



ÇANKAYA UNIVERSITY  
ENGLISH PREPARATORY UNIT

# SAMPLE

## CUPS PROFICIENCY EXAM

**DURATION: 135 minutes**

Name-Surname:	Exam Room:	Student Number:

*I understand that if I fail to comply with the exam rules or take any prohibited actions, my test results will be invalid and I will be prosecuted.*

*I hereby confirm that I have correctly and accurately filled in all the information regarding my name, surname, student ID number, class and (if applicable) exam type correctly on the exam documents.*

*Sınav başlangıcında yapılan uyarıları ve anlatılan kuralları; bu kurallara uymamam halinde sınavımın geçersiz sayılacağını ve gerekli işlemlerin yapılacağını anladım.*

*Adımı, soyadımı, öğrenci numaramı ve (geçerli ise) kitapçık türünü sınav belgelerine doğru yazdığımı onaylıyorum.*

**SIGNATURE / İMZA:** \_\_\_\_\_

This test contains **LISTENING, READING, USE OF LANGUAGE** and **WRITING** tests that measure various academic language skills.

The **LISTENING TEST** is a 15-question test (Questions 1-15) that measures your listening comprehension. You will be asked to listen to a lecture and a conversation and answer the questions that show your understanding of:

1. what is directly stated; and
2. what is indirectly stated.

The **READING TEST** is a 20-question test (Questions 16-33) that measures your reading comprehension. You will be asked to read two texts ( $\pm 700$  words) and answer the questions that show your understanding of:

3. what is directly stated; and
4. statements with implied meanings.

The **USE OF LANGUAGE TEST** is a 10-question test (Questions 34-43) that measures your grammar and vocabulary.

The **WRITING TEST** is an essay writing test that consists of one task and measures your writing skills.

5. You are asked to write an essay on a given topic.

1. Mark only one answer to each question. DO NOT mark your answers on the test booklet. Only responses marked on your optical forms will be scored.
2. Your scores on the listening, reading, use of language tests will be based only on the number of questions you answer correctly.

## PART I: LISTENING (20 PTS.)

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**LISTENING 1 – Lecture Outline:** Listen to a lecture and take notes. You have **2 minutes** to check the outline. You will listen to the lecture **once**. [Click here to listen to the lecture!](#)

Topic of the lecture: \_\_\_\_\_

Definition: \_\_\_\_\_

The Components of the ABC model:

1. \_\_\_\_\_:

2. \_\_\_\_\_:

3. \_\_\_\_\_:

Sources:

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

The main goal is \_\_\_\_\_

Two types of attitude functions identified by Daniel Katz:

1. \_\_\_\_\_

Examples & Details: \_\_\_\_\_

2. \_\_\_\_\_

Examples & Details: \_\_\_\_\_

Assignment for the next lesson: \_\_\_\_\_

**LISTENING 1 – Lecture: Answer the following questions according to the outline you have filled in. You have 10 minutes to answer the questions below.**

**1. What is the lecture mainly about?**

- a) Various kinds of consumers and how to design shops to attract them
- b) Consumer attitude and its effects on consumers
- c) Different models to analyze the effects of advertising on consumers
- d) Scientific research on the attitude functions in consumers

**2. Which one of the following **CANNOT** be in the ABC model?**

- a) Creativity
- b) Reason
- c) Emotions
- d) Knowledge

**3. Which one of the following is **NOT** a component of the ABC model?**

- a) The affective component
- b) The behavior component
- c) The advertising component
- d) The cognitive component

**4. According to the professor, which is the most common source of information for consumers today?**

- a) Magazines
- b) Hearing from people
- c) Advertising
- d) Billboards everywhere

**5. What is the main goal of advertising products?**

- a) To create a pleasant feeling about the product for the customers
- b) To use components of the model to show the practical use of the product
- c) To develop better advertisement techniques to inform consumers
- d) To make the consumer actually purchase the product in the end

