leaders try to control the group and provide the major input. Such dominance can stifle other group members' willingness to participate in the process and could cause decision alternatives to be ignored or overlooked. All group members need to be encouraged and permitted to contribute. **(4)**

Another disadvantage of group decision making is that members may be less concerned with the group's goals than with their own personal goals. They may become so much involved in trying to win an argument that they forget about group performance. On the other hand, a group may try too hard to reach a consensus and consequently may not make optimal decisions. Sometimes this results from the desire to maintain friendships and avoid disagreements. Often group put tremendous social pressure on individuals to conform to expected patterns of behavior. Especially when they are dealing with important and controversial issues, interacting groups may be prone to a phenomenon called "groupthink". **(5)**

Groupthink is an agreement-at-any-cost mentality that results in ineffective group decision making. It occurs when groups are too closely united, have highly directive leaders or have little hope that a better solution might be found than **the one** proposed by the leader or other influential group members. In such situations, decisions - often important ones - are made without consideration of alternative options, which ultimately leads to poor decision making or wrong decisions. **(6)**

Recent research indicates that groupthink may also result when group members have preconceived ideas about a problem should be solved. Under these conditions, the team may not examine a full range of decision alternatives, or it may avoid information that threatens the preconceived choice. **(7)**

## QUESTIONS

Choose the correct answer a, b, c, d.

- 1- In paragraph 1, the author states that groups frequently...
  - A. generate more options than individuals due to more experience or knowledge.
  - B. agree on the way that the problem should be solved
  - C. make recommendations instead of decisions
  - D. are chosen according to their members' leadership skills
  
- 2- According to paragraph 2, why do group decisions tend to be more successful?
  - A. when people are involved, there are more ideas from which to choose
  - B. people tend to accept the decisions more readily when they have been involved in them
  - C. implementing ideas is easier with a large number of people to help
  - D. people like to be participants in decisions which are sure to be successful
  
- 3- The word "**consequently**" in paragraph 3 cannot be replaced with...
  - A. Thus
  - B. For this reason
  - C. Nevertheless
  - D. As a result
  
- 4- According to paragraph 3, group discussion can be problematic because ...
  - A. individual decisions are always more effective
  - B. it takes more time for a group to reach a decision
  - C. it costs more to pay all of the group members
  - D. interaction among group members can be a problem
  
- 5- The word "**stifle**" in paragraph 4 is closest in meaning to...
  - A. alter
  - B. estimate
  - C. discourage
  - D. survive
  
- 6- What can be inferred about a group leader from paragraph 4?
  - A. Expectations for group behavior must be decided by the group leader
  - B. The purpose of the leader is mainly to remain silent and make no comments
  - C. A group leader should be the dominant member of the group
  - D. The purpose of the leader is to facilitate the participation and contribution of all group members
  
- 7- According to paragraph 5, how does the author explain "consensus" in a group?
  - A. A consensus may allow the group members to remain friends and avoid disagreements
  - B. A consensus may be the best way to encourage groupthink
  - C. The group makes a better decision by consensus finding
  - D. Reaching a consensus can help one member to reach a personal goal

8- The expression "**be prone to**" in paragraph 5 is closest in meaning to ...

- A. have a resemblance to
- B. be alternative to
- C. have a tendency to
- D. be similar to

9- "Agreement-at-any-cost" ultimately leads to ...

- A. debates among group members
- B. poor or wrong decision making
- C. better participation in the decision making process
- D. effective decisions

10- The phrase **the one** in paragraph 6 refers to ...

- A. solution
- B. information
- C. hope
- D. leader

11- According to paragraph 6, why are alternative solutions often rejected in groupthink?

- A. Group leaders often put pressure on the group
- B. Group leaders are not very creative
- C. Information is not made available
- D. The group is always right

12- Look at the four gaps **A...**, **B...**, **C...**, **D...** that show where the following sentence could be inserted in the passage.

**In fact, the traditional group is prone to a variety of difficulties.**

Where could this sentence best be added?

