

HỌC TIẾNG ANH GIAO TIẾP THEO PHƯƠNG PHÁP TIẾP CẬN

# TỰ NHIÊN

NO Grammar Rules - NO Homework - NO Stress

# NATURAL ENGLISH

**B2**

A Key To Speaking English Naturally

For Vietnamese learners

**A proven method with guaranteed results!**

New Edition 2019

# NATURAL ENGLISH



For Upper-intermediate



**NATURAL ENGLISH - B2**

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# Introduction

## Natural English (B2) là khóa học gì?

Natural English (B2) là khóa học tiếng Anh giao tiếp theo phương pháp tiếp cận tự nhiên do VOCA phát triển dành cho các người học ở trình độ sơ cấp, căn bản.

## Đối tượng nên học Natural English (B2)

Nếu các mô tả bên dưới đây có vẻ giống với bạn thì có thể đây là khóa học phù hợp cho bạn. Nếu không, hãy chọn Natural English (Improver), đây là 2 khóa học tiếng Anh giao tiếp dành cho các bạn ở cấp độ trung cấp. Hoặc, các bạn ở level cao hơn nữa thì có thể lựa chọn các khóa Natural English (Advanced), khóa học dành cho người học ở cấp độ thành thạo.

- Những người đã có kiến thức cơ bản về tiếng Anh.
- Có thể đọc hiểu 50% ý nghĩa của đoạn văn, tương đương trình độ B1 – B2.
- Có khả năng nghe hiểu 50% ý nghĩa một bài nghe, tương đương trình độ A2 - B1.
- Khả năng phản xạ còn ở mức trung bình (có thể nghe hiểu nhưng không thể trả lời chính xác và nhanh)

Lưu ý: với các bạn mới bắt đầu học tiếng Anh, hoặc kiến thức nền tảng giao tiếp (từ vựng, phát âm) còn yếu, VOCA khuyến nghị các bạn hãy sử dụng các hệ thống học từ vựng và học phát âm của VOCA trước khi bắt đầu học Natural English.

## Người học sẽ nhận được gì sau khi hoàn thành khóa học này?

- Tăng khả năng nghe hiểu câu chuyện, tăng khả năng nghe tối thiểu 70% - 80% ý nghĩa câu chuyện.
- Tăng lượng từ vựng lên tối thiểu 200 từ sau mỗi khóa học. Đồng thời, tăng khả năng nhớ từ vựng, nắm được tối thiểu 50-60% lượng từ vựng trong mỗi câu chuyện.
- Tăng khả năng phản xạ ngôn ngữ, có thể hỏi và trả lời với những tình huống giao tiếp thông thường.
- Sau khi học khóa học phản xạ Natural English (Upper-intermediate), người học có khả năng trả lời nhanh chóng được những dạng câu hỏi Yes/No, đồng thời biết cách truy vấn thông tin khi nghe và trả lời những câu hỏi WH đơn giản.
- Nắm được cấu trúc của một câu chuyện.
- Tăng khả năng phát âm từ, cụm từ hay câu.

## Tài khoản Natural English Online

Khi học Natural English (B2) người học sẽ kết hợp giáo trình học với các khóa học trực tuyến tương ứng trên hệ thống Natural English Online. Người học truy cập vào hệ thống học trực tuyến theo 2 cách sau:

- Cách 1: Truy cập website: <https://natural.voca.vn>
- Cách 2: Tải ứng dụng Natural English trên kho ứng dụng Google Play

## Người học làm gì khi cần hỗ trợ, hướng dẫn học?

Nếu trong quá trình học bạn có câu hỏi cần hỗ trợ, hoặc các thắc mắc liên quan đến khóa học này, hãy liên hệ với đội ngũ hướng dẫn học của chúng tôi theo các kênh thông tin sau:

- Kênh hỗ trợ 1 – Hotline: (082)990.5858 (từ 8:00 – 21:00 mỗi ngày)
- Kênh hỗ trợ 2 – Email: [support@voca.vn](mailto:support@voca.vn)
- Kênh hỗ trợ 3 – Social: [Facebook.com/www.voca.vn](https://www.facebook.com/www.voca.vn)

## Lời Kết

Chúng tôi, đội ngũ phát triển VOCA, rất vui được đồng hành cùng bạn trên con đường chinh phục Anh ngữ!

# Learning Guide

## 1. Kế hoạch tổng quan

- Thời gian hoàn thành: 1 Tháng
- Số lượng bài học cần hoàn thành: 10 lessons

## 2. Cấu trúc của mỗi bài học

Mỗi bài học của Natural English bao gồm 4 phần chính:



Phần 1: **Mini-Story** (Câu chuyện).

Đây là nội dung chính sẽ xuyên suốt bài học, các phần học sẽ xoay quanh câu chuyện này.



Phần 2: **Vocabulary** (Từ vựng).

Phần học này sẽ giúp người học nắm vững ngữ nghĩa của các từ vựng chính xuất hiện trong câu chuyện. Từ đó người học có thể hiểu được ý nghĩa của cả câu chuyện.



Phần 3: **Question & Answer** (hỏi đáp).

Đây là phần học quan trọng nhất. Phần học này sẽ giúp người học phát triển khả năng nghe, khả năng nhận diện âm và cả ngữ pháp.



Phần 4: **Pronunciation** (phát âm).

Phần học này sẽ giúp người học cải thiện khả năng phát âm tiếng Anh qua công nghệ nhận diện giọng nói LRC.

## 3. Học thế nào sao cho hiệu quả?

Mỗi bài học của Natural English sẽ giúp người học phát triển 3 kỹ năng chính: Reading (Đọc hiểu), Listening (Nghe), Speaking (Nói). Để có được hiệu quả tốt nhất người học cần tuân thủ đúng các hướng dẫn sau:



### READING

Các hoạt động cần làm:

<b>Hoạt động 1</b>	Đọc qua câu chuyện của bài học trong sách. Đọc bản tiếng Anh, không cần nhớ, chỉ cần nắm ý chính của bài học. Không khuyến khích người học sử dụng bản dịch tham khảo, yêu cầu chỉ cần nắm được nội dung chính, không học thuộc chúng.
<b>Hoạt động 2</b>	Xem qua danh sách các từ vựng cần học trong sách, mở ứng dụng Natural English trên điện thoại hoặc máy tính và bắt đầu hoàn thành phần học từ vựng trên đó. Hãy cố gắng đạt kết quả kiểm tra tối thiểu 80%, người học có thể học và kiểm tra lại nhiều lần.
<b>Hoạt động 3</b>	Đọc hiểu lại câu chuyện. Người học quay lại phần câu chuyện tiếng Anh trong sách xem đã hiểu rõ bao nhiêu phần trăm nội dung. Lúc này, người học có thể sử dụng bản dịch tham khảo trong sách.
<b>Hoạt động 4</b>	Kiểm tra khả năng đọc hiểu bằng cách hoàn thành các câu hỏi thuộc mục Question & Answer trong sách. Người học có thể sử dụng bảng đáp án (Answer sheet) phía sau mỗi bài học để kiểm tra kết quả.

# Learning Guide

## Yêu cầu:

1. Hãy chắc chắn bạn đã hiểu rõ ý nghĩa, cách phát âm của các từ vựng được học.
2. Hiểu rõ ràng 100% nội dung của câu chuyện được học trong bài.
3. Không ghi chép. Mọi hoạt động về học đều trên sách và chương trình online.

## LISTENING

### Các hoạt động cần làm:

<b>Hoạt động 1</b>	Bắt đầu phần học Question & Answer của bài học trên ứng dụng Natural English Online. Chọn hình thức Q&A ở mức độ Basic, hoàn tất toàn bộ các câu hỏi trong bài học. Tiếp đó quay lại phần học với hình thức Q&A ở mức độ Advanced và hoàn tất toàn bộ các câu hỏi trong bài học.
<b>Hoạt động 2</b>	Người học kiểm tra khả năng nghe của mình bằng cách hoàn thành phần kiểm tra của bước học Question & Answer của bài học trên chương trình Natural English Online. Hãy cố gắng đạt kết quả kiểm tra tối thiểu 80%, người học có thể học và kiểm tra lại nhiều lần.

## Yêu cầu:

1. Mỗi hoạt động người học cần thực hiện lặp lại tối thiểu 3 lần.
2. Hãy nhớ đây là bước học quan trọng nhất. Vì vậy hãy hoàn tất bước học bằng cách đạt kết quả kiểm tra 100% với khoảng thời gian trả lời thấp nhất. Điều này đánh giá khả năng phản xạ của bạn nhanh hay chậm.

## SPEAKING

### Các hoạt động cần làm:

<b>Hoạt động 1</b>	Bắt đầu phần học Pronunciation của bài học trên ứng dụng Natural English Online. Đầu tiên, hãy lựa chọn nhập vai vào 'người hỏi', sau đó bắt đầu phần học phát âm theo hướng dẫn của chương trình. Tiếp đó quay lại phần học và lựa chọn nhập vai vào 'người trả lời' và hoàn thành phần học.
<b>Hoạt động 2</b>	Người học kiểm tra khả năng phát âm của mình bằng cách hoàn thành phần kiểm tra của bước học Pronunciation của bài học trên chương trình Natural English Online. Hãy cố gắng đạt kết quả kiểm tra tối thiểu 80%, người học có thể học và kiểm tra lại nhiều lần.

## Yêu cầu:

1. Mỗi hoạt động người học cần thực hiện lặp lại tối thiểu 3 lần.
2. Hãy hoàn tất bước học bằng cách đạt kết quả kiểm tra tối thiểu 90%. Điều này sẽ rất hữu ích cho bạn khi giao tiếp tiếng Anh thực tế bên ngoài.

## 4. Lịch ôn tập

- Hệ thống Natural English B2 có chế độ hỗ trợ nhắc nhở ôn tập tự động, khi có bài học đến thời gian cần ôn tập lại thì hệ thống tự động gửi email nhắc nhở, đồng thời danh sách bài học cần ôn tập được thông báo trên cả hệ thống website và ứng dụng. Nhiệm vụ của người học là thực hiện kiểm tra các phần học của bài học được nhắc nhở.
- Khi đến lịch ôn tập, người học sẽ tạm dừng việc học bài mới để hoàn thành nhiệm vụ ôn tập sau đó sẽ quay lại bài học mới.
- Một trong những nguyên tắc quan trọng của Natural English là học sâu, học lặp. Do đó, việc ôn tập cũng quan trọng như việc hoàn thành các nhiệm vụ ở trên vậy.

# Table of contents:

## Natural English B2

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<b>1</b>	<b>'DON'T STOP BELIEVIN'</b> (Don't Stop Believin)	6
<b>2</b>	<b>NEVER GIVE UP BY NICK VUJICIC</b> (Đừng bao giờ từ bỏ (Nick Vujicic))	13
<b>3</b>	<b>'NOTHING HAPPENS UNTIL SOMEBODY CRIES'</b> ("Sẽ không có chuyện gì xảy ra đến khi có ai đó kêu gào khóc.")	19
<b>4</b>	<b>MICROSOFT STORY</b> (Câu chuyện thành công của Microsoft)	27
<b>5</b>	<b>A MOMENT OF CLARITY</b> (Một khoảnh khắc khắc giác ngộ)	36
<b>6</b>	<b>LION (2016)</b> (Tác phẩm điện ảnh Lion (2016))	43
<b>7</b>	<b>ONE ARMED SURFER</b> (Nhà lướt ván một tay)	51
<b>8</b>	<b>THE INVENTION OF COCA COLA</b> (Sự sáng lập Coca Cola)	59
<b>9</b>	<b>THE SHARD – LONDON, UK</b> (Tòa nhà The Shard (London, Anh quốc))	66
<b>10</b>	<b>THINK DIFFERENT</b> (Chiến dịch Think Different)	73

# A KEY TO SPEAKING ENGLISH NATURALLY

Natural English V.I.P is the best way that can help you enhance not only your listening and speaking skill but your vocabulary as well. This course has totally 6 levels from A1 to C2, basically based on the description of the Common European Framework of Reference for Languages: Learning, Teaching, Assessment (CEFR), which suits all types of learners of all levels (for the basic to advanced ones)

## There are a number of benefits to this course:

- Improve your vocabulary quickly and efficiently.
- Improve your English communication skill, which can help you fluently communicate in some certain situations.
- Improve your listening while talking with the foreigners.
- Improve your scores on some international contests like TOEIC, IELTS, TOEFL, CEFR, ...

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## UNIT 1

### 'DON'T STOP BELIEVIN'

#### 'DON'T STOP BELIEVIN'



#### TRANSCRIPT

"Don't Stop Believin'" is a 1981 **single** that barely **cracked** the Top 10 Billboard Hot 100 on its original **release**. And yet, it became the biggest selling **rock** song in the history of popular music.

It all began with some sound fatherly **advice**. Neal Schon, founder and **guitarist** of American rock band Journey, is till inspired by the story behind 'Don't Stop Believin'.

In the 1970s, Cain **left his hometown of Chicago for** Los Angeles in **hopes** of landing his **big break**. When things didn't go as **planned**, he phoned his father for some help. It **turned out** to be a **fateful** call.

"I called my father and said: 'Dad, should I just **give up** on this thing and come home? Is it time to **come back** to Chicago and just forget this **dream**? I just can't do this anymore," recalls Cain. "And he said, 'OK, well, I'll send you some money, don't come home. **Stick to** your guns and don't stop believing.'" Cain **recorded** the line in a notebook and years later, when Journey needed another song for their album Escape, Cain says he figured, Steve Perry would sing this!"

"It's a song that gives people **permission** to dream," says the **keyboard** player. "You know, it says '**Go ahead** and dream and maybe something will happen. Be positive.' It's a song of hope."

#### TRANSLATION

Ca khúc "Don't Stop Believin'" khi được phát hành vào năm 1981 tuy đã rất chật vật để xuất hiện trong số 10 ca khúc hay trong bảng xếp hạng 100 ca khúc nổi tiếng. Tuy nhiên, sau đó nó lại trở thành bài hát nhạc rock bán chạy nhất trong lịch sử âm nhạc.

Tất cả những thành công này đều đến từ một lời khuyên chân thành từ một người cha.

Neal Schon, người thành lập cũng như người chơi guitar của ban nhạc rock Journey, đến nay vẫn còn thôi thúc bởi câu chuyện cảm động đằng sau bài hát "Don't Stop Believin'".

Vào những năm 1970, Cain rời xa quê nhà Chicago đến Los Angeles với hy vọng tìm kiếm những cơ hội mới. Tuy nhiên, khi mọi điều không diễn ra theo như ý muốn của mình, anh đã gọi cho bố của mình để nhờ ông giúp đỡ, và rồi cuộc gọi ấy trở thành một cuộc gọi định mệnh của anh.

Cain kể lại: "Tôi đã gọi cho bố và nói: 'Bố, con có nên từ bỏ điều này và quay trở về không Bố? Có phải đã đến lúc con phải quay về Chicago và từ bỏ giấc mơ này không Bố? Con không chịu đựng được nữa rồi'. Rồi ông ấy nói: 'Được rồi, để bố gửi con ít tiền, con đừng về nhà. Hãy kiên trì lên và tự tin lên con nhé!'."

Cain đã ghi những lời ấy trong sổ tay của mình và sau đó vài năm, khi Journey cần có một bài hát khác cho album Escape, Cain đã nghĩ ngay đến nó và Steve Perry sẽ hát bài hát này!"

Một nhạc công piano nói: "Bài hát này cho phép chúng ta có quyền mơ ước. Bạn biết đấy, nó nói với ta rằng: 'Cứ tiến lên phía trước đi và mơ ước đi, biết đâu điều gì đấy sẽ xảy đến. Lạc quan lên nào'. Đây chính là một ca khúc của niềm hy vọng."



**single**  
noun

/ˈsɪŋɡl/  
đơn khúc



**turn out**  
phrasal verb

/tɜːn aʊt/  
trở nên, trở thành



**crack**  
noun

/kræk/  
xuất sắc đạt được



**fateful**  
adj

/ˈfeɪtfl/  
định mệnh



**release**  
verb

/rɪˈliːs/  
phát hành



**give up**  
phrasal verb

/ɡɪv ʌp/  
từ bỏ, bỏ cuộc



**rock**  
noun

/rɒk/  
nhạc rock



**come back**  
phrasal verb

/kʌm bæk/  
quay lại, trở về



**advice**  
noun

/ədˈvaɪs/  
lời khuyên



**dream**  
noun

/driːm/  
ước mơ, giấc mơ



**guitarist**  
noun

/ɡɪˈtɑːrɪst/  
nghệ sĩ ghi ta



**stick to**  
phrasal verb

/stɪk tu/  
gắn bó



**leave for**  
phrasal verb

/liːv fɔː(r)/  
rời khỏi để đi đến...



**record**  
verb

/rɪˈkɔːd/  
ghi lại, ghi chép



**hope**  
noun

/həʊp/  
niềm hi vọng, điều hi vọng.