**6. What is the purpose in the value-expressive function for consumers?**

- a) To impress other people and get a positive opinion about yourself from them
- b) To find products at a really reasonable price to keep a balanced budget
- c) To purchase only good quality products despite their high cost to create a cool image
- d) Not to buy low quality products to avoid seeming unpopular, unsophisticated and boring

**7. What is the main focus of the ego-defensive function?**

- a) Safety
- b) Cost
- c) Quality
- d) Function

**8. What is the assignment for the next lesson?**

- a) To bring some example advertisements showing consumer attitude and behavior
- b) To do some pre-reading to get ready for a discussion in the following lesson
- c) To do some research on other theories of consumer attitude and behavior
- d) To analyze some examples of real advertisements and get ready for a class discussion

**LISTENING 2 – Conversation:** Listen to an interview and answer the questions below. You have **2 minutes** to read the questions. You will listen **once**. You will have **2 minutes** to check your answers. [Click here to listen to the conversation.](#)

**9. Why does the professor call Joanna to his office?**

- a) To give her feedback about one of her assignments
- b) To inform her about the objectives and evaluation of the course
- c) To tell her the requirements to be a participant in his course
- d) To give her information about a submission date for an assignment

**10. Why does Joanna want to hand in her assignment a week late?**

- a) She hasn't been able to find enough sources for her assignment yet.
- b) She has some other assignments to submit.
- c) She is planning to spend some time with her family.
- d) She wants to join some other courses at the same time.

**11. The professor expects all of the following from students for homework EXCEPT FOR \_\_\_\_\_.**

- a) sufficient word number
- b) a typed paper
- c) a list of sources
- d) a presentation

**12. What is the main function of a student's electronic identification card?**

- a) To make it possible for students to borrow books and use library resources
- b) To show the card to security guards of the university at the entrance
- c) To inform parents about students' activities and grades at the university
- d) To keep track of students' entrance and exit times to classes or to school

**13. All of the following are benefits of electronic cards EXCEPT FOR \_\_\_\_\_.**

- a) various daily activities
- b) contribution to success
- c) less work for teachers
- d) improved attendance

**14. Which one of the following is TRUE about Joanna?**

- a) She is not a responsible and punctual student in her academic life.
- b) She has been a student at this university for a long time.
- c) She thinks her life isn't much different from her life in her country.
- d) She sometimes feels confused as she is a new student at the university

**15. What is the general attitude of the professor towards Joanna?**

- a) Uncaring
- b) Supportive
- c) Flexible
- d) Discouraging

## PART II: READING (20 PTS.)

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### READING 1 – Read the text and answer the following questions.

1 From the clothes and sunglasses you wear to computer hard drives and even cleaning products, nanotechnology plays a big part in the manufacture of many familiar products. Today, it is an inescapable part of modern everyday life. However, we have begun to easily **harness** the unique properties of nano-scale materials only over the past 20 years, while nature has been using nano- “technology” since the beginning of time to prevent infections, resist water, create colours, and climb vertical surfaces. Inspired by nature’s advances, scientists and engineers are generating biomimetic applications for nanotechnology in today’s world. “Nature is all about nanoscale structures. It starts with the cell. Biology plays around with the molecular scale all the time, and it’s the level at which all biological reactions occur,” explains Julian Vincent, a former biologist and now professor of mechanical engineering at the University of Bath.

2 Mimicking nature’s nanotech is becoming big business. The idea from butterfly colours are a prime example of how nanotechnology is inspired by nature to make better products. The spectacular colours of butterfly wings are not the product of colouring, but of complicated nanostructures which exhibit very high reflectivity in the range of visible light. As a result, white sunlight hits the wing, but only certain colours of visible light are bounced back. Scientists and engineers can control colour and reflectivity by manipulating the structure of matter at this nano-scale. They can adjust specific structural parameters like shape, size and organization. Surfaces that are enhanced with optical nanotechnology can appear bright without the traditional chemical colouring. There is even the potential to use optical nanotechnologies to bend light around an object to make it appear invisible! This would be useful in many scenarios, including eliminating blind spots from cars, increasing secrecy for military personnel, and for surgical purposes.

