臺灣於酒股份有限公司111年從業職員及從業評價職位人員甄試試題

## 甄試類別【代碼】：從業評價職位人員／營業（北二區）【U5246】

## 專業科目1：行銷英文

$*$ 入場通知書編號
注意：（1）作答前先榆查答案卡，測騟入場通知書编號，座位標簂，應試科目是否相符，如有不同應立即請監試人員處理。使用非本人答案卡作答者，該節不予計分。
（2）本試卷一張雙面，四選一單選選擇題共 50 題，每題 2 分，共 100 分。限用 $2 B$ 鉛筆在「答案卡上作答，請選出一個正確或最適當答案，答錯不倒扣；以複選作答或未作答者，該题不予計分。 （3）請勿於答案卡書寫應考人姓名，入場通知書編號或興答案無關之任何文字或符號。
（4）本項測验僅得使用簡易型電子計算器（不具任何財務函數，工程函數，储存程式，文數字编輯，内建程式，外接插卡，揖（錄）影音，資料傳輸，通訊或類似功能），且不得發出聲響。應考人如有下列情事扣該節成績 10 分，如再犯者該節不予計分。1．電子計算器發出聲響，經制止仍執意續犯者。2．將不符規定之電子計算器置於桌面或使用，經制止仍執意續犯者。

## （5）答案卡務必缴回，未缴回者該節以零分計算。

## 一，字彙【請依照句子前後文意，選出最適當的答案】

【2】1．Do you have this yellow sweater in small？The medium one seems too $\qquad$ on me
（1）tight
（2）loose
（3）bright
（4）smooth

【3】2．Sorry，madam，this satchel bag in blue is out of＿＿＿＿right now，but we can place an order for you
（1）luck
（3）stock
（4）breath

【2】 3．I like this purple belt，but it doesn＇t＿＿＿any of my pants or skirts．I don＇t think I should buy it．
（1）assist
（2）match
（3）prove
（4）reflect

【3】4．The smartphone is on sale and costs only NT $\$ 5,000$ ，plus another 20 percent off for members．It＇s a real $\qquad$
（2）interest（3）bargain
（4）decrease
（1）custom
（2）details
（3）devices
（4）designs
（1）debts

【4】 6 ．Lucas has really good taste in clothing．Whatever he wears，he always looks $\qquad$
（1）urgent（2）curious（3）grateful（4）attractive
【4】7．If you are looking for shoes to wear to the office，I $\qquad$ this brand．They are comfortable and just look gorgeous
（1）compose
（2）entertain
（3）strengthen
（4）recommend

【4】 8 ．NT $\$ 4,000$ seems a little expensive for a denim jacket．I don＇t think the price is $\qquad$
（1）capable
（2）valuable
（3）noticeable
（4）reasonable

【3】9．As most people buy music online，many record stores are closed．It is our＿＿＿＿customers that help us survive
（1）proper
（2）natural
（3）regular
（4）healthy

【2】10．If you want to claim a tax＿＿＿，the products must be unopened until you leave the country．
（1）repair
（2）refund
（3）release
（4）reunion

【1】11．Our＂Buy one，get one free＂strategy is quite＿＿＿as our sales have increased greatly in these days． （1）effective（2）negative（3）delicious（4）confusing
【4】12．The coupon is going to＿＿＿at the end of this week．I think I＇d better use it now before it can＇t be used．
（1）fail

## （2）crash

（3）return
（4）expire

【3】13．To shop tax－free，the＿＿＿charge is $£ 40$ ．Your total comes to $£ 35$ and it’s just not enough．
（1）minor
（2）major
（3）minimum
（4）maximum

【4】14．My elder sister loves to＿＿＿me to make me laugh．
（1）trickle（2）pickle（3）tackle
（4）tickle
【2】 15．The money will be used to＿＿＿the museums and galleries so as to upgrade these places．

## （1）enact

（2）endow
（3）enliven
（4）engage

二，文法測驗【請在下列各題中選出最適當的答案】
2】16．A：Can I help you？B：No，thanks．We are just around．
（4）have looked

4】17．I can＇t stand the bad service anymore．The customer service keeps me＿＿＿all the time！ （1）wait（2）waited（3）to wait
【3】18．This table is too close to the smoking section．Can you find us （4）waiting table？
$\qquad$
【3】19．You can get a second one＿＿＿an extra 10 dollars．Do you want to get two？
（1）in
（2）on
（3）for
（4）ove
【2】20．I always＿＿＿the cashier to print my receipt so that I can keep track of bills．
（3）have

【3】 21．Credit cards are a great convenience that must＿＿＿with caution．The card is a loan from the bank，not free money． （1）use（2）to use（3）be used（4）be using
【2】 22. There are some over－the－counter medicines＿＿＿can help with the symptoms of a cold．
（1）they
（2）which $\qquad$ （4）in which