**permission**  
noun

/pəˈmɪʃn/  
sự cho phép, sự chấp nhận



**big break**  
idiom

/bɪɡ breɪk/  
đột phá



**keyboard**  
noun

/ˈkiːbɔːd/  
đàn organ



**plan**  
verb

/plæn/  
lên kế hoạch



**go ahead**  
phrasal verb

/ˈɡəʊ əhed/  
tiếp tục



**"Don't Stop Believin" is a 1981 single that barely cracked the Top 10 Billboard Hot 100 on its original release.**

**1. Was "Don't Stop Believin" a single or an album?**

- A. Its name was "Don't Stop Believin".
- B. It was a single.
- C. It was an album.
- D. It was released in 1981.

**2. When did "Don't Stop Believin" release?**

- A. It was a single.
- B. Its name was "Don't Stop Believin".
- C. It was an album.
- D. It was released in 1981.

**3. What was the name of that song?**

- A. It was released in 1981.
- B. It cracked the Top 10 Billboard Hot 100 on its original release.
- C. Its name was "Don't Stop Believin".
- D. It was a single.

**4. Was "Don't Stop Believin" released in 1891?**

- A. Yes, it barely cracked the Top 10 Billboard Hot 100 on its original release.
- B. No, it was released in 1981.
- C. No, it was a single.
- D. Yes, its name was "Don't Stop Believin".

**5. Did "Don't Stop Believin" crack the Top 10 Billboard Hot 100?**

- A. Yes, it cracked the Top 10 Billboard Hot 100.
- B. Yes, its name was "Don't Stop Believin".
- C. It was released in 1981.
- D. It was a single.

**6. Did it easily crack the Top 10 Billboard Hot 100 on its original release?**

- A. Yes, it was a single.
- B. No, its name was "Don't Stop Believin".
- C. Yes, it was released in 1981.
- D. No, it barely cracked that.

**7. Did it crack the Top 5 Billboard Hot 100?**

- A. No, it cracked the top 10 Billboard Hot 100.
- B. No, it cracked the Billboard Hot 100.
- C. Yes, it was released in 1981.
- D. Yes, it was a rock song.

**8. Which record chart did that song crack?**

- A. It was released in 1981.
- B. It was a rock song.
- C. It was the Billboard Hot 100.
- D. It was the single.

**9. Did it crack the Billboard Hot 100 on its latest version?**

- A. No, it was released in 1981.
- B. No, it was on its original release.
- C. Yes, it was a 1981 single.
- D. No, cracked the Top 10 Billboard Hot 100.

**And yet, it became the biggest selling rock song in the history of popular music.**

**10. Was "Don't Stop Believin" a single or an album?**

- A. It was a rock song.
- B. It was a popular song.
- C. Yes, it became the biggest selling song.
- D. It was released in 1981.

**11. What did that song become?**

- A. It became the biggest selling rock song.
- B. It became a popular song.
- C. Yes, it was a 1981 single.
- D. It became the biggest song.

**12. Did "Don't Stop Believin" become a famous song?**

- A. Yes, it was a rock song.
- B. No, it was released in 1981.
- C. Yes, it became the biggest selling rock song.
- D. No, it was a popular song.

**13. What became the biggest selling rock song?**

- A. It was "Don't Stop Believin".
- B. Yes, it became famous.
- C. It was the biggest selling song.
- D. Yes, it was a rock song.

**It all began with some sound fatherly advice.**

**14. What began with some sound fatherly advice?**

- A. It was "Don't Stop Believin".
- B. It was some sound fatherly advice.
- C. The advice was from his father.
- D. It was the biggest selling rock song.

**15. What did it begin with?**

- A. It was the biggest selling song.
- B. The advice was from his father.
- C. It all began with some sound fatherly advice.
- D. It was some advice.



**16. Did it all begin with some motherly advice?**

- A. No, it began with some motherly advice.
- B. No, it all began with some sound fatherly advice.
- C. Yes, it was some advice.
- D. Yes, it began with some advice.

**17. What kind of advice did it begin with?**

- A. It was some advice.
- B. It was Some sound fatherly advice.
- C. Yes, it was some advice.
- D. The advice was from his father.

**Neal Schon, founder and guitarist of American rock band Journey, is still inspired by the story behind 'Don't Stop Believin'.**

**18. Who was Neal Schon?**

- A. He was the founder and guitarist of American rock band Journey.
- B. He was the guitarist of the Journey.
- C. He was inspired by the story behind 'Don't Stop Believin'.
- D. He was the founder of 'Don't Stop Believin'.

**19. What name of the founder of the rock band Journey?**

- A. His name was Neal Schon.
- B. He was the founder of the rock band Journey.
- C. He was the founder of 'Don't Stop Believin'.
- D. He was the guitarist of the Journey.

**20. Who was the founder and also the guitarist of American rock band Journey?**

- A. He was the founder of 'Don't Stop Believin'.
- B. Yes, his name was Neal Schon.
- C. He was the guitarist of the Journey.
- D. It was Neal Schon.

**21. Was Neal Schon the keyboard player of the rock band Journey?**

- A. Yes, he played the guitar.
- B. No, he wasn't the guitarist of the Journey.
- C. No, he wasn't the keyboard player.
- D. Yes, he was the founder.

**22. Which band did Neal Schon play for?**

- A. It was the story behind 'Don't Stop Believin'.
- B. It was the American rock band Journey.
- C. His name was Neal Schon.
- D. It was the British rock band Journey.

**23. Was Journey an American rock band?**

- A. Yes, it was an American rock band.
- B. No, he wasn't the guitarist of the Journey.
- C. Yes, he played the guitar.
- D. Yes, he was the founder.

**24. What kind of music did the band Journey play?**

- A. Journey was an American rock band.
- B. Yes, they came from America.
- C. It was the story behind 'Don't Stop Believin'.
- D. No, it was a rock band.

**25. Who was still inspired by the story behind 'Don't Stop Believin'?**

- A. It was the American rock band Journey.
- B. It was Neal Schon.
- C. No, it was a rock band.
- D. It was the story behind 'Don't Stop Believin'.

**26. What was Neal Schon inspired by?**

- A. Neal Schon was still inspired by it.
- B. They came from America.
- C. The story behind 'Don't Stop Believin'.
- D. No, it was a rock band.

**27. Which story was Neal Schon inspired?**

- A. That song was 'Don't Stop Believin'.
- B. The story behind 'Don't Stop Believin'.
- C. It was an American rock band Journey.
- D. He was the founder of Journey.

**In the 1970s, Cain left his hometown of Chicago for Los Angeles in hopes of landing his big break.**

**28. When did Cain leave his hometown?**

- A. In the 1970s.
- B. Cain left his hometown of Chicago
- C. He left for Los Angeles.
- D. It was Cain.

**29. Who left his hometown in the 1970s?**

- A. Cain left his hometown of Chicago
- B. He left for Los Angeles.
- C. He left in the 1970s.
- D. It was Cain.

**30. Where did Cain leave for Los Angeles?**

- A. His hometown of Chicago.
- B. His name was Cain.
- C. He left in the 1970s.
- D. He left for Los Angeles.



**31. Where did he leave for?**

- A. He left his hometown of Chicago.
- B. His name was Cain.
- C. Cain left for Los Angeles.
- D. He left in the 1970s.

**32. Why did Cain leave his hometown?**

- A. He left in the 1970s.
- B. In hopes of landing his big break.
- C. He left his hometown of Chicago.
- D. Cain left for Los Angeles.

**33. What did Cain hope to land?**

- A. He hoped to land his big break.
- B. He left his hometown of Chicago.
- C. He left in the 1970s.
- D. The story behind 'Don't Stop Believin'.

**When things didn't go as planned, he phoned his father for some help. It turned out to be a fateful call.**

**34. Did things go as planned?**

- A. No, things didn't go as planned.
- B. Yes, he phoned his father for some help.
- C. Yes, things went as planned.
- D. No, he left his hometown of Chicago.

**35. What happened to him in Los Angeles?**

- A. He he phoned his father for some help.
- B. Things went as planned.
- C. Things didn't go as planned.
- D. He left Los Angeles.

**36. What did he do then?**

- A. He phoned his father for some help.
- B. He left Los Angeles.
- C. Things went as planned.
- D. Things didn't go as planned.

**37. When did he phone his father?**

- A. When things didn't go as planned.
- B. When he came to Los Angeles.
- C. He left Los Angeles.
- D. When he left his hometown.

**38. Who did he phone for some help?**

- A. He left his hometown.
- B. He phoned for some help.
- C. He phoned his father.
- D. He phoned when things didn't go as planned.

**39. What did it turn out?**

- A. When he left his hometown.
- B. It turned out to be a fateful call.
- C. He phoned when things didn't go as planned.
- D. He phoned his father.

**"I called my father and said: 'Dad, should I just give up on this thing and come home? Is it time to come back to Chicago and just forget this dream? I just can't do this anymore,'" recalls Cain.**

**40. What did he say to his father?**

- A. He phoned for some help.
- B. He said should he just give up.
- C. He phoned his father.
- D. He left his hometown.

**41. Where did he want to come back?**

- A. He said should he just give up.
- B. He wanted to forget his dream.
- C. He wanted to come back to Chicago.
- D. He phoned for some help.

**"And he said, 'OK, well, I'll send you some money, don't come home. Stick to your guns and don't stop believing.'"**

**42. What did his father say?**

- A. He wanted to forget his dream.
- B. 'Stick to your guns and don't stop believing.'
- C. He phoned his father.
- D. He phoned for some help.

**43. What did his father want to send him?**

- A. He sent him some money.
- B. He didn't want Cain to go home.
- C. 'Stick to your guns and don't stop believing.'
- D. He wanted to forget his dream.



Cain recorded the line in a notebook and years later, when Journey needed another song for their album *Escape*, Cain says he figured, Steve Perry would sing this!"

44. What did Cain do then?

- A. He came home.
- B. He sang that song.
- C. Cain recorded the line in a notebook.
- D. He needed another song for their album *Escape*.

45. Did he take a note in his notebook?

- A. Yes, he sang that song.
- B. Yes, Cain recorded the line in a notebook.
- C. No, he phoned his father.
- D. No, he needed another song for their album *Escape*.

46. When did Journey need another song for their album *Escape*?

- A. Years later
- B. He sang that song.
- C. He needed another song for their album *Escape*.
- D. Cain recorded the line in a notebook.

47. Who did Cain figure sing that song?

- A. He sang that song.
- B. He figured years later.
- C. Cain figured that Steve Perry would sing that song.
- D. He needed another song for their album *Escape*.

48. What did Cain decide?

- A. Cain figured that Steve Perry would sing that song.
- B. He figured years later.
- C. The Journey needed another song for their album *Escape*.
- D. Cain recorded the line in a notebook.

"It's a song that gives people permission to dream," says the keyboard player. "You know, it says 'Go ahead and dream and maybe something will happen. Be positive. It's a song of hope."

49. What does that song give people?

- A. He figured that the keyboard player would sing that.
- B. Permission to dream.
- C. The keyboard player said that.
- D. Yes, Steve Perry sang that song.

50. Who said that?

- A. He said: "It's a song that gives people permission to dream".
- B. He figured that the keyboard player would sing that.
- C. Yes, Steve Perry sang that song.
- D. The keyboard player said that.

51. Was "Don't Stop Believin" a song of love?

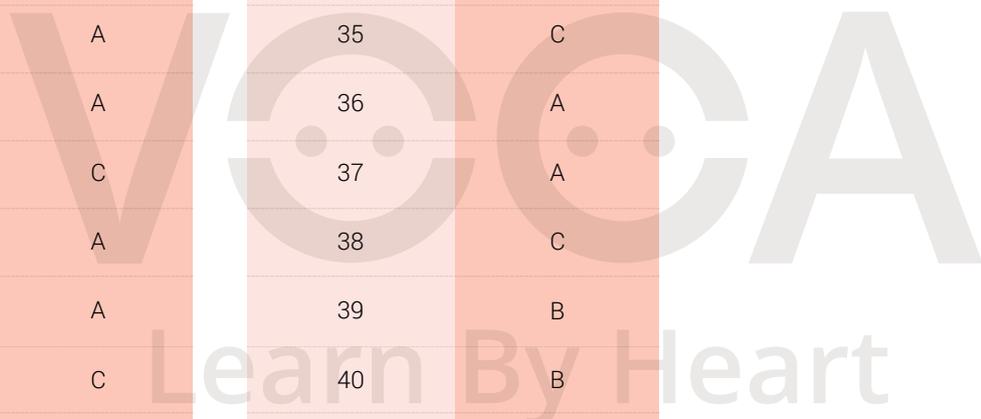
- A. No, it was a song of hope.
- B. Because something happened.
- C. The keyboard player said that.
- D. That song gives people permission to dream.



Question	Answer
1	B
2	D
3	C
4	B
5	A
6	D
7	A
8	C
9	B
10	A
11	A
12	C
13	A
14	A
15	C
16	B
17	B
18	A
19	A
20	D
21	C
22	B
23	A
24	A
25	B

Question	Answer
26	C
27	B
28	A
29	D
30	A
31	C
32	B
33	A
34	A
35	C
36	A
37	A
38	C
39	B
40	B
41	C
42	B
43	A
44	C
45	B
46	A
47	C
48	A
49	B
50	D

Question	Answer
51	A
52	C
53	D
54	B
55	A
56	C
57	B



## NEVER GIVE UP BY NICK VUJICIC



### Story

#### TRANSCRIPT

When you're in school, and when you're **growing up** in life, it actually has **sort of** matters to people how you look. And then it **matters** to you because it matters to others.

Why does it matter how you look? Because the **fear** that we have is that we're going to be alone. That we're not good enough, and we have to change ourselves.

There are some things in life that are **out of** your control, that you can't change, and you've got to **live with**. The choice that we have though is either to **give up**, or **keep on** going.

The fact that people **put you down**. People don't even **look you in the eye**. People ask you how you are, and you say fine, but you are not fine and they'll never know that.

But this is the thing. It should be impossible for me to **get back up**. But it's not. You see, I will try 100 times to **get up** and if I **fail** 100 times – if I fail and I give up, do you think that I'm ever going to get up? No. But if I fail, I try again and again and then again, for **as long as** I try, there's always that chance of getting up. And it's not the end until you've given up.

And just the fact that you're here should **persuade** you that you have another chance to get back up. There's still hope. I'm not here today to tell you that I **understand** your **pain**. I don't know how it feels – but I know how it feels to have a **broken heart**. And I know how it feels to be **alone**.

## ĐỪNG BAO GIỜ TỪ BỎ (NICK VUJICIC)



#### TRANSLATION

*Khi bạn còn ngồi trên ghế nhà trường, hay trong suốt quá trình trưởng thành trong cuộc sống, vấn đề về vẻ bề ngoài của bạn luôn ảnh hưởng đến những người xung quanh. Và rồi điều đó trở nên quan trọng với bạn chỉ vì nó ảnh hưởng đến người khác.*

*Vậy tại sao vẻ bề ngoài của bạn lại trở thành vấn đề? Bởi bạn sợ sẽ trở nên cô đơn, sợ rằng chúng ta chưa đủ tốt và chúng ta sẽ phải thay đổi chính mình.*

*Trong cuộc sống có những điều nằm ngoài tầm kiểm soát, những điều bạn không thể đổi thay, và bạn phải chịu đựng điều ấy. Chúng ta sẽ phải lựa chọn, hoặc là từ bỏ, hoặc là tiếp tục phấn đấu.*

*Có một thực tế rằng có những người luôn coi thường bạn. Có những người thậm chí không thành thật với bạn. Người khác hỏi bạn có khỏe không, bạn bảo khỏe, nhưng bạn thật sự không ổn tí nào thì họ lại không bao giờ biết được điều đó. Nhưng vấn đề chính là, có thể tôi không bao giờ trở mình được, nhưng không phải như vậy. Bạn thấy đấy, tôi nỗ lực 100 lần để trở mình dậy, nếu tôi thất bại 100 lần, nếu cứ thất bại tôi lại từ bỏ, có nghĩ rằng tôi có cơ hội nào để trở mình không? KHÔNG. Nhưng nếu cứ thất bại, tôi lại cố gắng, lại cố gắng, lại cố gắng, cứ mỗi lần cố gắng, tôi lại có được một cơ hội để trở mình. Và nó sẽ không kết thúc cho đến khi bạn từ bỏ nó.*

*Thực tế rằng các bạn ở đây để tìm kiếm và thuyết phục rằng bạn vẫn còn một cơ hội khác để trở mình dậy. Chúng ta vẫn còn hy vọng. Tôi ở đây không phải để nói rằng tôi hiểu được nỗi đau của bạn. Tôi không hề biết bạn cảm thấy như thế nào – nhưng tôi biết cảm giác khi thực sự đau lòng. Và tôi hiểu được cảm giác của sự cô đơn.*

 **grow up** /grəʊ ʌp/  
phrasal verb lớn lên

 **fail** /feɪl/  
verb thất bại

 **sort of** /sɔ:t əv/  
phrase một phần, hơi

 **as long as** /əz lɒŋ əz/  
idiom miễn là

 **matter** /'mætə(r)/  
verb có ý nghĩa, có tính chất quan trọng

 **chance** /tʃɑ:ns/  
noun cơ hội

 **fear** /fiə(r)/  
noun sự sợ hãi

 **end** /end/  
noun phần kết, lúc kết, lúc cuối

 **out of control** /aʊt əv kən'trəʊl/  
phrase ngoài tầm kiểm soát

 **persuade** /pə'sweɪd/  
verb thuyết phục

 **live with something** /lɪv wɪð 'sʌmθɪŋ/  
phrasal verb sống cùng với

 **understand** /,ʌndə'stænd/  
verb hiểu

 **keep on** /ki:p ən/  
phrasal verb cứ tiếp tục làm gì

 **pain** /peɪn/  
noun sự đau đớn, sự đau khổ

 **put somebody down** /pʊt 'sʌmbədi: daʊn/  
idiom làm bẽ mặt, làm nhục

 **broken heart** /'brəʊkən hɑ:t/  
noun phrase trái tim tan vỡ

 **look someone in the eye** /lʊk 'sʌmwʌn ɪn ði aɪ/  
idiom thành thật

 **alone** /ə'ləʊn/  
adj một mình, cô đơn

 **get up** /get ʌp/  
phrasal verb đứng dậy

 **the thing** /ðə θɪŋ/  
phrase vấn đề là, sự thật là



**When you're in school, and when you're growing up in life, it actually has sort of matters to people how you look. And then it matters to you because it matters to others.**

**1. What are the matters to people?**

- A. When you're growing up in life.
- B. Yes, it matters to others.
- C. The matters of how you look.
- D. When you're in school.