3 The power of the anti-bacterial feature of sharks is another very striking example of nanotechnology found in nature. Sharks have been swimming in the oceans for millions of years without the problematic growth of any bacteria on the surface of their skin because the nano-scale patterns on the shark’s skin prevent **this**. Bacteria tend to settle on surfaces and ultimately establish colonies and biofilms. It is easier to colonize a smooth surface rather than a rough one. Surfaces that prevent the growth of bacteria and organisms under the water are known as anti-dirt. In the past, anti-dirt techniques primarily involved covering surfaces with chemicals that can be toxic and very harmful to humans and the environment. To avoid these problems, scientists and engineers have begun to integrate a new anti-bacterial nano-scale pattern from sharks onto high-traffic surfaces. For instance, Sharklet Technologies Inc. has incorporated this pattern into rough surfaces such as railings and door handles in airports and hospitals and also into medical equipment to reduce bacterial colonization.

4 Plants, too, are big exploiters of natural nanotech and scientists are making use of this natural nanotechnology successfully. For instance, the leaves of the lotus flower exhibit extremely water-resistant properties due to the micro- and nano-structures on the leaf surface. This is the **underpinning** of self-cleaning windows. This idea has been applied to sealing windshields, waterproofing phones, protecting fabrics, wood and other surfaces to avoid dirt, dust and car exhaust particles.

5 Whether in your office, home or while sunning yourself on holiday, it is impossible not to encounter technology-based applications of the very small. Many technologies in the modern world rely on nanostructures, often inspired by evolution in the natural world. But there is much potential left to explore. “The overlap between the way nature solves these problems and the way we do, using technical solutions, is only 10 to 20%,” former biologist Vincent explains. “I’d like to see a world where we can truly use the tried and tested methods nature has employed,” he says. The field of nanotechnology is still in its initial stages, but if we follow nature’s lead, nanotechnology and bio-mimicry have great potential to improve our society in many ways.

**16. What is the text mainly about?**

- a) The history and the gradual development of nanotechnology
- b) The examples of how nanotechnology makes use of nature's nanoscale structures
- c) How successful nanotechnology is in solving problems in the nature
- d) How much the human life is surrounded by the adverse effects of nanotechnology

**17. Which one of the following statements is **TRUE** according to paragraph1?**

- a) People have exploited the benefits of nature's nanoscale materials for millions of years.
- b) Nanotechnology is, in fact, not as common in today's modern life as it is thought to be.
- c) Nanotechnology gets the idea from the molecular scale studied in biology.
- d) Scientists cannot imitate nanoscale structures as they are rarely found in nature.

**18. Which one of the following can be concluded from PARAGRAPH 2?**

- a) Making use of nanostructures on butterfly wings helps to improve chemical coloring.
- b) Traditional chemical coloring is better at solving problems related to vehicles, army and surgeries.
- c) Theoretically, there is no possibility of making things invisible even with the use of nanotechnology.
- d) Butterfly wings are so amazing because all the light hitting them can be easily sent back.

**19. The traditional anti-dirt techniques \_\_\_\_\_.**

- a) helped to successfully sterilize railings and door handles without any disadvantages
- b) could successfully imitate the anti-bacterial feature of sharks
- c) worked really well to reduce bacteria gathering on rough surfaces
- d) were improved with the help of anti-bacterial nano-scale patterns on sharks

**20. Which one of the following statements can be inferred from the text?**

- a) There is little potential of nature left behind to be explored in advancing nanotechnology.
- b) Nanotechnology engineers are improved enough to make full potential of nature's nanotechnology.
- c) Plants are the best examples for scientists to copy the nature in advancing their technology.
- d) It is likely to see amazing developments in nanotechnology in various areas in the future.