【1】23．As many outlet stores don＇t accept returns，＿＿＿is important to think things through before making purchases．
（1）it（2）that（3）there（4）what
【2】 24．You will receive a confirmation email＿＿＿your order is shipped
（1）until
（2）once
（3）then
（4）unless

【4】 25 ．You should be careful．＿＿＿the boss saw you shopping online during company time？Would it be worth your job？
（1）As if
（2）If only
（3）Even if
（4）What if

【2】 26 ．We offer a discount on large orders．The more you order $\qquad$ count
（1）the discount is higher
（2）the higher the discount
（3）the discount the highest
（4）the highest is the discount
【1】 27 ．This day－to－day conflict management （3）which（4）it （1）what
（4）it
【1】 28 ．I favor Thai food $\qquad$
（3）to （4）against
2】 29．My sister happens to dislike hiking．I，，go hiking with my friends almost every weekend （1）at the same time（2）on the other hand（3）in other words（4）in no case
【2】 30 $\qquad$
【2】 30 ． act is competitively priced，it should do very w
（4）To assume

## 三，克漏字測驗【請依照段落上下文意，選出最適當的答案】第一篇：

We are familiar with the idea that reusing or recycling the bags，boxes，and bottles from our shopping can help the environment． $\mathbf{3 1}$ ，is there a more eco－friendly way of doing things？Yes，and it is precycling． Precycling is the practice of avoiding waste before it＇s created．Before buying something，we should check how much packaging is included．We can also check if that packaging is made from recycled $\qquad$ ，or if the produc much packaging is includ
needs packaging at all．

The packaging－free store is one concrete example of precycling．Rather than $\mathbf{3 3}$ single－use packaging， these stores ask customers to bring their own reusable bags and containers when they shop there．Unpackaged．U is one such store，which sells cleaning products，dried fruits，honey，fair－trade spices，and organic food．The products there are sold 34 weight and most have no packaging．The concept is not only ecological but also economical．This is because customers buy only as much as they need $\mathbf{3 5}$ packages with set amounts．It appears that by supporting precycling，we can save both our money and our Earth．

| 【2】31．（1）Besides | （2）Yet | （3）Thus | （4）Firstly |
| :--- | :--- | :--- | :--- |
| 【1】32．（1）materials | （2）policies | （3）factories | （4）machines |
| 【4】33．（1）predicting | （2）planting | （3）preventing | （4）providing |
| 【3】34．（1）in | （2）from | （3）by | （4）at |
| 【2】35．（1）thanks to | （2）instead of | （3）in case of | （4）in addition to |

## 第二篇：

Food Truck is a large vehicle equipped to cook and sell food．Some，including ice cream trucks，sell frozen or prepackaged food；others have on－board kitchens and prepare food $\mathbf{3 6}$ ．While hamburgers，French fries and other regional fast food fare are common，gourmet cuisine and a variety of $\mathbf{3 7}$ and ethnic menus have become increasingly popular in recent years

From a business perspective，food trucks are practical because of their mobility．That is，the kitchen can travel to $\mathbf{3 8}$ the crowds are．Food trucks typically schedule visits to different neighborhoods on different days to build up a customer base across their city．Many people hoping to open a restaurant will first invest in a food truck since the initial costs are much lower than $\mathbf{3 9}$ of buying or leasing a storefront property．If you happen to come across one on your way，why not stop and give your $\quad \mathbf{4 0}$ to this thriving business？If lucky enough，you may get to buy a Michelin－starred dish at a friendly price！

| 11】 $36 .(1)$ from scratch | （2）into action | （3）at bay | （4）by chance |
| :--- | :--- | :--- | :--- |
| 【2） 37. （1）spectators | （2）specialties | （3）specialists | （4）species |
| 4） $38 .(1)$ what | （2）which | （3）how | （4）where |
| 【3） $39 .(1)$ it | （2）this | （3）those | （4）these |
| 【3】 $40 .(1)$ opinion | （2）benefit | （3）support | （4）vote |

## 四，閲讀測驗【請依照段落上下文意，選出最適當的答案】

## 第一篇：

## The Wonderful World of Candy

## Since 1997

Want to send someone a sweet treat？Do you plan for a birthday party，a wedding，or a special celebration coming up？Or do you just want to give something sweet to a special someone？Let Candy Kitchen help you with your needs．Since 1997，Candy Kitchen has been making salt water taffy，creamy fudge and delicious hand－dipped chocolates the old－fashioned way．We are a family owned and operated business that prides itself on using only the freshest，quality ingredients and time honored recipes．We also create our own packaging out of brightly colored paper，ribbons，boxes，and bags．Contact us and tell us what kind of candy you want，the number of people，the occasion，and when you want your order to be delivered．For large orders over ten people，please let us know a week beforehand and we will give a $10 \%$ discount on such early order．

| TO | Candy Kitchen |
| :--- | :--- |
| FROM | Teresa Tsai |
| SUBJECT | Candy for Teacher Appreciation Party |
| DATE | June 6 |
| Dear |  |

