

- C. success, which was predictable.
D. success, and Diane of the Wolves had earned her nickname once again.

PASSAGE II

World Trade: Lost in Translation?

As American businesses explore overseas
markets. They learn firsthand how language
¹⁶

differences can stand in the way of trade. After
¹⁷
experiencing a period of slow gasoline sales in a
new foreign market, an American oil company
learned that its name in the foreign nation's language
means "stalled car." A major American car
manufacturer, you see, found out that the name of
¹⁸

one of its models being converted into hard cash
¹⁹
in South America is a Spanish word meaning "ugly
old woman." Blunders like these illustrate that an
important step in breaking down barriers to
international trade is to break down language
barriers.

The many countries of Western Europe have
always faced this problem. Overcoming it is
one of the tasks of the European Economic
Community or Common Market an organization
²⁰
founded at its start to promote trade among
²¹
nations in that part of the world. But it's a difficult

16. F. NO CHANGE
G. markets, they
H. markets; they
J. markets and
17. A. NO CHANGE
B. differences, which
C. differences that
D. differences of which
18. F. NO CHANGE
G. manufacturer, as proof,
H. manufacturer
J. manufacturer, consequently,
19. A. NO CHANGE
B. sold over the counter
C. traded for the local currency
D. offered for sale
20. F. NO CHANGE
G. Community, or Common Market;
H. Community, or Common Market,
J. Community or, Common Market,
21. A. NO CHANGE
B. which was begun and founded
C. that it organized
D. formed

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task. When one of the European Economic Community's (EEC's) twelve official languages are used at a meeting, translation must be available

to the other delegates. ²³ Finding translators for English, French, and German is relatively easy. But finding them for languages like Danish, Portuguese, and, especially, Greek has proven

more difficult. In fact, when it was

almost two decades ago becoming clear that Greece would join the Common Market, officials began to look for translators three years in advance. The results of their search were disappointing to this day, it is almost impossible for them to find translators who can turn Greek

into, say, Danish.

Then, a standing joke among language officials at EEC headquarters begins

with the interrogation of someone by asking the question "What is a Great Dane?" With a rueful smile, someone is likely to respond, "Any Dane who knows how to speak Greek?" All that's needed

■ ■ ■ ■ ■ ■ ■ ■ ■ ■

22. F. NO CHANGE
G. is used
H. are being used
J. are in use
23. At this point, the writer is considering the addition of the following sentence:
Brussels, the home of EEC headquarters, is the lively and modern capital of Belgium.
Would this be a logical and relevant addition to the essay?
A. Yes, because it serves to establish the setting for the essay.
B. Yes, because it helps to legitimize the EEC by mentioning its main headquarters.
C. No, because the official languages of Belgium aren't mentioned as "problem" languages.
D. No, because it sheds no new light on the problem of language barriers in the EEC.
24. F. NO CHANGE
G. (Do NOT begin new paragraph) Furthermore,
H. (Begin new paragraph) In fact,
J. (Begin new paragraph) Furthermore,
25. A. NO CHANGE
B. (Place after *clear*)
C. (Place after *join*)
D. (Place after *began*)
26. F. NO CHANGE
G. disappointing, and
H. disappointing and
J. so disappointing
27. A. NO CHANGE
B. into say,
C. into, say
D. into,
28. F. NO CHANGE
G. A
H. For instance, a
J. Eventually, a
29. A. NO CHANGE
B. by asking someone to answer the
C. by commencing with the introductory
D. with the

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1



to turn that smile into a look of despair, is a
reminder that Turkey, whose language is not
widely studied in Western Europe, may someday
become a member of the Common Market.

30. F. NO CHANGE
G. despair, was
H. despair is
J. despair, would be

PASSAGE III