**21. What does "harness" mean in paragraph 1?**

- a) defeat
- b) utilize
- c) oppose
- d) isolate

**22. What does "this" refer to in paragraph 3?**

- a) The anti-bacterial feature of sharks
- b) Problematic gathering of bacteria
- c) Reflection of nature on nanotechnology
- d) Sharks' swimming in the oceans

**23. What does "underpinning" mean in paragraph 4?**

- a) basis
- b) drawback
- c) precaution
- d) consumption

## READING 2 – Read the text and answer the following questions.

1 Adolescence is a challenging period in our lives. Teenagers on the edge of adulthood seem self-confident one minute and self-doubt the next. They are expected to make decisions that will **profoundly** affect the rest of their lives at a time when they seem particularly incapable of rationality—often throwing themselves headlong into dangerous or risky situations. So, what is the neurological explanation for this unpredictable behavior and does it present any advantages?

2 Perhaps the most often cited cause of stereotypical teenage behavior is the underdevelopment of the prefrontal cortex—the section of our brains that controls impulses and emotions, and makes rational decisions. The prefrontal cortex communicates with other sections of the brain through neuronal connections called synapses. During childhood, our brains create a series of synapses, and as we move into adolescence over half are systematically removed, while others are strengthened in order to make communication more efficient; a process known in neuroscience as “synaptic pruning.” During synaptic pruning, our brains operate a “use it or lose it” policy, keeping and strengthening connections between areas that are regularly engaged in some activities and clearing **those** that aren’t. If, for example you regularly engage the part of your brain associated with learning a foreign language, the synapses in this area will develop strong connections and will not be trimmed back. However, if this section is not effectively used, the synapses may well be eliminated. In fact, many researchers suggest that if we don’t develop a skill at this point in our lives, we’re unlikely to develop it at all. Brain imaging indicates that the process of synaptic pruning in adolescents begins at the back of the brain and systematically moves forward towards the frontal lobe, leaving pruning of the prefrontal cortex until last. As a result, teenagers are forced to do the majority of brain processing at the back of their brain, rather than in the prefrontal cortex which goes some way to explaining their seeming inability to evaluate risk and make logical decisions.

3 According to the results of recent research, synaptic pruning is not the only factor that distinguishes adolescent brains from their adult counterparts. In this research, a group used functional MRI (fMRI) scans to see blood flow through different regions of adolescent brains and the results showed that despite being underdeveloped, the prefrontal cortex is actually active during this period. However, the ability of teenagers to make rational decisions is dominated by the rush of dopamine hormone—the hormone which activates feelings of happiness—that occurs when they take risks. The adolescent brain is now **overridden** by dopamine and, essentially, this chemical reward is so great that teenagers actively seek out risk. Furthermore, the nucleus accumbens—the part of the brain that seeks pleasure and reward—is reasonably well established in the teenage brain, and actually seems to directly compete with the prefrontal cortex in the decision-making process. Research conducted at Cornell University in New York, measured brain activity in subjects that were rewarded for performing small tasks. When given a small reward, teenagers reacted as if they had been given no reward at all. Again, this seems to go along with the notion that teenage brains highly tend to be spontaneous. Neurologically, they are capable of both effective decision-making and self-control, yet at times the urge to seek out risk or reward emerges, surpassing their rationality.

4 Overall, the teenage brain is, in many ways, not different to its adult counterpart. However, synaptic pruning, regular rushes of dopamine, and the competition between the prefrontal cortex and the brain’s reward center all affect the ability of teenagers to make clear, rational decisions. Yet, perhaps this temptation for risk-taking should be seen as beneficial as **it** is undoubtedly one of the factors that drives adolescents to leave home, search for a partner, or seek out the kind of new experiences that might shape their careers. Having said that, it could also be argued that as the brain is still in development during this period, key decisions should be delayed until later life—when we are better able to balance risk and logical decision-making more effectively. Given that the desire to seek out risk and short-term rewards is so strong; this is perhaps not the best time to make decisions that will touch the rest of our lives.