Dear Candy Kitchen，
I＇ve found your advertisement on the Let＇s Party website，and I am interested in placing an order with you．I am a student organizing a Teacher Appreciation Banquet for my graduating class this Saturday（6／11），and we want to provide some special candy for all the teachers as a token of appreciation of their help．There are twelve teachers in total，and we prefer several kinds of candies，including chocolate and creamy fudge．We would like them in bags with ribbons，and it would be great if they come along with Teacher Thank You cards． We would like them delivered the day before the banquet．Can you tell me how long I would need to keep the candy in the refrigerator so they stay fresh and delicious？My last question involves price．Your advertisement gives no information about cost，or if I can use LINE pay．If you can give me that information，I would appreciate it．
I look forward to hearing from you soon．
Teresa Tsai
【1】41．Which of the following is true about Candy Kitchen？
（1）It is a family run business．
（2）It has a history of over thirty years．
（3）It uses both fresh and preserved fruits．
（4）It encourages purchases without packaging
【3】 42．Which of the following is NOT available in Candy Kitchen？
（1）Water taffy．
（2）Cream fudge
（3）Cakey brownies．
（4）Handmade chocolate

【1】43．Who does Teresa Tsai order the candy gifts for？
（1）The teachers of her class．
（2）The graduates in her school．
（3）Whoever comes to the party．（4）Whoever helps her at school．
【4】 44．What can be true about Teresa Tsai＇s order？
（1）She orders a single product from Candy Kitchen．
（2）The candies should be sent on the day of the party．
（3）She can get a discount as she orders more than ten．
（4）She＇d like to have a card in each bag of the candies．
【3】45．Why does Teresa Tsai ask about the pricing？
（1）Because she may not have enough money．
（2）Because she can only pay with her LINE points．
（3）Because it is not mentioned in the advertisement
（4）Because she finds different prices on the website and in the ad．

## 第二篇：

Several years ago，managers of the American store Walmart discovered some surprising information from their sales records．They found that when customers bought diapers，they often bought beer at the same time．This was because American housewives with newborn babies often called their husbands at work and had them buy diapers；they often picked up some beer as well．After discovering this，Walmart rearranged its stores．It placed diapers and beer closer together．Soon afterward，sales of both items began to increase．

This is just one successful example of how stores improve sales by analyzing consumer behavior．They study their computerized inventory records to find out what products people buy most often or when they buy certain products．Sales records can also be used in conjunction with other types of research，such as market surveys or psychological studies．For instance，many stores take psychology into consideration when they decide where to place special sale items．The best location is often near the middle or rear of the store，rather than right up in front． This way，as customers look for the sale item，they will have to pass by many other products，some of which will end up in their carts．

Psychologists have also found that customers buy more when they hear certain types of music in a store．In addition，they know that customers tend to make last－minute decisions just before they pay for their purchases． This is why stores place small，inexpensive items such as candy or batteries close to the cash register．Magazines are also frequently placed in the same place；as waiting to pay，people may flip through a magazine and then decide to buy it．

Studies of consumer behavior can be expensive and time－consuming．It is only large department stores or chain stores that can afford them．But even small shops can benefit if they simply pay attention to the buying habits of their customers．And，of course，customers can also benefit if they understand their own buying behavior．With the knowledge，they can avoid spending more than they originally plan to．

【4】46．What is the subject matter of this passage？
（1）The latest fashion．
（2）Grocery shopping
（3）Psychology studies
（4）Consumer behavior
【3】 47．How does the writer introduce the topic in the first paragraph？
（1）By telling an impossible story．
（2）By correcting a misconception．
（3）By presenting an interesting finding．
【1】 48．Which of the following is NOT mentioned as a way stores use to improve sales？
（1）Giving free samples．
（2）Studying psychology
（3）Analyzing sales records．
（4）Conducting market surveys．
【3】 49 ．Where is a store suggested to put its special sale items to increase sales？
（1）Next to diapers．
（2）Near the cash register
（3）Near the rear of the store．
（4）At the entrance of the store
【1】 50 ．According to the passage，which of the following is true？
（1）Carefully chosen music in a store can help sales．
（2）Experts suggest people should not make last－minute purchases．
（3）Only large stores can benefit from studying people＇buying habits．
（4）Knowing the tricks，customers can end up buying more than they want．