**2. Do these matters matter to people?**

- A. No, it doesn't matter to others.
- B. No, it happens when you're growing up in life.
- C. Yes, when you're in school.
- D. Yes, it matters to people how you look.

**3. Does it matter to you?**

- A. Yes, the matters of how you look.
- B. Yes, it matters to you.
- C. No, it doesn't matter to others.
- D. No, it happens when you're in school.

**4. Why does it matter to you?**

- A. Because it matters to others.
- B. Yes, it matters to you.
- C. It matters when you're in school.
- D. There are sort of matters.

**5. Does it matter to others?**

- A. No, there are sort of matters.
- B. No, it happens when you're in school.
- C. Yes, it matters to others.
- D. Yes, it matters to you.

**6. What sort of matters matter to people?**

- A. There are sort of matters.
- B. It matters to others.
- C. It happens when you're in school.
- D. The matters how you look.

**Why does it matter how you look? Because the fear that we have is that we're going to be alone. That we're not good enough, and we have to change ourselves.**

**7. Why does it matter how you look?**

- A. It matters to others.
- B. It matters how you look.
- C. Because of the fear.
- D. It matters to you.

**8. What kind of fear that we have?**

- A. We're not good enough.
- B. We have to change ourselves.
- C. The fear of the loneliness.
- D. Because of the fear.

**9. Are we feared to be famous?**

- A. No, we're feared to be alone.
- B. We have to change ourselves.
- C. It matters to others.
- D. It matters to you.

**There are some things in life that are out of your control, that you can't change, and you've got to live with. The choice that we have though is either to give up, or keep on going.**

**10. Is there anything in life that are out of your control?**

- A. Yes, we can't control it.
- B. Yes, there are some things that out of our control.
- C. No, we can't change.
- D. No, we've to live with.

**11. Can we control everything in life?**

- A. Yes, we've to live with.
- B. No, we can control everything.
- C. No, there are some things that out of our control.
- D. Yes, we can't change.

**12. Can't we change everything in life?**

- A. Yes, we have to give up.
- B. Yes, we can't change everything in life.
- C. No, we've got to live with.
- D. No, that is out of our control.

**13. What do we've to do then?**

- A. We have to control it.
- B. We can't change it.
- C. That is out of our control.
- D. We have to live with.

**14. What do we have to choose?**

- A. We have to give up.
- B. We have to keep on going.
- C. We've got to live with.
- D. Give up or keep on.



**15. Do we have to give up all the time?**

- A. No, we can give up or keep on.
- B. Yes, we have to give up.
- C. Yes, we can't control some things in life.
- D. No, we have to keep on all the time.

**The fact that people put you down. People don't even look you in the eye. People ask you how you are, and you say fine, but you are not fine and they'll never know that.**

**16. People never put you down, don't they?**

- A. Yes, they ask how you are.
- B. No, people put you down.
- C. No, they never know that.
- D. Yes, people never put you down.

**But this is the thing. It should be impossible for me to get back up. But it's not. You see, I will try 100 times to get up and if I fail 100 times – if I fail and I give up, do you think that I'm ever going to get up? No.**

**17. Is Nick Vujicic impossible to get back up?**

- A. Yes, Nick Vujicic failed 100 times.
- B. No, Nick Vujicic got back up.
- C. No, it is possible.
- D. Yes, Nick Vujicic with try 100 times.

**18. Can Nick Vujicic get back up if he gives up?**

- A. Yes, he gave up.
- B. No, he can't get back up.
- C. Yes, he tried 100 times.
- D. No, he failed 100 times.

**19. What will happen if Nick Vujicic gives up?**

- A. He gave up.
- B. He can get back up.
- C. He will never get back up.
- D. He will try 100 times.

**But if I fail, I try again and again and then again, for as long as I try, there's always that chance of getting up. And it's not the end until you've given up.**

**20. Nick Vujicic will give up, won't he?**

- A. No, he gives up.
- B. No, he never gives up.
- C. Yes, he tries again and again.
- D. Yes, he has a chance to get up.

**21. What will happen if we try again and again?**

- A. We have to try again.
- B. We never give up.
- C. There's always that chance of getting up.
- D. We have to give up.

**And just the fact that you're here should persuade you that you have another chance to get back up. There's still hope.**

**22. What should you persuade yourself?**

- A. We have to get back up.
- B. We have another chance to get back up.
- C. We should persuade others about that.
- D. We have to give up.

**23. What can we do if we don't give up?**

- A. We have to try 100 times.
- B. We have to persuade ourselves.
- C. We can get back up.
- D. We have to give up.

**24. There is still hope for us, isn't it?**

- A. No, we have to get back up.
- B. It's not the end until you've given up.
- C. Yes, we have to try 100 times to get back up.
- D. Yes, there is still hope.



**I'm not here today to tell you that I understand your pain. I don't know how it feels – but I know how it feels to have a broken heart. And I know how it feels to be alone.**

**25. Does Nick Vujicic understand your pain?**

- A. Yes, he knows how it feels.
- B. No, there's still hope.
- C. No, he doesn't understand our pain.
- D. Yes, he understands our pain.

**26. What doesn't Nick Vujicic understand?**

- A. He knows how it feels.
- B. There's still hope.
- C. He doesn't understand our pain.
- D. Nick Vujicic doesn't understand it.

**27. What doesn't Nick Vujicic know?**

- A. He doesn't know how it feels.
- B. He knows how it feels.
- C. There's still hope.
- D. Yes, he understands our pain.

**28. What does he know?**

- A. There's still hope.
- B. The feeling to have a broken heart.
- C. Yes, he understands our pain.
- D. He doesn't know how it feels.

**29. Does Nick Vujicic know how it feels to have a broken phone?**

- A. No, he has another chance to get back up.
- B. Yes, he understands our pain.
- C. Yes, he has a broken phone.
- D. No, he knows how it feels to have a broken heart.

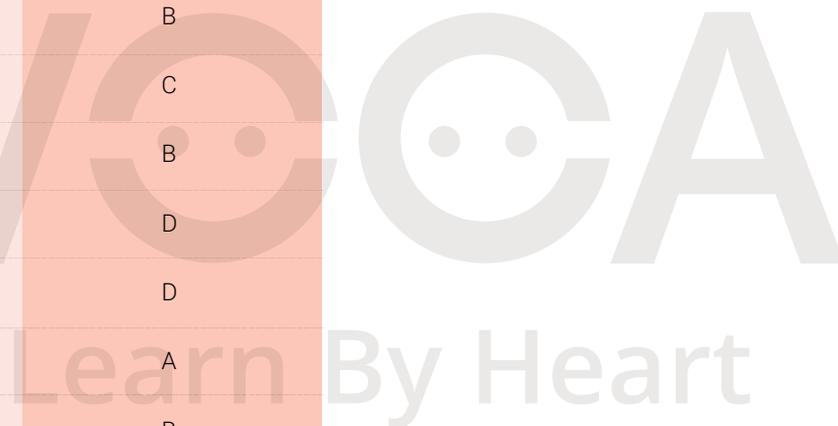
**30. What does he know?**

- A. He doesn't know how it feels.
- B. There's still hope.
- C. Yes, he understands our pain.
- D. How it feels to be alone.



Question	Answer
1	C
2	D
3	B
4	A
5	C
6	D
7	C
8	C
9	A
10	B
11	C
12	B
13	D
14	D
15	A
16	B
17	C
18	B
19	C
20	B
21	C
22	B
23	C
24	D
25	C

Question	Answer
26	C
27	A
28	B
29	D
30	D



## UNIT 3

# 'NOTHING HAPPENS UNTIL SOMEBODY CRIES'

"SẼ KHÔNG CÓ CHUYỆN GÌ XẢY RA ĐẾN KHI CÓ AI ĐÓ KÊU GÀO KHÓC."



### TRANSCRIPT

No matter what size, running a business isn't easy. There are many types of goals that business leaders and entrepreneurs often dream about.

Thirty years ago, Cloutier, 69, founded American Management Services on a simple insight: Many small-business owners have no idea what they are doing and need someone to tell them so to their faces.

Cloutier first realized this as working part-time for a variety of local businesses.

The ideas Cloutier has preached are pretty common sense. Watch cash flow like a hawk, pay yourself first, reward employees for performance only, cut costs viciously, sell constantly. Cloutier says. "The problem is getting management to implement the solution." As he has often joked: "Nothing happens until somebody cries."

Chuck Sprovieri said: "It's a cold slap in the face. They'd tell us things like 'You've got employees who've been with you for 30 years. Are you ready to fire them if we tell you you need to?'"

Chuck Sprovieri also took AMS' advice and adopted a policy of pay tied to specific business targets for all employees. Chuck Sprovieri also fired as many as 10% of his customers, the especially demanding or time-consuming ones he wasn't making money on.

Chuck Sprovieri says he had no idea where he was going to get that kind of money--but AMS did. "The first thing they work on is your cash flow," he says, "and the reason is they want to know they are going to get paid. They said: 'Chuck, you'll get it back in three years.' At the end of year one I got it back." Five years later, Sprovieri says his annual sales have doubled to \$20 million, and his profit margin has increased from the low single digits to more than 10%.

### TRANSLATION

Việc vận hành một doanh nghiệp, dù ở quy mô nào, cũng là điều không hề dễ dàng. Những nhà lãnh đạo hay sáng lập doanh nghiệp thường có nhiều mục tiêu khác nhau.

Ba mươi năm trước, Cloutier, 69 tuổi, đã thành lập Công Ty Quản Lý Dịch Vụ Hoa Kỳ chỉ với một ý nghĩ đơn giản: Nhiều doanh nghiệp nhỏ không hề biết phải làm gì cũng như cần ai đó nói cho họ những điều cần đối mặt.

Cloutier đã nhận ra điều này trong khi còn làm việc bán thời gian cho những doanh nghiệp địa phương.

Những ý tưởng Cloutier đã trình bày đều là những lẽ thường tình. Ông xem dòng lưu động tiền tệ như một con chim điều hâu, tự trả lương cho chính mình trước, tặng thưởng cho những nhân viên có doanh thu tốt, cắt giảm những chi phí không hợp lý, liên tục kinh doanh. Cloutier nói: "Vấn đề là phải quản lý tốt để tìm ra giải pháp." Nhưng ông đã từ chối nói đùa rằng: "Sẽ không có chuyện gì xảy ra đến khi có ai đó khóc."

Chuck Sprovieri đã nói: "Đó như một cú tát lạnh lẽo lên khuôn mặt. Họ sẽ nói những điều như 'Anh có một người nhân viên đã gắn bó đến 30 năm. Anh có sẵn lòng sa thải anh ta nếu chúng tôi nói anh cần phải làm như vậy?'"

Chuck Sprovieri cũng đã nhận lời khuyên của AMS và thông qua chính sách đặt ra những chỉ tiêu kinh doanh cụ thể cho nhân viên. Chuck Sprovieri cũng đã mất đi khoảng 10% lượng khách hàng, đặc biệt loại bỏ những nhân viên khắt khe hay những nhân viên không hoàn thành công việc đúng thời hạn, những nhân viên không sinh lợi cho mình.

Chuck Sprovieri nói rằng anh không hề biết anh sẽ phải kiểm đầu ra số tiền đó, nhưng AMS đã làm được. Anh nói: "Điều đầu tiên họ tác động đến chính là dòng lưu động tiền tệ, và nguyên nhân chính là họ muốn biết rằng sẽ họ sẽ được trả lương. Họ đã nói: 'Chuck, anh sẽ khôi phục lại trong vòng 3 năm.' Nhưng chỉ vào cuối năm đầu tiên, tôi đã khôi phục lại." Năm năm sau, Sprovieri nói rằng doanh số hàng năm đã tăng gấp đôi lên đến 20 triệu đô, và lợi nhuận đã tăng lên từ những con số nhỏ nhoi tăng lên đến hơn 10%.

 **no matter what** /nəʊ 'mætə wɒt/  
phrase  
dù sao, dù cho

 **preach** /pri:tʃ/  
verb  
thuyết giáo, thuyết giảng

 **run** /rʌn/  
verb  
vận hành

 **common sense** /,kɒmən 'sens/  
phrase  
lẽ thường, thường thức

 **goal** /gəʊl/  
noun  
mục tiêu, mục đích

 **cash flow** /'kæʃ fləʊ/  
noun  
dòng tiền mặt, chu kỳ tiền mặt

 **business** /'bɪznəs/  
noun  
công ty, doanh nghiệp

 **hawk** /hɔ:k/  
noun  
diều hâu

 **entrepreneur** /,ɒntrəprəʊ 'nɜ:(r)/  
noun  
chủ doanh nghiệp, khởi nghiệp gia

 **reward** /rɪ 'wɔ:d/  
verb  
thưởng, thưởng công

 **dream about** /dri:m ə 'baʊt/  
phrasal verb  
mơ thấy

 **viciously** /'viʃəsli/  
adv  
kịch liệt, mãnh liệt

 **insight** /'ɪnsaɪt/  
noun  
sự hiểu biết sâu sắc

 **constantly** /'kɒnstəntli/  
adv  
liên tục

 **have no idea** /hæv nəʊ aɪ 'diə/  
phrase  
không biết, không có ý kiến gì

 **implement** /'ɪmplɪmənt/  
verb  
triển khai, thực hiện

 **part-time** /,pɑ:t 'taɪm/  
adj  
bán thời gian

 **management** /'mænɪdʒmənt/  
noun  
quản lý

 **local** /'ləʊkl/  
adj  
(thuộc) địa phương

 **fire** /'faɪə(r)/  
verb  
sa thải, đuổi việc



No matter what size, running a business isn't easy.

- 1. Running a business isn't easy, is it?**
  - A. No, it is a small business.
  - B. Yes, running a business isn't easy.
  - C. Yes, running isn't easy.
  - D. No, it is easy.
- 2. What isn't easy, no matter what size?**
  - A. Yes, it isn't easy.
  - B. It is a small business.
  - C. No matter what size.
  - D. Running a business.
- 3. What size of the business that isn't easy to run?**
  - A. It is a small business.
  - B. Yes, it isn't easy.
  - C. No matter what size.
  - D. Running a business.

There are many types of goals that business leaders and entrepreneurs often dream about.

- 4. How many types of goals that leaders dream about?**
  - A. That are goals of business leaders.
  - B. Many types of goals.
  - C. They often dream about it.
  - D. Business leaders and entrepreneurs often dream about it.
- 5. What do business leaders often dream about?**
  - A. They often dream about it.
  - B. They dream about many types of goals.
  - C. That are goals of business leaders.
  - D. Business leaders and entrepreneurs often dream about it.
- 6. Who often dream about goals?**
  - A. Business leaders and entrepreneurs.
  - B. They dream about many types of goals.
  - C. They often dream about it.
  - D. Many types of goals.

Thirty years ago, Cloutier, 69, founded American Management Services on a simple insight: Many small-business owners have no idea what they are doing and need someone to tell them so to their faces.