24. It can be concluded from paragraph 1 that adolescence is a time when teenagers \_\_\_\_.

- a) seem to show inconsistent behaviors
- b) need to be observed by their parents
- c) are capable of taking accurate decisions
- d) see risky situations as a part of growing up

25. Synaptic pruning \_\_\_\_\_.

- a) is a term used in neuroscience to describe how teenagers learn new skills in life
- b) does not begin immediately in all adolescences as their prefrontal cortex is not fully developed
- c) is a process in which the brain erases the inactive synapses and keeps the most used ones
- d) does not stop after the adolescence since the brain has sections that are not fully used

26. According to paragraph 2, which one of the following is **NOT CORRECT** about prefrontal cortex?

- a) Researchers often mention that the prefrontal cortex of a teenager is not mature enough.
- b) The prefrontal cortex of a human brain is responsible for reasoning and controlling feelings.
- c) The prefrontal cortex mainly serves the human brain by producing synapses for communication.
- d) The unpredictable behaviors of the teenagers result from their prefrontal cortex.

27. Which one of the following is **NOT** mentioned as a difference between adolescence brain and adult brain?

- a) synaptic pruning
- b) the dopamine hormone
- c) the reward center of the brain
- d) the blood flow of the brain

28. Which one of the following can be the best heading for paragraph 4?

- a) the similarities between the teenage brain and the adult brain
- b) a suggestion for postponing to make significant decisions
- c) understanding the factors affecting the behaviors of adolescences
- d) an inquiry into the teenagers' risk-taking behaviors

29. Where can the following sentence be placed in the paragraph below (from PARAGRAPH 3)?

*In adolescents, the reward center reacted far more strongly when given a medium or large reward than in both adults and young children.*

Furthermore, the nucleus accumbens—the part of the brain that seeks pleasure and reward—is reasonably well established in the teenage brain, and actually seems to directly compete with the prefrontal cortex in the decision-making process. **[A]** Research conducted at Cornell University in New York, measured brain activity in subjects that were rewarded for performing small tasks. **[B]** When given a small reward, teenagers reacted as if they had been given no reward at all. **[C]** Again, this seems to go along with the notion that teenage brains highly tend to be spontaneous. **[D]** Neurologically, they are capable of both effective decision-making and self-control, yet at times the urge to seek out risk or reward emerges, surpassing their rationality.

- a) [A]
- b) [B]
- c) [C]
- d) [D]

30. What does “**profoundly**” mean in PARAGRAPH 1?

- a) deeply
- b) relatively
- c) adequately
- d) reasonably

31. What does “**those**” refer to in PARAGRAPH 2?

- a) brains
- b) activities
- c) areas
- d) connections

32. What does “**overridden**” mean in PARAGRAPH 3?

- a) ended
- b) controlled
- c) adopted
- d) integrated

33. What does “**it**” refer to in PARAGRAPH 4?

- a) pruning
- b) dopamine
- c) competition
- d) temptation

### PART III: USE OF LANGUAGE (20 PTS.)

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A. Select the **correct** option to complete the sentences. (4 × 2 pts. = 8 pts.)

34. It is definitely clear that extreme weather conditions \_\_\_\_\_.

- a) are a direct result of rising global temperatures
- b) experienced all around the world these days
- c) make people optimistic about the future
- d) posing a threat for the future of humanity

35. \_\_\_\_\_, it has always been difficult to convince people to obey some rules.

- a) Even though it is easier to break the rules
- b) Because people know the necessity of the laws
- c) Although their necessity is expressed regularly
- d) What should be done is always obvious

36. \_\_\_\_\_ will fundamentally change medicine and healthcare.

- a) Modern technology may create groundbreaking opportunities
- b) If health workers have struggled in difficult conditions
- c) Using artificial intelligence for early detection of illnesses
- d) To reach better results in curing infected people

37. Thousands of people from many different countries were excited about the concert \_\_\_\_\_.

- a) that the musicians played songs and danced with the audience
- b) during which the band would introduce their new album
- c) on which the tourists have the chance to see the world famous DJ
- d) which may be risky to attend under the circumstances of a pandemic

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**B. Select the option that is closest in meaning to the sentence given.**

**(3 × 2 pts. = 6 pts.)**

**38. Previous research has offered debatable evidence that Ganymede, the largest moon in the solar system, contains more water than Earth's oceans.**

- a) In the former studies, because researchers showed definite proof that Ganymede is the largest moon in the solar system, it has more water than the Earth's oceans.
- b) There are uncertain indications in former studies about whether Ganymede, the largest moon in the solar system, has more water than Earth's oceans.
- c) Researchers could never find any evidence that Ganymede, the largest moon in the solar system, has more water than Earth's oceans.
- d) The fact that Ganymede is the largest moon in the solar system ensures it has more water than Earth's oceans has already been proved by researchers.

