臺灣菸酒股份有限公司	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	1人員/營業(北二區)【U5246】
專業科目1:行銷英文	*入場通知書編號:

甄武頞別【代啊】 專業科目 1:行錄	·從業評價職位人員 j英文		5270】 知書編號:
監試人員處 ②本上作名 3 一,	理。使用非本人答案卡 雙面,四選一單選選擇 選出一個正確或最適當 卡書寫應考人姓名、入 得使用簡易型電子計算 外接插卡、攝(錄)影 事扣該節成績 10 分, 5	作答者,該節不予計分 題共50題,每題2分 答案,答錯不倒扣;以 場通知書編號或與答案 器(不具任何財務函數 音、資料傳輸、通訊或 加再犯者該節不予計分。 器置於桌面或使用,經行	, 共 100 分。限用 2B 鉛筆在「答案卡」 複選作答或未作答者,該題不予計分。 無關之任何文字或符號。 、工程函數、儲存程式、文數字編輯、 類似功能),且不得發出聲響。應考人 1.電子計算器發出聲響,經制止仍執意
一、字彙【請依照	句子前後文意,選出輩	是適當的答案】	
[2] 1. Do you have	this yellow sweater in sm	all? The medium one seen	ns too on me.
① tight	2 loose	③ bright	(4) smooth
[3] 2. Sorry, madam	n, this satchel bag in blue	is out of right now,	, but we can place an order for you.
1 luck	^② order	③ stock	④ breath
[2] 3. I like this pur	ple belt, but it doesn't	any of my pants or sk	irts. I don't think I should buy it.
① assist	^② match	③ prove	④ reflect
real			nother 20 percent off for members. It's
① custom		③ bargain	
			nt and could only cancel the purchas
① debts	⁽²⁾ details	③ devices	
		. Whatever he wears, he a	·
① urgent		③ grateful	
-	oking for shoes to wear	to the office, I the	nis brand. They are comfortable and jus
look gorgeous.			
① compose	© entertain	③ strengthen	
	-	a denim jacket. I don't thi	·
① capable	② valuable	③ noticeable	④ reasonable
			is our customers that help us survive
① proper	② natural	③ regular	(4) healthy
-	-	_	d until you leave the country.
① repair	② refund	③ release	④ reunion
			have increased greatly in these days.
① effective	⁽²⁾ negative	③ delicious	(a) confusing
			l 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 tickle

[4] 14. My elder sister loves to _____ me to make me laugh. ① trickle ^② pickle ③ tackle

[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 ① looked ③ will look ⁽²⁾ looking all the time! [4] 17. I can't stand the bad service anymore. The customer service keeps me ④ waiting ① wait ^② waited ③ to wait [3] 18. This table is too close to the smoking section. Can you find us _____ table? ^② other ① one ③ another ④ the other [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) over [2] 20. I always ______ the cashier to print my receipt so that I can keep track of bills. 1 let ② ask ③ have ④ make [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. ③ to whom 1) they ^② which 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 ⁽⁴⁾ What if ② If only ③ Even if [2] 26. We offer a discount on large orders. The more you order, 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 is _____ _ makes established companies successful. ① what ② that ③ which ④ it [1] 28. I favor Thai food _ Korean food. ^② than ① over 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. _____ that the product is competitively priced, it should do very well. ③ The assumption ① Assume ⁽²⁾ Assuming 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. 31, 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 32, or if the product needs packaging at all.

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 35 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	[©] 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

The packaging-free store is one concrete example of precycling. Rather than 33 single-use packaging,

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 _____36___. While hamburgers, French fries, and other regional fast food fare are common, gourmet cuisine and a variety of 37 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 **38** 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 39 of buying or leasing a storefront property. If you happen to come across one on your way, why not stop and give your 40 to this thriving business? If lucky enough, you may get to buy a Michelin-starred dish at a friendly price!

[1] 36. ① from scrate	h 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、閱讀測驗【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.

ТО	Candy Kitchen]
FROM	Teresa Tsai	
SUBJECT	Candy for Teacher Appreciation Party	
DATE	June 6	

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. ^③ Cakey brownies.
- ^② Cream fudge. ④ Handmade chocolate.

- [1] 43. Who does Teresa Tsai order the candy gifts for? ① The teachers of her class.
- ③ Whoever comes to the party.
- [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.
 - ④ By citing a quote of a famous person.
- [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.

^② The graduates in her school. ④ Whoever helps her at school.