- 7. When did Cloutier founded American Management Services?**
  - A. Cloutier founded American Management Services.
  - B. He founded American Management Services.
  - C. He founded it when he was 69 years old.
  - D. It was thirty years ago.
- 8. Did Cloutier found American Management Services 3 years ago?**
  - A. Yes, Cloutier founded American Management Services.
  - B. No, he founded American Management Services.
  - C. No, he founded it thirty years ago.
  - D. Yes, he founded it when he was 69 years old.
- 9. Who founded American Management Services?**
  - A. He founded it 30 years ago.
  - B. It was Cloutier.
  - C. He founded American Management Services.
  - D. He founded it when he was 69 years old.
- 10. How old was Cloutier at that time?**
  - A. He was 69 years old at that time.
  - B. He founded American Management Services.
  - C. He founded it 30 years ago.
  - D. Cloutier founded it.
- 11. What did Cloutier found?**
  - A. He founded American Management Services.
  - B. Cloutier founded it.
  - C. He founded it 30 years ago.
  - D. He was 69 years old at that time.
- 12. Did he have a simple insight or a complicated insight?**
  - A. He founded it 30 years ago.
  - B. He had a simple insight.
  - C. He was 69 years old at that time.
  - D. He founded American Management Services.
- 13. What kind of insight did Cloutier have?**
  - A. He needed someone to tell him what to do.
  - B. He was a small-business owner.
  - C. Cloutier had a simple insight.
  - D. Cloutier had no idea what to do.



**Cloutier first realized this as working part-time for a variety of local businesses.**

**14. When did he realize it?**

- A. When working part-time jobs.
- B. He worked for local businesses.
- C. He worked 30 years ago.
- D. He was a small-business owner.

**15. Who realized this as working part-time jobs?**

- A. Cloutier first realized this as working part-time jobs.
- B. He worked for local businesses.
- C. He worked part-time.
- D. He worked 30 years ago.

**16. Where did he work part-time?**

- A. Cloutier first realized this as working part-time jobs.
- B. He was a small-business owner.
- C. A variety of local businesses.
- D. Part-time jobs.

**17. Did he work part-time for local businesses or national businesses?**

- A. He worked part-time.
- B. He worked for local businesses.
- C. He worked for national businesses.
- D. He was a small-business owner.

**The ideas Cloutier has preached are pretty common sense. Watch cash flow like a hawk, pay yourself first, reward employees for performance only, cut costs viciously, sell constantly.**

**18. What are the ideas Cloutier has preached?**

- A. He worked part-time.
- B. Pretty common sense.
- C. He worked for local businesses.
- D. The ideas belong to Cloutier.

**19. What does he watch the cash flow?**

- A. He rewards employees for performance only.
- B. He cut costs viciously.
- C. He watches the cash flow like a hawk.
- D. It is pretty common sense.

**20. What do you need to pay first?**

- A. He cut costs viciously.
- B. Pay yourself.
- C. He rewards employees for performance only.
- D. It is pretty common sense.

**21. For what do we need to reward employees?**

- A. For performance only.
- B. Pay yourself first.
- C. He cut costs viciously.
- D. Watch cash flow like a hawk.

**22. What do we need to cut?**

- A. For performance only.
- B. Watch cash flow like a hawk.
- C. We need to cut costs viciously.
- D. Pay yourself first.

**Cloutier says. "The problem is getting management to implement the solution." As he has often joked: "Nothing happens until somebody cries."**

**23. What did Cloutier say?**

- A. He watches the cash flow like a hawk.
- B. "The problem is getting management to implement the solution."
- C. Cloutier said that.
- D. He thought: "Nothing happens until somebody cries."

**24. Who said "The problem is getting management to implement the solution."?**

- A. Cloutier said that.
- B. He watches the cash flow like a hawk.
- C. We need to cut costs viciously.
- D. It is pretty common sense.

**25. What has he often joked?**

- A. Cloutier said that.
- B. "The problem is getting management to implement the solution."
- C. We need to cut costs viciously.
- D. "Nothing happens until somebody cries."

**Chuck Sprovieri said: "It's a cold slap in the face."**

**26. What did Chuck Sprovieri say?**

- A. It is pretty common sense.
- B. "It's a cold slap in the face."
- C. "The problem is getting management to implement the solution."
- D. "Nothing happens until somebody cries."



**27. Who said: "It's a cold slap in the face."**

- A. Cloutier said that.
- B. Chuck Sprovieri said: "It's a cold slap in the face."
- C. He said: "It's a cold slap in the face."
- D. "The problem is getting management to implement the solution."

**28. Did he say about the warm slap in the face?**

- A. Cloutier said that.
- B. "The problem is getting management to implement the solution."
- C. No, it is a cold slap in the face.
- D. He said: "It's a slap in the face."

**They'd tell us things like 'You've got employees who've been with you for 30 years. Are you ready to fire them if we tell you you need to?'**

**29. What would they tell us?**

- A. Cloutier said that.
- B. 'Are you ready to fire the 30-year-employee if we tell you you need to?'
- C. "The problem is getting management to implement the solution."
- D. "It's a cold slap in the face."

**Chuck Sprovieri also took AMS' advice and adopted a policy of pay tied to specific business targets for all employees.**

**30. Who took AMS' advice?**

- A. Chuck Sprovieri also took AMS' advice.
- B. He adopted a policy of paying.
- C. It's tied to specific business targets for all employees.
- D. He took AMS' advice.

**31. What did Chuck Sprovieri do?**

- A. He adopted a policy of paying.
- B. It's tied to specific business targets for all employees.
- C. He took AMS' advice.
- D. Chuck Sprovieri also took it.

**32. Whose advice did Chuck Sprovieri take?**

- A. It's tied to specific business targets for all employees.
- B. Chuck Sprovieri also took AMS' advice.
- C. He adopted a policy of paying.
- D. He took an advice.

**33. What did he adopt?**

- A. He adopted a policy of paying.
- B. He took an advice.
- C. Chuck Sprovieri also took AMS' advice.
- D. It's tied to specific business targets for all employees.

**34. What did the policy tie to?**

- A. He took an advice.
- B. Chuck Sprovieri also took AMS' advice.
- C. Specific business targets for all employees.
- D. He adopted a policy of paying.

**35. For whom was specific business targets?**

- A. For all employees.
- B. He adopted a policy of paying.
- C. He took an advice.
- D. Chuck Sprovieri also took AMS' advice.

**36. Were specific business targets for new employees?**

- A. Chuck Sprovieri also took AMS' advice.
- B. No, they were for all employees.
- C. They were for employees.
- D. It's tied to specific business targets.

**Chuck Sprovieri also fired as many as 10% of his customers, the especially demanding or time-consuming ones he wasn't making money on.**

**37. What did Cloutier say?**

- A. He fired as many as 10% of his customers.
- B. He fired demanding or time-consuming ones.
- C. He wasn't making money on them.
- D. It was Chuck Sprovieri.

**38. What happened to Chuck Sprovieri?**

- A. He wasn't making money on them.
- B. It was Chuck Sprovieri.
- C. Chuck Sprovieri also fired as many as 10% of his customers.
- D. He fired demanding or time-consuming ones.



39. How many percent of his customers did he fire?

- A. He fired demanding or time-consuming ones
- B. Chuck Sprovieri also fired as many as 10% of his customers.
- C. He wasn't making money on them.
- D. He fired demanding or time-consuming ones.

40. What kind of customers did he fire?

- A. He fired demanding or time-consuming ones.
- B. He wasn't making money on them.
- C. He fired as many as 10% of his customers.
- D. Chuck Sprovieri also took AMS' advice.

41. Did he fire demanding ones?

- A. No, he wasn't making money on them.
- B. He fired as many as 10% of his customers.
- C. Yes, Chuck Sprovieri also took AMS' advice.
- D. Yes, he fired demanding or time-consuming ones.

42. Did he fire time-consuming ones or time-saving ones?

- A. He fired time-consuming ones.
- B. He fired as many as 10% of his customers.
- C. He wasn't making money on them.
- D. Chuck Sprovieri also took AMS' advice.

43. Why did he fire those customers?

- A. He fired as many as 10% of his customers.
- B. He fired demanding or time-consuming ones
- C. He wasn't making money on them.
- D. Chuck Sprovieri also took AMS' advice.

44. Was he making money on those customers?

- A. He adopted a policy of paying.
- B. No, he wasn't making money on them.
- C. Chuck Sprovieri also took AMS' advice.
- D. He fired as many as 10% of his customers.

**Chuck Sprovieri says he had no idea where he was going to get that kind of money--but AMS did.**

45. What does Chuck Sprovieri say?

- A. He had no idea where he was going to get that kind of money.
- B. They work on is your cash flow.
- C. They got that kind of money.
- D. Chuck Sprovieri did that.

46. Does he know where he was going to get that kind of money?

- A. No, he doesn't know.
- B. Yes, they work on is your cash flow.
- C. Yes, they got that kind of money.
- D. No, Chuck Sprovieri did that.

47. Who had no idea where he was going to get that kind of money?

- A. They got that kind of money.
- B. They did it.
- C. Chuck Sprovieri.
- D. They work on is your cash flow.

48. Did AMS do that?

- A. Yes, they did it.
- B. Yes, Chuck Sprovieri did it.
- C. No, they work on is your cash flow.
- D. No, they got that kind of money.

49. Who could do it?

- A. AMS did it.
- B. Chuck Sprovieri did it.
- C. No, they work on is your cash flow.
- D. They did it.

**"The first thing they work on is your cash flow," he says, "and the reason is they want to know they are going to get paid.**

50. What is the first thing they work?

- A. They work on it.
- B. They are going to get paid.
- C. It is your cash flow.
- D. It is the first thing.

51. Do they work on your profit first?

- A. Yes, they are going to get paid.
- B. No, he gets it back in three years.
- C. No, they don't work on your profit first.
- D. Yes, they work on it.

52. What is the reason they want to know?

- A. It is your cash flow.
- B. They are going to get paid.
- C. He gets it back in three years.
- D. They work on it.

53. Do they want to know they are going to get paid?

- A. Yes, they want to know they are going to get paid.
- B. He gets it back in three years.
- C. No, they work on it.
- D. Yes, they make money on them.



**They said: 'Chuck, you'll get it back in three years.'  
At the end of year one I got it back."**

**54. When will Chuck get it back?**

- A. They work on is your cash flow.
- B. Yes, they make money on them.
- C. They are going to get paid.
- D. Chuck will get it back in three years.

**55. What did they say?**

- A. 'Chuck, you'll get it back in three years.'
- B. They work on is your cash flow.
- C. They work on it.
- D. They make money on it.

**56. When did he get it back actually?**

- A. They are going to get paid.
- B. They make money on it.
- C. At the end of year one.
- D. He got it back.

**Five years later, Sproveri says his annual sales  
have doubled to \$20 million, and his profit margin  
has increased from the low single digits to more  
than 10%.**

**57. What happened 5 years later?**

- A. At the end of the first year.
- B. His annual sales have doubled to \$20 million.
- C. It happened five years later.
- D. He got it back.

**59. How much have his annual sales doubled?**

- A. \$20 million.
- B. His annual sales.
- C. He got it back.
- D. It happened five years later.

**60. What has increased from the low single digits  
to more than 10%?**

- A. More than 10%.
- B. His annual sales.
- C. His profit margin.
- D. \$20 million.

**61. How much has his profit margin increase?**

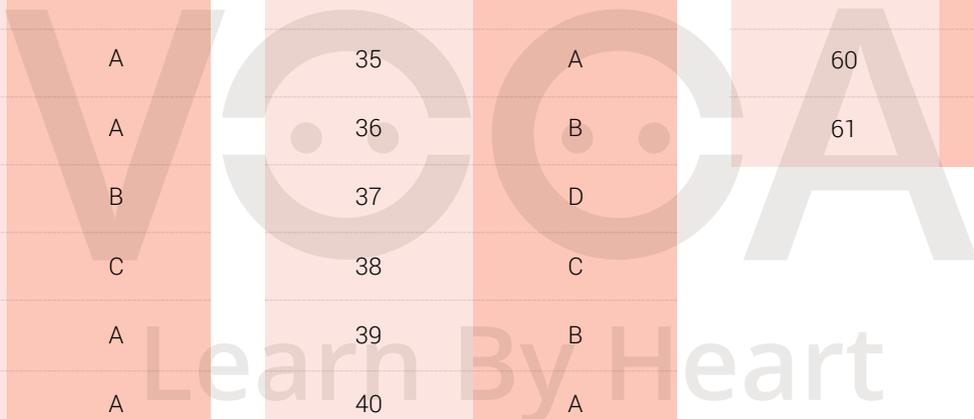
- A. More than 10%.
- B. His profit margin.
- C. \$20 million.
- D. His annual sales.



Question	Answer
1	B
2	D
3	C
4	B
5	B
6	A
7	D
8	C
9	B
10	A
11	A
12	B
13	C
14	A
15	A
16	C
17	B
18	B
19	C
20	B
21	A
22	C
23	B
24	A
25	D

Question	Answer
26	B
27	B
28	C
29	B
30	A
31	C
32	B
33	A
34	C
35	A
36	B
37	D
38	C
39	B
40	A
41	D
42	A
43	C
44	B
45	A
46	A
47	C
48	A
49	A
50	C

Question	Answer
51	C
52	B
53	A
54	D
55	A
56	C
57	B
58	A
59	A
60	C
61	A



## MICROSOFT STORY



## Story

## TRANSCRIPT

Bill Gates, is an American **entrepreneur**, programmer, **investor**, and **philanthropist**.

He and Paul Allen, **co-founded** Microsoft, which is the #1 software company, in the world.

In 1975, Gates and Allen **met with** the MITS president, and had developed an Altair **emulator**, within a few weeks.

The **demonstration** was a success, which **led into a deal** with MITS, to **distribute** the **interpreter**, as Altair BASIC.

They **named their partnership, with** Microsoft. On the 26th of November 1976, the trade name Microsoft, was registered.

Gates referred IBM, to Digital Research, but, the discussions did not **go well**.

Microsoft **made a deal** with SCP, to become the exclusive licensing agent, and later, the full owner of 86-DOS.

After adapting the operating system for the PC, Microsoft delivered it to IBM, as PC DOS **in exchange**, for a one time fee of \$50,000.

The sales of MS-DOS, made Microsoft, a major player, in the industry.

The computer was called, by an expert in the industry, as "Gates computer".

The company was restructured, on the 25th of June 1981, Gates, became the president, and board chairman.

Microsoft launched its first retail version, of Microsoft Windows, on 20th November, 1985.

Microsoft has been growing ever since. It all began, with the first idea, and then, they built upon that.

Since 1975, Microsoft had had a domination, over the software market, Windows software is used in most companies.

They have consistently kept up with the pace of change, and that, is why they remain the #1 software company, in the world.

## CÂU CHUYỆN THÀNH CÔNG CỦA MICROSOFT

## TRANSLATION

*Bill Gates là một nhà sáng lập người Hoa Kỳ, một lập trình viên, một nhà đầu tư cũng như một nhà từ tâm. Ông và Paul Allen đã đồng sáng lập Microsoft, một công ty phần mềm đứng đầu toàn thế giới.*

*Vào năm 1975, Gates và Allen đã bàn luận với chủ tịch tập đoàn MITS và triển khai phát triển phần mềm giả lập Altair chỉ trong vòng một vài tuần. Sự thành công này dẫn đến một cuộc thương thuyết với MITS để phân phối phần mềm thông dịch như nền tảng của Altair. Họ đặt tên công ty của mình là Microsoft. Vào ngày 26 tháng 11 năm 1976 thương hiệu thương nghiệp của Microsoft được đăng doanh nghiệp.*

*Gates đã dự định quy gộp IBM vào Nghiên cứu kỹ thuật số, tuy nhiên cuộc thảo luận không đi đến thống nhất. Microsoft đã thương thuyết thành công với SCP để trở thành đại diện pháp lý độc quyền, và sau đó trở thành chủ sở hữu của 86-DOS. Sau khi lắp đặt hệ thống quản lý cho máy tính cá nhân, Microsoft chuyển nó đến IBM như máy tính cá nhân DOS với mức phí là 50,000 đô.*

*Doanh số của MS-DOS đã giúp Microsoft như công ty đầu ngành của nền công nghiệp. Chiếc máy tính đó được giới chuyên môn trong ngành gọi là "máy tính Gates". Công ty đã tái cơ cấu vào ngày 25 tháng 6 năm 1981, Gates trở thành chủ tịch hội đồng quản trị của công ty. Microsoft đã phát hành bản bán lẻ đầu tiên của Microsoft Windows vào ngày 20 tháng 11 năm 1985.*

*Kể từ đó Microsoft phát triển vụng mạnh. Nó được phát triển dựa trên một ý tưởng đầu tiên và sau đó họ đã xây dựng dựa trên ý tưởng đó.*

*Kể từ năm 1975 Microsoft đã thống trị toàn bộ thị trường phần mềm, phần mềm của Windows được sử dụng trong hầu hết các công ty.*

*Họ luôn theo kịp những bước thay đổi của thị trường và đó là nguyên do họ luôn giữ vị thế là công ty phần mềm đứng đầu toàn thế giới*



**programmer**  
noun  
/'prəʊgræmə(r)/  
lập trình viên



**distribute**  
verb  
/dɪ'strɪbjʊ:t/  
phân bố, phân phối



**investor**  
noun  
/ɪn'vestə(r)/  
chủ đầu tư, nhà đầu tư



**interpreter**  
noun  
/ɪn'tɜ:prətə(r)/  
phần mềm thông dịch



**philanthropist**  
noun  
/'fɪ'lænθrəpɪst/  
người nhân đức, người  
bác ái



**name**  
verb  
/neɪm/  
đặt tên



**co-found**  
verb  
/kəʊ-faʊnd/  
đồng sáng lập



**partnership**  
noun  
/'pɑ:tnəʃɪp/  
đối tác



**software**  
noun  
/'sɒftweə(r)/  
phần mềm



**go well**  
phrase  
/,gəʊ 'wel/  
diễn ra trôi chảy, suôn sẻ



**meet with**  
phrasal verb  
/mi:t wɪθ/  
gặp gỡ, gặp mặt



**make a deal with**  
phrase  
/meɪk ə di:l wɪθ/  
thỏa thuận với, giao kèo  
với



**emulator**  
noun  
/'emjʊlətə(r)/  
phần mềm giả lập



**in exchange for**  
phrase  
/ɪn ɪks'tʃeɪndʒ fɔ:/  
trao đổi



**demonstration**  
noun  
/,demən'streɪʃn/  
sự thể hiện, trình bày



**build upon**  
phrasal verb  
/bɪld ə'pɒn/  
dựa trên



**lead into**  
phrase  
/li:d 'ɪntu:/  
đưa vào, dẫn vào



**domination**  
noun  
/,dɒmɪ'neɪʃn/  
ưu thế, sự trội hơn



**deal**  
noun  
/di:l/  
sự giao dịch, sự thỏa  
thuận mua bán



**keep up with**  
phrasal verb  
/ki:p ʌp wɪθ/  
theo kịp



**Bill Gates is an American entrepreneur, programmer, investor and philanthropist.**

**1. Where did Bill Gates come from?**

- A. Bill Gates is a programmer.
- B. Bill Gates is an investor and philanthropist.
- C. He came from America.
- D. Bill Gates is an entrepreneur

**2. Who is Bill Gates?**

- A. Bill Gates is an American teacher.
- B. An American entrepreneur, programmer, investor and philanthropist
- C. He came from America.
- D. Bill Gates is an entrepreneur

**3. Is Bill Gates an American entrepreneur or a British entrepreneur?**

- A. Bill Gates is an American entrepreneur.
- B. Bill Gates is a programmer.
- C. He came from America.
- D. Bill Gates is an investor and philanthropist.