**39. It has long been believed that advancing age leads to declines in our mental capabilities.**

- a) People have always thought that getting older causes some negative effects on the capacity of the brain.
- b) Some of the people's mental abilities are thought to be disappeared completely as they get older and older.
- c) It is only a belief that some people lose their mental capabilities temporarily as they grow older and older.
- d) It is a definite fact that younger people have better mental capabilities than the people who are getting older.

**40. Some people feel that the newspaper industry is on the brink of complete collapse, and that within ten years, we are sure to get our entire news diet from the Internet and television.**

- a) According to some commentators, our main source of all news will be the Internet and television in ten years as the newspaper industry is about to come to an end.
- b) We are sure that we can follow the news about diet on the Internet and television because the newspaper industry is in danger of collapse.
- c) In ten years, the Internet and television are going to lose popularity to newspaper in offering news to the society as some people feel.
- d) We can certainly get our news from the Internet and television as well as we get them with the help of newspaper industry.

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C. Put the sentences in each question into the **correct order** to make meaningful paragraphs. (3 × 2 pts. = 6 pts.)

41.

- I. After all these, you can start your development process.
- II. Whether you want to lose weight, get better at painting or go to school to get the degree you always wanted, you need to set a goal.
- III. Making a plan gives you a head start and a path to your goal, whether you apply for financial aid to the school of your choice or sign up for exercise classes.
- IV. Once a goal is set, plan what you need to do to get there.

- a) II-IV-III-I                      b) III-IV-II-I                      c) II-III-IV-I                      d) III-II-IV-I

42.

- I. The first step to overcoming insecurity is to identify the thought or belief that is causing it.
- II. Although it is a normal feeling that everyone experiences, sometimes insecurities can get out of hand without you realizing it.
- III. Everyone has experienced the feeling of insecurity about something or another at some point in life.
- IV. Fortunately, it is possible to learn how to overcome insecurity.

- a) I-III-II-IV                      b) II-III-IV-I                      c) III-II-IV-I                      d) IV-I-III-II

43.

- I. When people move from one city or country to another, the spread of diseases may result.
- II. If a germ is completely new to a region, people who already live there have no natural protection against it.
- III. As a result, the germ may cause people to become ill more easily, die more often, and bring about an epidemic.
- IV. People often bring in germs which can spread quickly and cause previously unknown diseases there.

- a) II-I-III-IV                      b) II-IV-III-I                      c) I-II-III-IV                      d) I-IV-II-III

## PART IV: WRITING (20 pts.)

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Choose ONE of the topics below and write an ESSAY of around 400 words. Give details and examples to support your ideas.

- Developed countries have become insensitive towards the problems of developing countries.
- Using technology is/isn't beneficial in learning a foreign language.

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## PART V: SPEAKING (20 PTS.)

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In this speaking exam, there are **two** parts.

1. In the first part you are asked some personal questions as a warm-up part. (1-2 min.)
2. In the second part you are asked questions about your opinion on a specific topic and you are expected to give enough details. (2-3 min.)

Sample Questions:

- Do you think technology is important for education? Why / Why not?
- What do you think are the possible effects of nanotechnology on our health?

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## ANSWER KEY

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1. b	16. b	31. d
2. a	17. c	32. b
3. c	18. a	33. d
4. c	19. d	34. a
5. d	20. d	35. c
6. a	21. b	36. c
7. a	22. b	37. b
8. b	23. a	38. b
9. d	24. a	39. a
10. c	25. c	40. a
11. d	26. c	41. a
12. d	27. d	42. c
13. a	28. b	43. d
14. d	29. b	
15. b	30. a	

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