

<p><b>PART 1</b> <b>Listening</b> <b>(approx. 10 minutes)</b></p>	<p><b>Task type:</b> Multiple choice <b>Format:</b> ten unrelated dialogues of about 30 seconds' duration, each followed by a 3-option multiple choice item</p> <p>The candidates listen to a short dialogue, then choose the correct statement from three that are based on the dialogue. The recordings are dialogues between two interacting speakers (conversations, interviews, discussions, etc.).</p> <p><b>Task Focus:</b> <i>identifying detail, understanding and interpreting information, specific information, gist, detail, main idea, function, purpose, attitude, opinion, etc.</i></p> <p><b>Marking Scheme:</b> 10 items x 2 points = 20 points</p> <p><b>NOTE:</b> Each part is heard twice.</p>
<p><b>PART 2</b> <b>Knowledge of Linguistic Means</b> <b>(15 minutes)</b></p>	<p><b>Task type:</b> Multiple choice <b>Format:</b> 18 4-option multiple choice sentences <b>Task Focus:</b> <i>lexical</i></p> <p><b>Marking Scheme:</b> 18 items x 2 points = 36 points</p> <p><b>Topic areas:</b> The Role of a Real Estate Agent, People in a Real Estate Agency, Occupancy, Types of Real Estate, Parts of a Property, Parts of a Structure, Describing Residences, Describing Commercial Properties, Property Ownership, Property Titles, Measurements, Working with Numbers, Describing Change, Skills of a Real Estate Professional, Contracts, Appraisals, Mortgages, Losing Property, Leasing Property, Property Management, Agency Relationships, Property Rights, Property Restrictions, Property Insurance, Economic Factors, Ethics, Legal Matters, Licensing, Home Listings, Open Houses, Prospecting, Referrals, The Listing Presentation, Negotiations, Closing The Deal, Technology, Environmental Concerns, Health Hazards, Real Estate Investment</p>
<p><b>PART 3</b> <b>Knowledge of Language Functions</b> <b>(10 minutes)</b></p>	<p><b>Task type:</b> Multiple choice <b>Format:</b> 16 2-option multiple choice exchanges <b>Task Focus:</b> <i>lexico-grammatical</i></p> <p><b>Marking Scheme:</b> 16 items x 1 point = 16 points</p> <p><b>Functions:</b> Adding information, Asking: for an opinion, for clarification, for permission, Confirming information, Correcting a misconception, Delivering bad news, Describing: difficulty, pros and cons, Discussing: a hypothetical situation, figures, possibilities, Expressing: an opinion, certainty, concern, confusion, disappointment, doubt, empathy, relief, uncertainty, dismay, Giving: a reminder, advice, an example, options, Making: a prediction, a recommendation, an admission, an assumption, an observation, Posing an indirect question, Reacting to good news, Sharing information, Showing understanding</p>
<p><b>PART 4</b> <b>Reading</b> <b>(10 minutes)</b></p>	<p><b>Task type:</b> Multiple choice – True/False/Doesn't say <b>Format:</b> Three short texts (60-100 words each) containing factual information related to the field of Real Estate; the first two texts are followed by two 3-option multiple choice questions each, while the third text is followed by two True/False/Doesn't say questions. <b>Task Focus:</b> <i>understanding detail, specific information, implication, attitude, reference and meaning</i></p> <p><b>Marking Scheme:</b> 6 items x 3 points = 18 points</p> <p><b>NOTE:</b> All the texts are related to the specific field of study.</p>
<p><b>PART 5</b> <b>Writing Awareness</b> <b>(15 minutes)</b></p>	<p><b>Task type:</b> A gapped or jumbled text of approx. 200 words <b>Format:</b> Gapped text – a text with five gaps to be filled with either one sentence from a choice of three or, one pair of sentences from a choice of six or, an appropriate word or, information from two short texts. Jumbled text – seven or eight paragraphs, of which five are to be organized into a text. <b>Task Focus:</b> <i>recognition of writing features and language as required in their field of study</i></p> <p><b>Marking Scheme:</b> 5 items x 2 points = 10 points</p> <p><b>NOTE:</b> The candidate may be asked to complete a piece of writing such as <b>an advertisement, advice column, article, blog post, book chapter, brochure, chart, email, guide, job posting, lecture notes, listing, memo, online forum, poster, review, summary, textbook chapter, or webpage.</b> This task is based on elements of writing that the candidates will need to produce in the field of Real Estate for professional purposes.</p>
<p><b>Duration:</b> 60 minutes</p>	<p><b>Marks:</b> <b>TOTAL:</b> 100 points</p>