**4. What kind of jobs did Bill Gates use to do?**

- A. He came from America.
- B. Bill Gates is an American entrepreneur.
- C. Bill Gates is an American.
- D. Entrepreneur, programmer, investor and philanthropist

**He and Paul Allen co-founded Microsoft, which is the #1 software company in the world.**

**5. Who did Bill Gates co-found Microsoft with?**

- A. Bill Gates co-founded Microsoft with Paul Allen.
- B. This is the #1 software company in the world.
- C. Paul Allen founded Microsoft.
- D. Bill Gates founded Microsoft by himself.

**6. Who founded Microsoft?**

- A. Bill Gates founded Microsoft by himself.
- B. This is the #1 software company in the world.
- C. Bill Gates and Paul Allen
- D. Paul Allen founded Microsoft.

**7. Did Bill Gates found Microsoft by himself?**

- A. Bill Gates founded Microsoft by himself.
- B. No, Bill Gates co-founded Microsoft with Paul Allen.
- C. This is the #1 software company in the world.
- D. Paul Allen founded Microsoft.

**8. What did he and Paul Allen co-found?**

- A. He and Paul Allen co-founded Microsoft.
- B. Bill Gates founded Microsoft by himself.
- C. Paul Allen founded Microsoft.
- D. This is the #1 software company in the world.

**9. What did Bill Gates do with Paul Allen?**

- A. Co-founded Microsoft.
- B. He and Paul Allen did it.
- C. Paul Allen founded Microsoft.
- D. This is the #1 software company in the world.

**10. What kind of company was Microsoft?**

- A. He and Paul Allen co-founded Microsoft.
- B. He and Paul Allen did it.
- C. This is the software company.
- D. This is the #1 company in the world.

**11. Is Microsoft the #3 software company in the world?**

- A. No, this is the #1 software company in the world.
- B. He and Paul Allen co-founded Microsoft.
- C. Bill Gates founded Microsoft by himself.
- D. This is the software company.

**12. Which ranking do the software company Microsoft reach in the world?**

- A. Bill Gates founded Microsoft by himself.
- B. He came from America.
- C. Bill Gates is an American.
- D. This is the #1 software company in the world.

**13. Is Microsoft a software company or a hardware company?**

- A. This is the #1 company in the world.
- B. Bill Gates founded Microsoft by himself.
- C. This is the software company.
- D. He and Paul Allen co-founded Microsoft.

**In 1975 Gates and Allen met with the MITS president and had developed an Altair emulator within a few weeks.**

**14. When did Gates & Allen meet with the MITS president?**

- A. Gates & Allen meet with the MITS president in 1975.
- B. They had developed an Altair emulator.
- C. They had finished within a few weeks.
- D. Allen met with the MITS president.



**15. Who met with the MITS president in the 1975?**

- A. Gates and Allen met with the MITS president in 1975.
- B. They had developed an Altair emulator.
- C. They had finished within a few weeks.
- D. They met with the MITS president.

**16. With whom did Gates and Allen meet in the 1975?**

- A. They had developed an Altair emulator.
- B. They had finished within a few weeks.
- C. They met with the MITS president.
- D. They met in 1975.

**17. Did Gates meet with the MITS president by himself?**

- A. No, they had finished within a few weeks.
- B. No, Gates and Allen met with the MITS president.
- C. Yes, they met in 1975.
- D. Yes, they met with the MITS president.

**18. What had they developed?**

- A. They met with the MITS president.
- B. They had developed an Altair emulator.
- C. They had finished within a few weeks.
- D. Yes, they met in 1975.

**19. Who had developed an Altair emulator within a few weeks?**

- A. They had finished within a few weeks.
- B. They had developed an Altair emulator.
- C. Gates and Allen and the MITS president.
- D. They met with the MITS president.

**20. How long had they developed an Altair emulator?**

- A. They met with the MITS president.
- B. They had developed an Altair emulator within a few weeks.
- C. Gates and Allen and the MITS president.
- D. They had developed an Altair emulator.

**21. Had they developed an Altair emulator within a few days?**

- A. No, they had developed it within a few weeks.
- B. They met with the MITS president.
- C. Gates and Allen met with the MITS president.
- D. They met in 1975.

**The demonstration was a success which led into a deal with MITS to distribute the interpreter as Altair BASIC.**

**22. Which was a success which led into a deal with MITS?**

- A. It distributed the interpreter as Altair BASIC.
- B. It was the Altair BASIC.
- C. The demonstration was a success which led into a deal with MITS.
- D. It led into a deal with MITS.

**23. What led into a deal with MITS?**

- A. Gates and Allen met with the MITS president.
- B. The demonstration between Gates and the MITS president.
- C. It led into a deal with MITS.
- D. It distributed the interpreter as Altair BASIC.

**24. Did it lead into a deal with MITS?**

- A. Yes, it led into a deal with MITS.
- B. It distributed the interpreter as Altair BASIC.
- C. Gates and Allen met with the MITS president.
- D. It was the Altair BASIC.

**25. With which did it lead into a deal?**

- A. They had developed an Altair emulator.
- B. Gates and Allen met with the MITS president.
- C. It distributed the interpreter as Altair BASIC.
- D. It led into a deal with MITS.

**26. With which did it lead into a deal?**

- A. It distributed the interpreter as Altair BASIC.
- B. It led into a deal with MITS.
- C. Gates and Allen met with the MITS president.
- D. They had developed an Altair emulator.

**They named their partnership with Microsoft. On the 26th of November 1976 the trade name Microsoft was registered.**

**27. What did they name their partnership?**

- A. The trade name Microsoft was registered.
- B. It was registered on the 26th of November 1976.
- C. It was registered.
- D. They named their partnership with Microsoft.



**28. Who did they name with Microsoft?**

- A. It was registered.
- B. It was registered on the 26th of November 1976.
- C. They named their partnership with Microsoft.
- D. The trade name Microsoft was registered.

**29. Did they name themselves Microsoft?**

- A. No, they named their partnership with Microsoft.
- B. No, it was registered.
- C. It was registered on the 26th of November 1976.
- D. The trade name Microsoft was registered.

**30. When was the trade name Microsoft registered?**

- A. It was registered on the 26th of November 1976.
- B. No, it was registered.
- C. The trade name Microsoft was registered.
- D. They named their partnership with Microsoft.

**31. What was registered on the 26th of November 1976?**

- A. No, it was registered.
- B. They named their partnership with Microsoft.
- C. The trade name Microsoft was registered.
- D. It was registered on the 26th of November 1976.

**32. What happened with the trade name Microsoft on the 26th of November 1976?**

- A. It was registered.
- B. It was registered on the 26th of November 1976.
- C. It happened on the 26th November 1976.
- D. It happened with the trade name Microsoft.

**33. Was the trade name Microsoft registered on the 6th of November 1976?**

- A. Yes, it was registered on the 6th of November 1976.
- B. No, the trade name Microsoft was registered.
- C. No, it was registered on the 26th of November 1976.
- D. Yes, it was registered.

**Gates referred IBM to Digital Research but the discussions did not go well.**

**34. What did Gates refer IBM?**

- A. Gates referred IBM to Digital Research.
- B. The discussions did not go well.
- C. They named their partnership with Microsoft.
- D. The trade name Microsoft was registered.

**35. What did Gates refer to Digital Research?**

- A. It was registered.
- B. Gates referred IBM to Digital Research.
- C. The discussions did not go well.
- D. The discussions went well.

**36. Who referred IBM to Digital Research?**

- A. The discussions did not go well.
- B. They named their partnership with Microsoft.
- C. The discussions went well.
- D. Gates referred IBM to Digital Research.

**37. Did Gates refer Microsoft to Digital Research?**

- A. Yes, it was registered.
- B. No, the discussions went well.
- C. No, Gates referred IBM to Digital Research.
- D. Yes, the discussions did not go well.

**38. Did the discussion go well?**

- A. No, the discussions went well.
- B. No, the discussions did not go well.
- C. Yes, it was registered.
- D. Yes, Gates referred IBM to Digital Research.

**39. What did not go well?**

- A. The discussions did not go well.
- B. No, the discussions went well.
- C. Gates referred IBM to Digital Research.
- D. Yes, it was registered.

**Microsoft made a deal with SCP to become the exclusive licensing agent, and later the full owner of 86-DOS.**

**40. What made a deal with SCP?**

- A. It became the exclusive licensing agent.
- B. It made a deal with SCP.
- C. It was the full owner of 86-DOS.
- D. Microsoft made a deal with SCP.



**41. What did Microsoft do with SCP?**

- A. Microsoft made a deal with SCP.
- B. It was the full owner of 86-DOS.
- C. It did not go well.
- D. It became the exclusive licensing agent.

**42. Did Microsoft become the exclusive licensing agent of SCP?**

- A. No, it did not go well.
- B. Yes, Gates referred IBM to Digital Research.
- C. Yes, Microsoft became the exclusive licensing agent of SCP.
- D. No, Microsoft made a deal with SCP.

**43. Did Microsoft become the full owner of 86-DOS?**

- A. It became the exclusive licensing agent.
- B. Yes, Microsoft became the full owner of 86-DOS.
- C. No, it did not go well.
- D. No, Microsoft made a deal with SCP.

**After adapting the operating system for the PC, Microsoft delivered it to IBM as PC DOS in exchange for a one time fee of \$50,000.**

**44. When did Microsoft deliver it to IBM as PC DOS?**

- A. After adapting the operating system for the PC.
- B. Microsoft delivered it to IBM.
- C. It became the full owner of 86-DOS.
- D. It became the exclusive licensing agent.

**45. What did Microsoft deliver to IBM as PC DOS?**

- A. It became the full owner of 86-DOS.
- B. It became the exclusive licensing agent.
- C. The operating system.
- D. Microsoft delivered it to IBM.

**46. How much for a one-time fee of the operating system?**

- A. \$50,000.
- B. Microsoft
- C. IBM
- D. PC DOS

**47. Was 50,000\$ a price for long time fee?**

- A. Yes, after adapting the operating system for the PC.
- B. No, 50,000\$ was a price for one-time fee.
- C. No, it was 50,000\$.
- D. Yes, Microsoft delivered it.

**The sales of MS-DOS made Microsoft a major player in the industry.**

**48. What made Microsoft a major player in the industry?**

- A. Microsoft
- B. A major player
- C. In the industry
- D. The sales of MS-DOS

**49. What was a major player in the industry?**

- A. It was a major player in the industry.
- B. MS-DOS was a major player in the industry.
- C. Microsoft was a major player in the industry.
- D. Microsoft made MS-DOS a major player.

**50. In which Microsoft a major player?**

- A. Microsoft made MS-DOS a major player.
- B. It was a major player.
- C. MS-DOS was a major player in the industry.
- D. Microsoft was a major player in the industry.

**The computer was called by an expert in the industry as "Gates computer".**

**51. What was that computer called?**

- A. The computer was called as "Gates computer".
- B. The computer was called by an expert in the industry.
- C. Microsoft was a major player in the industry.
- D. It was a major player.

**52. Who called that computer "Gates computer"?**

- A. It was a major player.
- B. Microsoft delivered it to IBM.
- C. An expert in the industry.
- D. "Gates computer"

**The company was restructured on the 25th of June 1981, Gates became the president and board chairman.**

**53. When was the computer restructured?**

- A. The company was restructured on the 25th of June 1981.
- B. Gates became the president.
- C. Gates became the board chairman.
- D. The computer was called as "Gates computer"



**54. What was restructured on the 25th of June 1981?**

- A. Gates became the president.
- B. The company was restructured on the 25th of June 1981.
- C. Gates became the board chairman.
- D. The computer was called as "Gates computer"

**55. What happened to the company on the 25th of June 1981?**

- A. Gates became the board chairman.
- B. Microsoft was a major player in the industry.
- C. Gates became the president.
- D. It was restructured on the 25th of June 1981.

**56. What did Gates become?**

- A. It was restructured.
- B. It happened on the 25th of June 1981,
- C. Gates became the president and board chairman.
- D. The company was restructured on the 25th of June 1981.

**Microsoft launched its first retail version of Microsoft Windows on 20th November 1985.**

**57. When did Microsoft launch its first retail version of Microsoft Windows?**

- A. Microsoft was a major player in the industry.
- B. On 20th November 1985.
- C. Microsoft launched its first retail version.
- D. Gates became the president and board chairman.

**58. What did Microsoft launch?**

- A. Microsoft launched its first retail version of Microsoft Windows.
- B. Microsoft launched on 20th November 1985.
- C. Microsoft launched its first retail version.
- D. The company was restructured on the 25th of June 1981.

**59. What launched its first retail version of Microsoft Windows?**

- A. Microsoft
- B. On 20th November 1985.
- C. Microsoft Windows
- D. Its first retail version.

**Microsoft has been growing ever since. It all began with the first idea, and then they built upon that.**

**60. Has Microsoft been growing ever since?**

- A. No, they built upon that.
- B. No, Microsoft launched its first retail version.
- C. Yes, Microsoft has been growing ever since.
- D. It all began with the first idea.

**61. What did it all begin with?**

- A. It all began with the first idea.
- B. Microsoft has been growing ever since.
- C. They built upon that.
- D. They launched on 20th November 1985.

**Since 1975 Microsoft had had a domination over the software market, Windows software is used in most companies.**

**62. Since when had Microsoft had a domination over the software market?**

- A. Since 1975
- B. A domination
- C. Microsoft
- D. Over the software market

**63. What had Microsoft had since 1975?**

- A. They launched on 20th November 1985.
- B. It all began with the first idea.
- C. Windows software is used in most companies.
- D. Microsoft had had a domination over the software market.

**64. What is used in most companies?**

- A. It had had a domination since 1975.
- B. They launched on 20th November 1985.
- C. Windows software is used in most companies.
- D. Microsoft had had a domination over the software market.

**65. Where is the Windows software used?**

- A. They launched on 20th November 1985.
- B. Windows software is used in most companies.
- C. It had had a domination since 1975.
- D. Microsoft had had a domination over the software market.



**They have consistently kept up with the pace of change and that is why they remain the #1 software company in the world.**

**66. Why did Microsoft remain the #1 software company in the world?**

- A. They are the software company.
- B. They have consistently kept up with the pace of change.
- C. They remain the #1 software company in the world.
- D. Windows software is used in most companies.

**67. What did Microsoft keep up with?**

- A. Windows software is used in most companies.
- B. They launched on 20th November 1985.
- C. They have consistently kept up with the pace of change.
- D. They remain the #1 software company in the world.