- A. **A...**
- B. **B...**
- C. **C...**
- D. **D...**

## READING TEXT II

### CAREER SUCCESS IN THE ARTS

John Prince, a famous dancer and choreographer, gives advice on how to succeed in a career in the arts.

I asked John how he got started and what requirements there are. "Well, to be a professional dancer it's useful to have had acting lessons or some background in drama. If you want to succeed in musical theatre you have to have a good singing voice as well. When you approach an agent you should take a portfolio with your CV, your statistics sheet and some good photos and reviews of past performances. You'll need dance clothes, ballet shoes, tap shoes, and even roller skates depending on what kind of show you are going to go for."

1 \_\_\_\_\_

"Of course, you need to be extremely fit if you want to be a professional dancer. I dance or move about for about six hours a day. There are great health benefits to being a dancer. I can eat a lot of pasta without gaining weight because dancing increases your metabolism so much."

2 \_\_\_\_\_

John has a very busy schedule in the next few months. He took time out to speak to me today from the making of a pop video to promote N-ergy's latest record. "I choreographed the dance routine for the boys and they only had 2 days in which to learn it! I am going to be working on a video for another well-known band - but that's top secret. Next month I'll be touring Spain in a production of a musical that was written by a friend of mine, Michaela Evans."

3 \_\_\_\_\_

As for the future, I've come to realise that I would never be content to be just a chorus dancer - I'm too much of an individual for that. Like all artists I'd love to become a household name by writing and choreographing my own musicals."

John was born in Jamaica to a Jamaican father and a Scottish mother but the family emigrated to England 20 years ago.

"I have a little sister I adore, who is also training to be a dancer." How does it feel to have someone else following in your footsteps?

4 \_\_\_\_\_

Has he much more to learn, I wondered. "I've spent an incredible amount of my life training to get where I am. I went to college for two years in England, I trained for six months in Paris and about eight months in America. But you never really stop training or learning your art."

5 \_\_\_\_\_

So, would you say it's been plain sailing? "I feel I've been lucky to a degree; many people hit problems breaking into the arts. It can be a vicious circle really. You can't become a member of Equity, which is the actors' and dancers' union, without good contracts and you can't get good contracts without being a member of Equity. My advice to people who want to get into the arts would be to go out into the world, and try everything else first."

6 \_\_\_\_\_

What has a dance career done for you as a person? "Thanks to dancing, I've visited and performed in 23 countries so far. This has opened my eyes to the world, and I've been able to understand issues like racism and inequality from a wider perspective."

Hopefully this has enabled me to become a better and more tolerant person as a result. "So all in all I'm really happy to be a dancer!"

**PART 1**

**Six sentences have been removed from the passage. Choose from the sentences A-G the one which fits each gap (1-6). There is one extra sentence which you do not need to use. (Each 2 pts.)**

**A** It's fine, but I try not to give out too much advice as it gets irritating!

**B** And if nothing you like comes out of it, then come back and be an actor or dancer.

**C** Without a strict daily timetable like this you find yourself wasting too much time.

**D** After that it's back to England to start a new term of dance classes.

**E** When it comes to coping with stress, I find that exercise helps me to cope with my problems, so I stay in good shape mentally as well.

**F** Like any profession where you're always travelling, you tend to acquire something new almost every day.

**G** Being fully equipped with all this stuff beforehand makes it easier when you go for auditions.

## USE OF ENGLISH (20pts)

**A. Cloze Test**

**For questions 1 – 5, read the text below and decide which answer (A, B, C, D) best fits each gap. (1pt. each)**

**Can you speak “Dog”?**

We think we understand dogs, but are often wrong about (1) ..... they are trying to “say”. Imagine being in a foreign country trying to speak to someone who (2) ..... understand your language. Dogs find (3) ..... in this exact situation, and there are many examples of misunderstandings.

If a dog is panting, we assume it’s hot. Of course, that may be true, but it could also mean the dog is stressed. (4) ..... yawning might indicate tiredness, it could (5) ..... signify other emotions. Dogs yawn (6) ..... a message of peace towards other dogs acting aggressively, in order to get them to change their behavior.