**68. What did Microsoft remain?**

- A. They remain the #1 software company in the world.
- B. Windows software is used in most companies.
- C. They are the software company.
- D. They have consistently kept up with the pace of change.

Learn By Heart



Question	Answer
1	C
2	B
3	A
4	D
5	A
6	C
7	B
8	A
9	A
10	C
11	A
12	D
13	C
14	A
15	A
16	C
17	B
18	B
19	C
20	B
21	A
22	C
23	B
24	A
25	D

Question	Answer
26	A
27	D
28	C
29	A
30	A
31	C
32	A
33	C
34	A
35	B
36	D
37	C
38	B
39	A
40	D
41	A
42	C
43	B
44	A
45	C
46	A
47	B
48	D
49	C
50	D

Question	Answer
51	A
52	C
53	A
54	B
55	D
56	C
57	B
58	A
59	A
60	C
61	A
62	A
63	D
64	C
65	B
66	B
67	C
68	A

## UNIT 5

### A MOMENT OF CLARITY

#### MỘT KHOẢNH KHẮC GIÁC NGỘ



#### Story

#### TRANSCRIPT

Les Brown is one of the world's **foremost** motivational speakers and thought leaders on **self-improvement** and **goal-setting**. However, it wasn't always that way for him. Born in Liberty City, Miami on the floor of an **abandoned** building, he has known **struggle** and **hardship** his entire life.

Academically, Les was a struggling student from the **get-go**. The story goes that during his school days he was labelled "**educable mentally handicapped**" by the academic **intelligentsia**. He had a **twin** brother who was exceptionally bright and **gifted**, and as such Les became commonly referred to by his **peers** as the "DT"—the "**dumb** twin."

One day a teacher asked him to **come up** and solve a problem on the **chalkboard**, but Les refused and said that he couldn't. "Of course you can," the teacher responded encouragingly. "Young man, come up here and solve this problem for me."

"But I can't," insisted Les. "I'm educable mentally handicapped." The rest of the class erupted in laughter. At that point, the teacher **stepped out** from behind his desk and looked Les straight in the eye. "Don't ever say that again," he told him firmly. "Someone else's opinion of you does not have to become your reality."

Les never forgot those words, and spent the rest of his life **overcoming** incredible odds and pursuing his goals with passion and fervor. Time and time again, thanks to that one teacher's powerful revelation, Les has lived the phrase he's famous for all over the world: You have greatness within you.

#### TRANSLATION

Les Brown hiện là một trong những diễn giả truyền cảm hứng hàng đầu và cũng là người dẫn đầu trong việc tự cải thiện bản thân và thiết lập mục tiêu cá nhân. Tuy nhiên, đây không phải là con đường dành cho ông. Ông được sinh ra trên một sàn nhà của một ngôi nhà bỏ hoang tại thành phố Liberty, anh ấy được biết đến là người có cuộc sống khó khăn và cực khổ trong cả cuộc đời.

Về mặt lý thuyết, Les là một người học sinh sống chật vật ngay từ những ngày đầu. Trong suốt những năm tháng trên ghế nhà trường, Les luôn được giới trí thức gán cho cái tên "thiếu năng trí tuệ". Ngoài ra, anh có một người em trai sinh đôi vừa sáng sủa lại thông minh, chính vì vậy Les được bạn học gọi là "DT" – 'Anh anh sinh đôi ngu dốt'.

Một ngày nọ người thầy giáo gọi anh lên bảng giải bài, nhưng Les từ chối và nói rằng anh không thể. Thầy giáo động viên: "Chắc chắn là em có thể. Này chàng trai, lên bảng và giải bài đi nào."

Les khẳng định: "Nhưng em không làm được, thưa thầy, em là người thiếu năng trí tuệ." Cả lớp bắt đầu phá lên cười. Ngay lúc ấy, người thầy bước xuống và nhìn thẳng vào mắt của Les. Người thầy khẳng định: "Em đừng bao giờ nói vậy. Quan điểm của một ai khác về em thì không có tính xác thực được."

Les không bao giờ quên những lời ấy, và anh đã dành cả quãng đời của mình để vượt qua những nghịch cảnh và xây dựng mục tiêu cá nhân cùng với niềm đam mê và sự nhiệt tình. Thời gian trôi đi, nhờ vào những lời khích lệ của một người giáo viên, Les nổi tiếng trên toàn thế giới với câu nói: Bạn luôn có những điều tuyệt vời nhất trong chính con người bạn.



**foremost**  
adj

/ˈfɔːməʊst/  
dẫn đầu, tiên phong



**twin**  
adj

/twɪn/  
sinh đôi; tạo thành cặp



**self-improvement**  
noun

/self-ɪmˈpruːvmənt/  
tự cải thiện bản thân



**gifted**  
adj

/ˈɡɪftɪd/  
có khiếu



**goal-setting**  
noun phrase

/ɡəʊl-ˈsetɪŋ/  
thiết lập mục tiêu cá nhân



**peer**  
noun

/pɪə(r)/  
đồng nghiệp, người cùng địa vị



**abandoned**  
adj

/əˈbændənd/  
bị bỏ rơi, bị ruồng bỏ



**dumb**  
adj

/dʌm/  
ngu ngốc, chậm hiểu



**struggle**  
noun

/ˈstrʌɡl/  
sự đấu tranh



**come up**  
phrasal verb

/kʌm ʌp/  
tới gần, đến gần (ai, một nơi nào)



**hardship**  
noun

/ˈhɑːdʃɪp/  
sự khó khăn, sự gian khổ



**chalkboard**  
noun

/ˈtʃɔːkbɔːd/  
bảng đen



**get-go**  
noun

/ɡet-ɡəʊ/  
ban đầu, bắt đầu



**step out**  
phrasal verb

/step aʊt/  
ra ngoài



**mentally**  
adv

/ˈmentəli/  
về mặt tinh thần, trí tuệ



**overcome**  
verb

/ˌəʊvəˈkʌm/  
vượt qua, khắc phục (khó khăn)



**handicapped**  
adj

/ˈhændɪkæpt/  
tàn tật, bị tật nguyền



**fervor**  
noun

/ˈfɜːvə(r)/  
sự nhiệt tình, hăng hái



**intelligentsia**  
noun

/ɪnˌtelɪˈdʒentsiə/  
giới trí thức



**thanks to**  
phrasal verb

/θæŋks tu/  
nhờ sự giúp đỡ của



**Les Brown is one of the world's foremost motivational speakers and thought leaders on self-improvement and goal-setting. However, it wasn't always that way for him.**

**1. Who is Les Brown?**

- A. It wasn't always that way for him.
- B. It wasn't the best way for him.
- C. Les Brown is a motivational speaker.
- D. Les Brown is a leader.

**2. What kind of speaker is Les Brown?**

- A. He is a motivational speaker.
- B. He is a leader on self-improvement.
- C. It wasn't the best way for him.
- D. Les Brown is a leader.

**3. What is Les Brown leader on?**

- A. He is a leader on self-improvement and goal-setting.
- B. Les Brown is a leader.
- C. It wasn't always that way for him.
- D. It wasn't the best way for him.

**4. Is Les Brown leader on self-improvement only?**

- A. Yes, Les Brown is a leader.
- B. No, He is a leader on self-improvement.
- C. No, Les Brown isn't a leader on self-improvement only.
- D. It wasn't always that way for him.

**5. Is Les Brown leader on goal-setting?**

- A. Yes, Les Brown is a leader.
- B. Yes, he is a leader on goal-setting.
- C. No, he is a leader on self-improvement only.
- D. It wasn't always that way for him.

**6. Was it always that way for him?**

- A. No, He is a leader on self-improvement only.
- B. No, it wasn't always that way for him.
- C. Yes, Les Brown is a leader.
- D. Yes, he is a leader on goal-setting.

**Born in Liberty City, Miami on the floor of an abandoned building, he has known struggle and hardship his entire life.**

**7. It was always that way for him, wasn't it?**

- A. No, he is a leader on self-improvement only.
- B. Les Brown is a motivational speaker.
- C. No, it wasn't always that way for him.
- D. Yes, Les Brown is a leader.

**8. Where was Les Brown born?**

- A. It wasn't always that way for him.
- B. Les Brown was born in Liberty City, Miami.
- C. That was an abandoned building.
- D. He has known struggle and hardship.

**9. Was Les Brown born in London?**

- A. No, Les Brown was born in Liberty City, Miami.
- B. Yes, he was born on the floor of an abandoned building.
- C. That was an abandoned building.
- D. No, he is a leader on self-improvement only.

**10. Was he born in the hospital?**

- A. Yes, he was born in the hospital.
- B. No, he is a leader on self-improvement only.
- C. No, he wasn't born in the hospital.
- D. Yes, he has known struggle and hardship.

**11. Where was he born exactly?**

- A. That was a building.
- B. He was born on the floor of an abandoned building.
- C. He was born in Miami.
- D. He was born in the hospital.

**12. How had he known for his entire life?**

- A. He has known struggle and hardship his entire life.
- B. He was born on the floor of an abandoned building.
- C. No, Les Brown was born in Liberty City, Miami.
- D. He was born in the hospital.

**13. Had he known be lucky in his life?**

- A. Yes, he was born in Miami.
- B. Yes, he was born on the floor of an abandoned building.
- C. No, that was an abandoned building.
- D. No, he has known struggle and hardship his entire life.

**Academically, Les was a struggling student from the get-go.**

**14. What kind of student was Les?**

- A. Les was a struggling student.
- B. It started from the get-go.
- C. Les was a struggling speaker.
- D. He studied from the get-go.



**15. From which was he a struggling student?**

- A. Les was a struggling student.
- B. Les was a struggling speaker.
- C. Yes, he was lucky.
- D. Les was a struggling student from the get-go.

**16. Was Les a lucky student from the get-go?**

- A. Yes, he was lucky.
- B. It started from the get-go.
- C. No, Les was a struggling student from the get-go.
- D. No, Les was a struggling speaker.

**The story goes that during his school days he was labelled "educable mentally handicapped" by the academic intelligentsia.**

**17. What was he labeled during his school days?**

- A. "Educable mentally handicapped".
- B. Les was labeled that name.
- C. He was labeled by the academic intelligentsia.
- D. He was labeled during his school days.

**18. When was he labelled "educable mentally handicapped"?**

- A. During his school days.
- B. He was labeled by the academic intelligentsia.
- C. Les was labeled that name.
- D. "Educable mentally handicapped".

**19. Who was labelled "educable mentally handicapped"?**

- A. During his school days.
- B. "Educable mentally handicapped".
- C. It was Les.
- D. "Educable mentally handicapped".

**20. Who labelled him "educable mentally handicapped"?**

- A. He was labelled by the academic intelligentsia.
- B. Les was labeled that name.
- C. "Educable mentally handicapped".
- D. He was labeled during his school days.

**21. Was he labelled "educable mentally handicapped" by his teacher?**

- A. "Educable mentally handicapped".
- B. He was labeled during his school days.
- C. No, he was labelled by the academic intelligentsia.
- D. Les was labeled that name.

**He had a twin brother who was exceptionally bright and gifted, and as such Les became commonly referred to by his peers as the "DT"—the "dumb twin."**

**22. Did he have any brother?**

- A. Yes, he had a twin brother.
- B. Les became commonly referred as the "DT".
- C. Les was labeled that name.
- D. "Educable mentally handicapped".

**23. Which brother did he have?**

- A. He didn't have a brother.
- B. He had a twin brother.
- C. He had a dumb twin.
- D. "Educable mentally handicapped".

**24. How was his brother?**

- A. He had a twin brother.
- B. He had a dumb twin sister.
- C. He had a gifted sister.
- D. His brother was exceptionally bright and gifted.

**25. Was his brother smart?**

- A. He was called "DT".
- B. He was called by his peers.
- C. Yes, his brother was bright and gifted.
- D. He had a twin brother.

**26. What did Les become?**

- A. He had a twin brother.
- B. The "DT"—the "dumb twin."
- C. He was called by his peers.
- D. He had a dumb twin sister.

**27. Who became commonly referred as the "DT"?**

- A. "DT" meant "dumb twin".
- B. It was Les Brown.
- C. He was called by his peers.
- D. He had a twin brother.

**28. What did the "DT" mean?**

- A. He was called "DT".
- B. He was called by his peers.
- C. "DT" meant "dumb twin".
- D. He had a twin brother.

**29. Who referred to him as the "DT"?**

- A. His twin brother
- B. His peers
- C. The "dumb twin"
- D. Les Brown



One day a teacher asked him to come up and solve a problem on the chalkboard, but Les refused and said that he couldn't.

30. What did the teacher ask him?

- A. He asked him to come up and solve a problem on the chalkboard.
- B. Les refused that request.
- C. He said that he couldn't.
- D. He solved a problem on the chalkboard.

31. Who did the teacher ask to come up?

- A. He asked him to come up.
- B. Les refused that request.
- C. He asked Les to come up.
- D. He solved a problem on the chalkboard.

32. Who asked him to come up?

- A. He asked him to come up.
- B. The teacher asked Les to come up.
- C. Les refused that request.
- D. He said that he couldn't.

33. Did the teacher ask him to sit down?

- A. No, he asked him to come up.
- B. He said that he couldn't.
- C. The teacher said that.
- D. He came up.

34. Which problem did the teacher ask him to solve?

- A. The teacher asked Les to come up.
- B. He said that he couldn't.
- C. He asked him to come up.
- D. The problem on the chalkboard.

35. Did Les accept?

- A. No, Les refused.
- B. Yes, he said that he couldn't.
- C. Yes, he solved the problem.
- D. No, he came up.

36. What did he say to the teacher?

- A. Les refused.
- B. He solved the problem.
- C. Les came up.
- D. He said that he couldn't.

37. Did he think he could solve the problem?

- A. Yes, he had a twin brother.
- B. No, he was bright and gifted.
- C. No, he said that he couldn't.
- D. Yes, Les refused.

"Of course you can," the teacher responded encouragingly. "Young man, come up here and solve this problem for me."

38. What did the teacher do?

- A. No, he was bright and gifted.
- B. He was a young man.
- C. He responded encouragingly.
- D. He refused.

39. What did the teacher say?

- A. Les was a young man.
- B. He responded encouragingly.
- C. He refused.
- D. He was a nice teacher.

40. How did the teacher respond?

- A. He responded encouragingly.
- B. No, he was bright and gifted.
- C. He solved the problem.
- D. He was a nice teacher.

"But I can't," insisted Les. "I'm educable mentally handicapped." The rest of the class erupted in laughter.

41. What did Les say?

- A. Les insisted that.
- B. He responded encouragingly.
- C. He was a young man.
- D. "But I can't".

42. Did Les accept to do that?

- A. No, he didn't accept to do that.
- B. Les insisted that.
- C. He solved that problem.
- D. Les erupted in laughter.

43. What did the rest of the class do?

- A. Les insisted that.
- B. He can't do that.
- C. They erupted in laughter.
- D. Les erupted in laughter.

44. Did the rest of the class keep silent?

- A. He can do that.
- B. No, they didn't keep silent.
- C. Les erupted in laughter.
- D. Les insisted that.



At that point, the teacher stepped out from behind his desk and looked Les straight in the eye.

45. What did the teacher do?

- A. He stepped out from behind his desk.
- B. He erupted in laughter.
- C. He responded encouragingly.
- D. Les insisted that.

46. Where did he step out?

- A. He responded encouragingly.
- B. Les insisted that.
- C. He stepped out from behind his desk.
- D. He erupted in laughter.

47. Who did the teacher look?

- A. He looked Les straight in the eye.
- B. He stepped out from behind his desk.
- C. He responded encouragingly.
- D. Yes, he was a nice teacher.

"Don't ever say that again," he told him firmly. "Someone else's opinion of you does not have to become your reality."

48. How did the teacher look Les?

- A. Les insisted that.
- B. He looked Les straight in the eye.
- C. He stepped out from behind his desk.
- D. Yes, he was a nice teacher.

49. How did the teacher tell him?

- A. He was a nice teacher.
- B. Les insisted that.
- C. He erupted in laughter.
- D. He responded encouragingly.

Les never forgot those words, and spent the rest of his life overcoming incredible odds and pursuing his goals with passion and fervor.

50. What did the teacher tell Les?

- A. He responded encouragingly.
- B. Yes, he was a nice teacher.
- C. "Don't ever say that again".
- D. He stepped out from behind his desk.

51. Les never forgot those words, did he?

- A. No, he insisted that.
- B. Yes, he was a young man.
- C. Yes, he never forgot those words.
- D. No, he spent the rest of his life overcoming incredible odds.

52. What did he do in his life?

- A. He spent the rest of his life overcoming incredible odds.
- B. Yes, he never forgot those words.
- C. He didn't pursue his goals.
- D. He forgot those words.

53. What did he overcome?

- A. He overcame incredible odds.
- B. He forgot those words.
- C. He didn't pursue his goals.
- D. He responded encouragingly.

Time and time again, thanks to that one teacher's powerful revelation, Les has lived the phrase he's famous for all over the world: You have greatness within you.