Humans think a dog wags its tail because it’s happy, but tail wags have different meanings, (7) ..... the position of the tail and type of wag. (8) ....., a tail held high and stiff while wagging in short movements a warning. A dog does this (9) ..... he thinks someone is trying to take his food, and may bite if the signal (10) ..... . So it can be important to understand “Dog”!

- |                    |                 |                |                |
|--------------------|-----------------|----------------|----------------|
| 1. a) which        | b) what         | c) how         | d) who         |
| 2. a) don't        | b) doesn't      | c) won't       | d) may not     |
| 3. a) you          | b) it           | c) that        | d) themselves  |
| 4. a) Although     | b) When         | c) Thus        | d) For         |
| 5. a) yet          | b) in fact      | c) definitely  | d) also        |
| 6. a) in           | b) for          | c) as          | d) with        |
| 7. a) depending on | b) according to | c) contrary to | d) due to      |
| 8. a) Probably     | b) For example  | c) Necessarily | d) In fact     |
| 9. a) than         | b) that         | c) if          | d) unless      |
| 10. a) ignored     | b) is ignored   | c) ignores     | d) is ignoring |

**B. Word Formation**

**Use the words in brackets to form a new word that fits into the gap. (1pt. each)**

**Dress Code**

UK companies have received **(1)** .....from **CRITIC**  
a business forum for what their report refers to as  
a rather narrow-minded attitude towards the dress  
code for office workers. This follows a case in  
which a male **(2)** .....working in the post room of a **EMPLOY**  
large company in the United Kingdom received a  
**(3)** ..... for wearing jeans to work. **SUSPEND**  
Whilst the report accepts that there is a need for  
people dealing with **(4)** ..... to look well dressed, **CUSTOM**  
it questions whether employees who work behind  
the scenes necessarily need to dress formally.  
The authors of the report made a **(5)** .....between **COMPARE**  
the UK and other European nations where  
employers seem **(6)** .....about the need for their **CONCERN**  
workers to wear smart clothes in the office.  
Their **(7)** ..... is based on research that claims **ARGUE**  
workers are far more **(8)** ..... when they have the **PRODUCT**  
**(9)**..... to dress in a way that they feel most **FREE**  
comfortable in.

**C. Paraphrasing**

**For questions 1 – 6, read the sentences and choose the answer that is closest in meaning to the original sentence (1pt. each)**

1. He never sings except when he's taking a shower in the morning.
  - A) It is very rare to hear him singing out of the shower in the morning.
  - B) He thinks that singing when you take a shower is a very common occurrence.
  - C) Whenever he goes into the bathroom for a shower, he starts to sing.
  - D) Unless he is taking a shower, in the morning, it is impossible to hear him singing.
  - E) In or out of the shower, at any time of day, he hardly ever sings.

2. It was only after she had overcome her shyness that she started to make some friends.
  - A) As her shyness gradually decreased, more people wanted to be friends with her.
  - B) Before becoming less shy, nobody had wanted to be friends with her.
  - C) She felt much more confident when she had a few friends.
  - D) Her ability to make friends helped her to overcome her shyness.
  - E) Until she overcame it, her shyness had prevented her from making friends with anyone.
  
3. Had the heating been turned down sooner, the office wouldn't be so incredibly hot now.
  - A) As soon as the heating was switched off, the office became far too cold for comfort.
  - B) Because it was surprisingly hot, the heating was quickly turned down in the office.
  - C) As the temperature of the heating system wasn't lowered in time, the office is now extremely hot.
  - D) We only began to feel warm in the office after the new heating system was installed.
  - E) It was difficult to believe that the office could be so warm without any central heating.
  
4. Scarcely had he returned from abroad, when he had to go on another extended business trip.
  - A) His business trip abroad was extended because people like him were scarce.
  - B) Business abroad was so good that he could scarcely finish everything on one trip.
  - C) After returning from abroad, he had hardly any work to do until he went on another business trip.
  - D) Since business was scarce, his time abroad could not be extended.
  - E) As soon as he got back, business took him overseas again for a long time.
  