54. What is Les famous for?

- A. Les had greatness within him.
- B. He didn't pursue his goals.
- C. Les is famous for all over the world.
- D. He is famous for the phrases: You have greatness within you.

55. Which phrase is Les famous for?

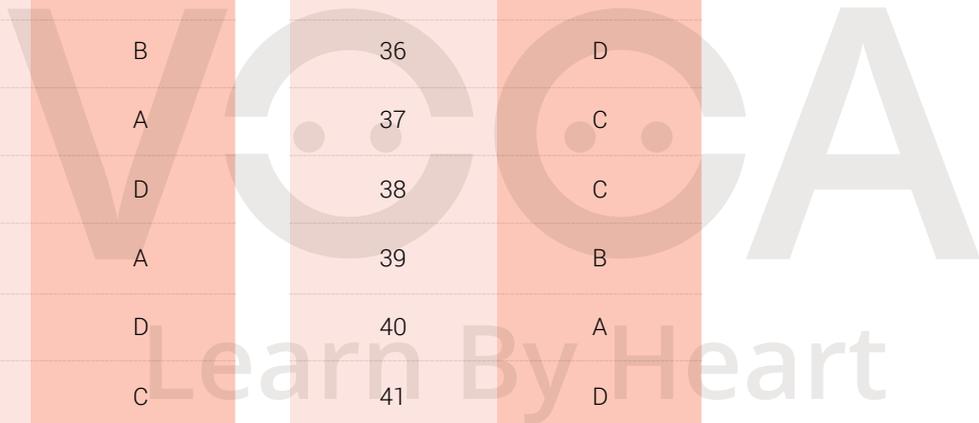
- A. Les had greatness within him.
- B. He forgot those words.
- C. You have greatness within you.
- D. Les is famous for all over the world.



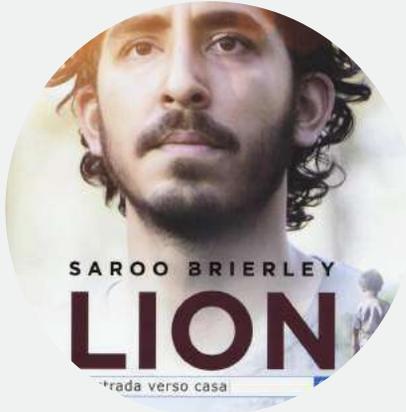
Question	Answer
1	C
2	A
3	A
4	C
5	B
6	B
7	C
8	B
9	A
10	C
11	B
12	A
13	D
14	A
15	D
16	C
17	A
18	A
19	C
20	A
21	C
22	A
23	B
24	D
25	C

Question	Answer
26	B
27	B
28	C
29	B
30	A
31	C
32	B
33	A
34	D
35	A
36	D
37	C
38	C
39	B
40	A
41	D
42	A
43	C
44	B
45	A
46	C
47	A
48	B
49	D
50	C

Question	Answer
51	C
52	A
53	A
54	D
55	C



## LION (2016)



## TRANSCRIPT

Lion was a famous film that was based on the incredible true story of Saroo Brierley.

When Brierley was 5 years old, he lived in a poor but happy family in rural India.

One day in 1986, Brierley fell asleep inside an empty train stationed while waiting for his brother to **fetch** him. When he awoke hours later, he was hundreds of miles away.

Now totally lost in an alien urban environment and too young to identify either himself or his home to the authorities, Saroo struggles to survive as a street child until he is sent to an orphanage. Soon, Brierley was taken in by a local teenager and his family on May 22, 1987 – the day they designated as his birthday in official papers.

Brierley grew up with his adoptive parents in a happy home. But Brierley remained **haunted** by his mysterious past. Over five years, he tried to find his birth hometown.

In February 2012, Brierley traveled to the central Indian city of Khandwa.

There, villagers took him to an elderly woman who looked back in shock. She stepped forward and touched her son. Brierley and his birth mother hugged tightly through tears.

A year later, Sue (his adoptive mother) traveled to Khandwa to meet that woman. With the help of a translator, the three **came together**.

She said through the translator: 'He's your son now. I give my son to you.'

TÁC PHẨM ĐIỆN ẢNH  
LION (2016)

## TRANSLATION

*Lion là một bộ phim nổi tiếng dựa trên một câu chuyện lạ thường có thật của Saroo Brierley.*

*Khi chỉ mới 5 tuổi, Brierley sống trong một gia đình nghèo nhưng hạnh phúc ở vùng nông thôn Ấn Độ.*

*Vào một ngày năm 1986, Brierley ngủ quên trên một toa tàu trống trong khi chờ người anh trai tìm mình. Vài giờ sau khi tỉnh giấc, anh đã bị đưa đi xa cách hàng dặm.*

*Khi ấy, anh hoàn toàn lạc lõng ở một nơi xa lạ và anh cũng quá nhỏ để biết được chính mình là ai hay quê hương để nói với người dân xung quanh, Saroo chật vật sống như một đứa trẻ đường phố cho đến khi bị đưa đến trại trẻ mồ côi. Ngay sau đó, Brierley được một gia đình trẻ tuổi ở địa phương nhận nuôi vào ngày 22 tháng 5 năm 1987 – đó chính là ngày anh được đăng ký khai sinh trên văn bản hành chính.*

*Brierley lớn lên cùng ba mẹ nuôi trong một gia đình hạnh phúc. Tuy nhiên Brierley vẫn luôn ám ảnh về quá khứ bí ẩn của mình. Trong suốt năm năm, anh luôn cố gắng tìm kiếm quê nhà của mình.*

*Vào tháng 2 năm 2012, Brierley đi đến thành phố trung tâm Ấn Độ Khandwa.*

*Đến nơi, người dân đưa anh đến nhà một người phụ nữ lớn tuổi, bà nhìn lại anh với một vẻ quá bất ngờ. Bà bước lại và chạm tay vào đứa con trai của mình. Brierley và mẹ ruột của mình ôm chặt nhau và ngập tràn nước mắt.*

*Một năm sau, Sue (mẹ nuôi của cô) đến Khandwa để gặp người phụ nữ ấy. Với sự trợ giúp của phiên dịch viên, cả ba cùng nhau sum họp.*

*Cô thông qua người phiên dịch viên nói: "Bây giờ nó là con trai của chị. Tôi giao nó lại cho chị."*

 **base on** /beɪs ɒn /  
phrasal verb dựa vào

 **street child** /stri:t 'tʃaɪld/  
noun phrase đứa trẻ đường phố

 **incredible** /ɪn'kredəbl/  
adj không thể tin được

 **orphanage** /'ɔ:fənɪdʒ/  
noun trại trẻ mồ côi, cô nhi viện

 **rural** /'rʊərəl/  
adj (thuộc) nông thôn, thôn dã

 **take in** /teɪk ɪn/  
phrasal verb nhận nuôi

 **fall asleep** /fɔ:l ə'sli:p/  
phrase đi vào giấc ngủ, chìm vào giấc ngủ

 **official** /ə'fɪʃl/  
adj chính thức

 **wait for** /weɪt fɔ:(r)/  
phrase chờ đợi

 **adoptive parent** /ə'dɒptɪv 'peərənt/  
phrase gia đình nhận nuôi đứa bé (bố hoặc mẹ nuôi)

 **awake** /ə'weɪk/  
verb thức giấc; đánh thức

 **haunt** /hɑ:nt/  
verb ám ảnh

 **fetch** /fetʃ/  
verb tìm về, đem về

 **mysterious** /mɪ'stɪəriəs/  
adj huyền bí, bí ẩn

 **lost** /lɒst/  
verb lạc đường

 **step forward** /step 'fɔ:wəd/  
phrasal verb tiến đến

 **urban** /'ɜ:.bən/  
adj (thuộc) thành phố, đô thị

 **translator** /'trænzleɪtə(r)/  
noun biên dịch viên

 **authority** /ɔ:'θɒrəti/  
noun cơ quan thẩm quyền

 **come together** /kʌm tə'geðə/  
phrasal verb tạo thành một đội/ nhóm



**Lion was a famous film that was based on the incredible true story of Saroo Brierley.**

- 1. Was "Lion" a famous song?**
  - A. Yes, was based on the true story.
  - B. Yes, that was a famous song.
  - C. No, that was a true story of Saroo Brierley.
  - D. No, "Lion" was a famous film.
- 2. What was "Lion"?**
  - A. "Lion" was a famous film.
  - B. That was a famous song.
  - C. It was based on the true story.
  - D. That was the true story of the director.
- 3. What was "Lion" based on?**
  - A. "Lion" was a famous film.
  - B. That was a famous song.
  - C. That was the true story of the director.
  - D. It was based on the incredible true story.
- 4. Which story was "Lion" based on?**
  - A. "Lion" was a famous film.
  - B. That was the true story of the director.
  - C. It was based on the incredible true story of Saroo Brierley.
  - D. It was a true story.
- 5. Whose story was "Lion" based on?**
  - A. It was based on the story of Saroo Brierley.
  - B. Lion was a famous film.
  - C. That was based on the incredible true story.
  - D. That was the best film ever.
- 6. Was that story true for not true?**
  - A. That was a true story.
  - B. Lion was a famous film.
  - C. That was based on the incredible story.
  - D. That was the best film ever.

**When Brierley was 5 years old, he lived in a poor but happy family in rural India.**

- 7. Where did Brierley when he was 5 years old?**
  - A. His family was poor.
  - B. That was a happy family.
  - C. He lived in India.
  - D. He was 5 years old.

- 8. How old was he at that time?**
  - A. He was 5 years old.
  - B. He lived in India.
  - C. His family was poor.
  - D. That was a happy family.
- 9. Which family did he live in?**
  - A. Brierley was 5 years old.
  - B. He lived in rural India.
  - C. He lived in a poor but happy family.
  - D. Lion was a famous film
- 10. Did he live in a poor family or a rich family?**
  - A. He lived in a poor family.
  - B. Lion was a famous film
  - C. He lived in rural India.
  - D. Brierley was 5 years old.
- 11. Which area in India did he live?**
  - A. His family was poor.
  - B. He lived in rural India.
  - C. He was 5 years old.
  - D. That was a happy family.
- 12. Did he live in the urban India?**
  - A. He was 5 years old.
  - B. That was a true story.
  - C. That was a happy family.
  - D. No, he lived in rural India.

**One day in 1986, Brierley fell asleep inside an empty train stationed while waiting for his brother to fetch him.**

- 13. Where did he fall asleep in 1986?**
  - A. He was waiting for his brother.
  - B. He was waiting for his brother to fetch him.
  - C. He fell asleep inside an empty train.
  - D. He fell asleep in 1986.
- 14. When did he get lost?**
  - A. That was a true story.
  - B. He got lost in an empty train.
  - C. He was 5 years old.
  - D. He was waiting for his brother.
- 15. Who fell asleep inside an empty train?**
  - A. He got lost in 1986.
  - B. Brierley fell asleep inside an empty train.
  - C. He fell asleep in 1986.
  - D. He was waiting for his brother.



**16. Did he fall asleep in the street?**

- A. Yes, he was 5 years old.
- B. No, he fell asleep in 1986.
- C. No, he fell asleep inside an empty train.
- D. Yes, he got lost in the street.

**17. What was he waiting for at that time?**

- A. That was a true story.
- B. He was waiting for his brother.
- C. No, he fell asleep in 1986.
- D. He got lost in 1986.

**18. Was he waiting for his brother?**

- A. Yes, he was waiting for his brother.
- B. That was a day in 1986.
- C. Brierley fell asleep inside an empty train.
- D. He was finding his brother.

**When he awoke hours later, he was hundreds of miles away.**

**19. When did he wake up?**

- A. He got lost in 1986.
- B. He was waiting for his brother.
- C. He awoke hours later.
- D. He was hundreds of miles away.

**20. Where was he when he woke up?**

- A. Brierley fell asleep inside an empty train.
- B. He was hundreds of miles away.
- C. He awoke hours later.
- D. He was waiting for his brother.

**21. How far was he when he awoke?**

- A. He was hundreds of miles away.
- B. Brierley fell asleep inside an empty train.
- C. He awoke hours later.
- D. He was waiting for his brother.

**Now totally lost in an alien urban environment and too young to identify either himself or his home to the authorities.**

**22. Where did he get lost?**

- A. He was too young at that time.
- B. He couldn't identify himself to the authorities.
- C. He got lost in rural India.
- D. He lost in an alien urban environment.

**23. Could he identify either himself or his home?**

- A. No, he couldn't identify either himself or his home.
- B. Yes, he got lost in rural India.
- C. Yes, he was 5 years old.
- D. No, his family was poor.

**24. What wasn't he able to do at that time?**

- A. He was too young at that time.
- B. Yes, he was 5 years old.
- C. He couldn't identify either himself or his home.
- D. He lost in an alien urban environment.

**Saroo struggled to survive as a street child until he is sent to an orphanage.**

**25. How did he survive?**

- A. He was sent to an orphanage.
- B. He lived with a street child.
- C. His brother was sent to an orphanage.
- D. Saroo struggles to survive as a street child.

**26. Who struggled to survive as a street child?**

- A. He lived with a street child.
- B. Saroo Brierley
- C. A street child
- D. He struggled to survive.

**27. Where was he sent?**

- A. He lived with a street child.
- B. He was sent to an orphanage.
- C. He struggled to survive.
- D. He lived as a street child.

**28. Was he sent to an orphanage?**

- A. He lived as a street child.
- B. He was too young at that time.
- C. Yes, he was sent to an orphanage.
- D. He struggled to survive.

**Soon, Brierley was taken in by a local teenager and his family on May 22, 1987 – the day they designated as his birthday in official papers.**

**29. Was Brierley taken in?**

- A. Yes, that was his birthday in official papers.
- B. Yes, Brierley was taken in.
- C. No, he was taken in by a local teenager.
- D. No, it was on May 22, 1987.



**30. Who was he taken in?**

- A. A local teenager and his family
- B. No, it was on May 22, 1987.
- C. He wasn't taken in.
- D. He was sent to an orphanage.

**31. When was he taken in?**

- A. He wasn't taken in.
- B. Yes, that was his birthday in official papers.
- C. On May 22, 1987
- D. Brierley was taken in by a local teenager.

**32. Was he taken by a foreigner?**

- A. He was sent to an orphanage.
- B. No, he wasn't taken by a foreigner.
- C. Yes, that was his birthday in official papers.
- D. Yes, he was too young.

**33. What did his birthday in official papers?**

- A. May 22, 1987.
- B. He wasn't taken in.
- C. He was sent to an orphanage.
- D. Yes, that was his birthday in official papers.

**34. Was May 22th his real birthday?**

- A. Yes, that was his birthday in official papers.
- B. He wasn't taken in.
- C. He was sent to an orphanage.
- D. No, that was the day he was taken in.

**Brierley grew up with his adoptive parents in a happy home.**

**35. With whom did he grow up?**

- A. Brierley grew up with his adoptive parents.
- B. He lived in a happy home.
- C. He was sent to an orphanage.
- D. He lived in a poor home.

**36. Did he grow up with his birth parents?**

- A. Yes, he remained haunted by his past.
- B. No, he looked back in shock.
- C. No, he grew up with his adoptive parents.
- D. Yes, he lived in a happy home.

**37. Did he live in a happy home?**

- A. Yes, he lived in a happy home.
- B. No, he looked back in shock.
- C. No, he remained haunted by his past.
- D. Yes, he grew up with his adoptive parents.

**But Brierley remained haunted by his mysterious past.**

**38. Did Brierley remain haunted by his past?**

- A. Yes, he remained haunted by his past.
- B. No, he lived with his birth parents.
- C. Yes, he grew up with his adoptive parents.
- D. No, he looked back in shock.

**39. What did Brierley haunt by?**

- A. He had a mysterious past.
- B. No, he lived with his birth parents.
- C. Brierley remained haunted by his past.
- D. Yes, he grew up with his adoptive parents.

**Over five years, he tried to find his birth hometown.**

**40. How long did he try to find his hometown?**

- A. No, he looked back in shock.
- B. Over five years
- C. He tried to find his hometown.
- D. He had a mysterious past.

**41. What did he try to find over five years?**

- A. He had a mysterious past.
- B. He tried to find his hometown.
- C. He tried over five years.
- D. Yes, he remained haunted by his past.

**In February 2012, Brierley traveled to the central Indian city of Khandwa.**

**42. When did Brierley travel to the central Indian city of Khandwa?**

- A. He tried over five years.
- B. He traveled to the central Indian city of Khandwa.
- C. In February 2012.
- D. He tried to find his hometown.

**43. Where did Brierley travel in February 2012?**

- A. He tried to find his hometown.
- B. He traveled to the central Indian city of Khandwa.
- C. He tried over five years.
- D. He was 5 years old.



There, villagers took him to an elderly woman who looked back in shock.

44. Who took him to an elderly woman?

- A. Villagers took him to an elderly woman.
- B. He looked back in shock.
- C. Villagers looked back in shock.
- D. He tried over five years.