5. She never eats cake except when she celebrates her birthday.
  - A) Until her birthday, she will never taste even a small piece of cake.
  - B) At last, on her last birthday, she tried a piece of her birthday cake.
  - C) Although she celebrates her birthday every year, she never eats any of her birthday cake.
  - D) The only occasion on which she eats cake is on her own birthday.
  - E) She has decided that, for the first time in her life, she will try eating cake on her birthday.
  
6. Taking photographs inside the museum is strictly forbidden.
  - A) There are no photographs showing what the museum looks like inside.
  - B) It's not advisable to try to bring a camera into the museum.
  - C) No one has ever taken a photo inside the museum.
  - D) People are not allowed to photograph the interior of the museum.
  - E) We were only able to take photos of the museum's exterior.

**SECTION 3**

**Listening Score: \_\_\_/15**

**LISTENING (25pts)**

**PART 1**

*You will hear an interview with Anita Perry and her son Darren, who is trying to be a clown in the circus. Write T (True) or F (False). (1pt. each)*

1. Anita suggests that Darren's fascinations with clowns came as something of a surprise to her. \_\_\_\_\_
2. Darren's family first considered circus work after his father lost his job. \_\_\_\_\_
3. When Darren said the family could join the circus, his father said they couldn't afford a caravan. \_\_\_\_\_
4. When his father wrote off to various circuses, Darren felt worried about whether they would like the work.  
\_\_\_\_\_
5. It was difficult living in a small space for Anita during the family's first period with a circus? \_\_\_\_\_
6. Darren wishes he could go to normal school lesson. \_\_\_\_\_
7. Anita sometimes wonders if it was a mistake.

**PART 2**

*You will hear people talking in eight different situations. For questions 1 – 8, choose the best answer (A, B or C). (1pt. each)*

1. You hear two friends talking about a newspaper article about a dog. What do they agree about the article?
  - A. It's amusing.
  - B. It's fairly pointless.
  - C. It's an unusual topic.
2. You hear a voicemail message a woman has left on your phone. Why is she calling?
  - A. to describe a special offer
  - B. to explain a new phone contract
  - C. to clarify some confusing information
3. You overhear a couple talking at a bus station. How does the woman feel?
  - A. angry about a social situation
  - B. suspicious of a group of people
  - C. anxious about the time of the bus
4. You hear part of a radio programme. What is the focus of the programme?
  - A. vital environmental issues
  - B. using different types of energy
  - C. increasing people's awareness

5. You hear two friends talking about a football match. How does the girl feel about it?
- A. angry about some things that happened on the pitch
  - B. upset that she couldn't play herself
  - C. disappointed that her team lost the match
6. You hear two students talking about a history lesson. What do they agree about?
- A. It was good to find out about the past.
  - B. It was better than they'd expected.
  - C. It was too complicated to understand easily.
7. You hear two friends talking about shopping for clothes. What do they agree about?
- A. There are good copies of fashionable clothes.
  - B. It's best to buy top quality clothes.
  - C. Trendy clothes cost too much money.
8. You overhear a man leaving a voicemail message. What is he doing?
- A. changing an existing arrangement
  - B. warning about a potential problem
  - C. recommending a place to eat

#### SECTION 4

Writing Score: \_\_\_ /25

#### WRITING (25pts)

Time: 45 min. – Writing

**Choose one of the topics below and write an essay! Use at least 300 words.**

*Write about*

- A. What are the causes and/or effects of crime in a large city?*
- B. "Online communication distorts relations". Support your opinion.*
- C. What are the advantages and disadvantages of working with husband or wife in a workplace?*

#### SECTION 5

Speaking Score: \_\_\_ /20

#### SPEAKING (20pts)

Time: 15 min. – Speaking

*- In the first part (Question-Answer), examinees answer interview questions. In the second part (Mini Presentation), examinees are supposed to talk about a given topic for at least 2 minutes. -*