45. How did that elderly woman look back to him?

- A. He traveled to the central Indian city of Khandwa.
- B. He tried over five years.
- C. She looked back in shock.
- D. Villagers looked back in shock.

46. Was that elderly woman surprised?

- A. He got lost in India.
- B. Yes, she looked back in shock.
- C. Villagers looked back in shock.
- D. He was 5 years old.

She stepped forward and touched her son.

47. What did she do then?

- A. She stepped forward and touched her son.
- B. He touched her mother.
- C. He tried over five years.
- D. He found his hometown.

48. Whom did she touch?

- A. Yes, she looked back in shock.
- B. She touched her son.
- C. He found his hometown.
- D. He touched her mother.

Brierley and his birth mother hugged tightly through tears.

49. Who hugged tightly through tears?

- A. He tried to find his hometown.
- B. Brierley and his birth mother.
- C. They hugged tightly through tears.
- D. Yes, she looked back in shock.

50. What did Brierley and his birth mother do?

- A. Brierley and his birth mother.
- B. Yes, she looked back in shock.
- C. They hugged tightly through tears.
- D. He tried to find his hometown.

51. Did they hug each other?

- A. Villagers took him to an elderly woman.
- B. Brierley traveled to the central Indian city of Khandwa.
- C. Yes, they hugged each other.
- D. She looked back in shock.

A year later, Sue (his adoptive mother) traveled to Khandwa to meet that woman.

52. When did Sue travel to Khandwa?

- A. A year later, Sue traveled to Khandwa.
- B. She wanted to meet that woman.
- C. She had met that woman before.
- D. She looked back in shock.

53. Who was Sue?

- A. She wanted to meet that woman.
- B. Sue was Brierley's adoptive mother.
- C. A year later, Sue traveled to Khandwa.
- D. She had met that woman before.

54. What did she travel to Khandwa for?

- A. Sue traveled to Khandwa.
- B. Sue traveled to Khandwa a year later.
- C. Villagers took her to an elderly woman.
- D. She wanted to meet that woman.

55. Who traveled to Khandwa a year later?

- A. Sue traveled to Khandwa.
- B. Sue traveled to Khandwa a year later.
- C. Sue traveled to Khandwa a year later.
- D. She wanted to meet that woman.



**With the help of a translator, the three came together.**

**56. How could the three come together?**

- A. With the help of a translator
- B. The three came together.
- C. Sue traveled to Khandwa.
- D. He had been a translator.

**57. Did just Brierley and his birth mother come together?**

- A. His mother was a translator.
- B. No, the three came together.
- C. Sue traveled to Khandwa a year later.
- D. He had been a translator.

**She said through the translator: 'He's your son now. I give my son to you.'**

**58. Who did she say?**

- A. 'He's your son now.'
- B. She left his hometown.
- C. Sue traveled to Khandwa.
- D. She said through the translator.

**59. What did she say?**

- A. Sue traveled to Khandwa.
- B. She said through the translator.
- C. He had been a translator.
- D. 'He's your son now. I give my son to you.'





Question	Answer
1	D
2	A
3	D
4	C
5	A
6	A
7	C
8	A
9	C
10	A
11	B
12	D
13	C
14	B
15	B
16	C
17	B
18	A
19	C
20	B
21	A
22	D
23	A
24	C
25	D

Question	Answer
26	B
27	B
28	C
29	B
30	A
31	C
32	B
33	A
34	D
35	A
36	C
37	A
38	A
39	C
40	B
41	B
42	C
43	B
44	A
45	C
46	B
47	A
48	B
49	B
50	C

Question	Answer
51	C
52	A
53	B
54	D
55	C
56	A
57	B
58	D
59	D



## UNIT 7

### ONE ARMED SURFER

#### NHÀ LƯỚT VÁN MỘT TAY



#### Story

#### TRANSCRIPT

Bethany Hamilton was born to a **Christian** family in Lihue, Hawaii, the **blonde** beauty is the youngest of three **siblings**. She **grew up** in Hawaii so it is not surprising to learn that by the age of 7, she **was already able to surf** waves.

Bethany lived a wonderful life **full of** surfing. In 2003, a terrible **tragedy** struck when a **shark bit off** her left arm, which changed her life forever.

As she **recovered**, she made two **promises** to herself. The first was that she would not **moan about** her terrible **misfortune** and the second was that she would **get back on** the **surfboard**. Another person would have been resigned to **failure**. But not Bethany Hamilton.

After only 26 days, she was surfing again! She is now **ranked** as among the top 50 female surfers in the world. She also won first prize in the Explorer Women's Division of the NSSA National Championships.

She **overcame** many **obstacles** before becoming successful as a one armed surfer. She had moments of **sheer frustration** when **adjusting** to her **disability**. The accident was instrumental in helping her overcome difficult moments, but above all taught her how to **defeat** her fear in scary moments.

She has **dedicated** much of her life to being a role model for young **amputees**. She has become an **inspiration** for many girls going through **amputation** and **adolescence** through her Friends of Bethany **charity**.

AnnaSofia Robb and Dennis Quaid have starred in the film Soul Surfer (2011) which was inspired by Bethany's amazing story.

#### TRANSLATION

Bethany Hamilton được sinh ra từ một gia đình Cơ Đốc ở Lihue, Hawaii. Cô chính là người em út trong ba anh em. Cô ấy lớn lên tại Hawaii nên không có gì đáng ngạc nhiên khi cô ấy đã có khả năng lướt sóng từ năm cô 7 tuổi.

Bethany sống một cuộc sống tuyệt vời cùng niềm đam mê lướt sóng. Vào năm 2003, một bi kịch xảy đến khi cô bị một con cá mập cắn lìa tay trái của mình. Điều này đã thay đổi cô đời của cô mãi mãi.

Sau khi phục hồi, cô đã thực hiện hai lời hứa với chính mình. Điều đầu tiên là sẽ không bao giờ kêu ca về bất hạnh của bản thân mình và điều thứ hai là cô sẽ quay trở lại với môn lướt ván. Nếu là những người khác, có lẽ đã cam chịu thất bại, nhưng Bethany Hamilton không phải người như vậy.

Chỉ sau 26 ngày, cô đã quay trở lại với ván trượt. Hiện nay cô được đánh giá là một trong 50 nữ vận động viên lướt sóng trên toàn thế giới. Cô cũng xuất sắc đứng đầu trong giải đấu Explorer Women's Division do giải vô địch quốc gia NSSA tổ chức.

Cô ấy đã vượt qua bao trở ngại để trở thành một vận động viên một tay thành công. Cô đã trải qua những khoảnh khắc tuyệt vọng khi cố khắc phục khiếm khuyết của mình. Tai nạn năm nào chính là công cụ giúp cô vượt qua những thời điểm khó khăn, nhưng trên hết nó dạy cô cách đối phó với nỗi sợ hãi trong những tình huống đáng sợ.

Cô ấy đã tận tụy trong cả cuộc sống với vai trò là hình mẫu cho tất cả những người tàn tật trẻ tuổi. Cô trở thành niềm cảm hứng cho tất cả những cô gái trải qua những cuộc phẫu thuật cắt cụt và dành cả tuổi xuân cho quỹ từ thiện Những người bạn của Bethany.

AnnaSofia Robb và Dennis Quaid đã làm nên bộ phim Tâm hồn vận động viên lướt sóng (2011) lấy cảm hứng từ câu chuyện tuyệt vời của Bethany.

 **christian** /'krɪstʃən/  
adj cơ đốc giáo

 **moan** /məʊn/  
verb rên

 **blonde** /blɒnd/  
noun cô gái tóc hoe

 **misfortune** /,mɪs'fɔ:tʃu:n/  
noun điều không may, điều họa

 **sibling** /'sɪblɪŋ/  
noun anh chị em ruột

 **get back** /get bæk/  
phrasal verb trở lại, trở về

 **be able to** /bi 'eɪbl tu/  
modal verb có thể

 **rank** /ræŋk/  
verb xếp hạng, xếp loại

 **surf** /sɜ:f/  
verb lướt sóng

 **obstacle** /'ɒbstəkl/  
noun sự cản trở, sự trở ngại

 **full of something** /fʊl əv 'sʌmθɪŋ/  
phrase đầy

 **frustration** /frʌ 'streɪʃn/  
noun sự thất vọng

 **tragedy** /'trædʒədi/  
noun bi kịch

 **disability** /əʊpən əp/  
phrasal verb sự khuyết tật

 **shark** /ʃɑ:k/  
noun cá mập

 **defeat** /di'fi:t/  
verb đánh thắng, đánh bại

 **bite off** /baɪt ɒf/  
verb cắn đứt

 **inspiration** /,ɪnspə'reɪʃn/  
noun cảm hứng

 **recover** /rɪ'kʌv.ə(r)/  
verb phục hồi, bình phục, khỏi bệnh

 **charity** /'tʃærəti/  
noun tổ chức từ thiện



Bethany Hamilton was born to a Christian family in Lihue, Hawaii, the blonde beauty was the youngest of three siblings.

1. **Where was Bethany Hamilton born?**
  - A. Bethany Hamilton was born to a Christian family.
  - B. She was the youngest of three siblings.
  - C. Bethany Hamilton was born in Hawaii.
  - D. Bethany Hamilton was 7 years old.
2. **Which family was she born?**
  - A. Bethany Hamilton was born to a Christian family.
  - B. Bethany Hamilton was born in Hawaii.
  - C. Bethany Hamilton was 7 years old.
  - D. Yes, she was the youngest one.
3. **Was she beautiful?**
  - A. Bethany Hamilton was 7 years old.
  - B. Yes, she was beautiful.
  - C. She was the youngest of three siblings.
  - D. Bethany Hamilton was born to a Christian family.
4. **How many people were there in her family?**
  - A. Bethany Hamilton was 7 years old.
  - B. Bethany Hamilton was born to a Christian family.
  - C. Yes, she was the youngest one.
  - D. There were 5 people in her family.
5. **How many siblings did she have?**
  - A. There were 5 people in her family.
  - B. Bethany Hamilton was 7 years old.
  - C. She had 2 siblings.
  - D. Yes, she was the youngest one.
6. **How many younger sister did she have?**
  - A. She didn't have any younger sisters.
  - B. Bethany Hamilton was 7 years old.
  - C. Bethany Hamilton was born to a Christian family.
  - D. Bethany Hamilton was born in Hawaii.
7. **What color was her hair?**
  - A. There were 5 people in her family.
  - B. Her hair was blond.
  - C. Bethany Hamilton was born to a Christian family.
  - D. Bethany Hamilton was born in Hawaii.
8. **Was she the oldest of three siblings?**
  - A. Yes, Bethany Hamilton was born in Hawaii.
  - B. Yes, Bethany Hamilton was 7 years old.
  - C. No, her hair was blond.
  - D. No, she was the youngest of three siblings.

She grew up in Hawaii so it is not surprising to learn that by the age of 7, she was already able to surf waves.

9. **Where did she grow up?**
  - A. Bethany Hamilton was 7 years old.
  - B. She was already able to surf waves.
  - C. There were 5 people in her family.
  - D. She grew up in Hawaii.
10. **Was she able to surf?**
  - A. Yes, she was able to surf.
  - B. She was not able to surf waves.
  - C. No, she was 7 years old.
  - D. Yes, she was the youngest of three siblings.
11. **When was she able to surf?**
  - A. She grew up in Hawaii.
  - B. By the age of 7
  - C. She was already able to surf waves.
  - D. Yes, she was able to surf.
12. **Was it surprising that she was able to surf at the age of 7?**
  - A. Yes, she grew up in Hawaii.
  - B. No, she was 7 years old.
  - C. Yes, she was able to surf.
  - D. No, it was not surprising.

Bethany lived a wonderful life full of surfing.

13. **Did she have a wonderful life?**
  - A. No, her life was full of surfing.
  - B. Yes, she was able to surf.
  - C. Yes, Bethany lived a wonderful life.
  - D. No, it was not surprising.
14. **Did she love surfing?**
  - A. No, her life was full of surfing.
  - B. Yes, she did love surfing.
  - C. Yes, she was able to surf.
  - D. No, it was not surprising.



In 2003, a terrible tragedy struck when a shark bit off her left arm, which changed her life forever.

15. When did the terrible tragedy happen?

- A. A shark bit off her left arm.
- B. In 2003, a terrible tragedy struck.
- C. That changed her life forever.
- D. A terrible tragedy struck.

16. What happen to her in 2003?

- A. It changed her life forever.
- B. Yes, she was able to surf.
- C. A terrible tragedy struck.
- D. It happened in 2003.

17. Which bit off her left arm in 2003?

- A. That changed her life forever.
- B. A shark bit off her left arm.
- C. It happened in 2003.
- D. A terrible tragedy struck.

18. Which changed her life forever?

- A. A terrible tragedy struck changed her life forever.
- B. That changed her life forever.
- C. It happened in 2003.
- D. A terrible tragedy struck.

19. Which arm did the shark bite off?

- A. No, it was not surprising.
- B. Yes, she was able to surf.
- C. The shark bit off her left arm.
- D. That changed her life forever.

20. Did the shark bite off her right arm?

- A. That changed her life forever.
- B. No, the shark bit off her left arm.
- C. Bethany lived a wonderful life.
- D. She was already able to surf waves.

As she recovered, she made two promises to herself.

21. What did she do as she recovered?

- A. She made two promises to herself.
- B. She recovered.
- C. That changed her life forever.
- D. The shark bit off her left arm.

22. How many promises did she make to herself?

- A. She recovered.
- B. She made it as she recovered.
- C. She made a promise to herself.
- D. She made two promises to herself.

23. When did make two promises to herself?

- A. She made it as she recovered.
- B. She made a promise to herself.
- C. She recovered.
- D. That changed her life forever.

The first was that she would not moan about her terrible misfortune and the second was that she would get back on the surfboard.

24. What was her first promise?

- A. She got back on the surfboard.
- B. She made two promises to herself.
- C. She would not moan about her terrible misfortune.
- D. She moaned about her terrible misfortune.

25. What was her second promise?

- A. She got back on the surfboard.
- B. She moaned about her terrible misfortune.
- C. A shark bit off her left arm.
- D. She would get back on the surfboard.

26. What would not she moan about?

- A. She got back on the surfboard.
- B. About her terrible misfortune.
- C. The second was that she would get back on the surfboard.
- D. A shark bit off her left arm.

27. What wouldn't she do with her terrible misfortune?

- A. She got back on the surfboard.
- B. She would not moan about her terrible misfortune.
- C. She would have been resigned to failure.
- D. That changed her life forever.

28. What would she get back on?

- A. That changed her life forever.
- B. A shark bit off her left arm.
- C. She got back on the surfboard.
- D. She would not moan about her terrible misfortune.



**29. Would she get back on the surfboard?**

- A. A shark bit off her left arm.
- B. Yes, she would get back on the surfboard.
- C. She would not moan about her terrible misfortune.
- D. She made it as she recovered.

**Another person would have been resigned to failure. But not Bethany Hamilton.**

**30. What would another person have been?**

- A. Another person would have been resigned to failure.
- B. She made it as she recovered.
- C. Yes, she would get back on the surfboard.
- D. That changed her life forever.

**31. Was Bethany similar to another person?**

- A. She made it as she recovered.
- B. Yes, she would get back on the surfboard.
- C. No, Bethany wasn't similar to another person.
- D. That changed her life forever.

**After only 26 days, she was surfing again!**

**32. When was she surfing again?**

- A. Yes, she would get back on the surfboard.
- B. After only 26 days
- C. She was surfing again.
- D. She is now ranked as among the top 50 female surfers.

**33. What was she doing after 26 days?**

- A. She made it as she recovered.
- B. She was surfing again.
- C. She is now ranked as among the top 50 female surfers.
- D. That changed her life forever.

**She is now ranked as among the top 50 female surfers in the world.**

**34. What is she ranked now?**

- A. She made it as she recovered.
- B. The top 50 female surfers in the world.
- C. She was surfing again.
- D. After only 26 days

**35. Was she the only female surfers in the world?**

- A. She made it as she recovered.
- B. No, she wasn't the only female surfers in the world.
- C. Yes, she was surfing again.
- D. That changed her life forever.

**She also won first prize in the Explorer Women's Division of the NSSA National Championships.**

**36. Which prize did she win?**

- A. The top 50 female surfers in the world.
- B. She was surfing again.
- C. She won first prize.
- D. Yes, she was surfing again.

**37. Which division did she win the first prize?**

- A. After only 26 days
- B. She also won first prize in the Explorer Women's Division.
- C. She won first prize.
- D. No, she wasn't the only female surfers in the world.

**38. Which competition did she win the first prize?**

- A. Yes, she was surfing again.
- B. She also won first prize in the NSSA National Championships.
- C. She was surfing again.
- D. She is now ranked as among the top 50 female surfers in the world.

**39. Did she win the first prize in the Explorer Man's Division?**

- A. No, she wasn't the only female surfers in the world.
- B. She is now ranked as among the top 50 female surfers.
- C. No, she won first prize in the Explorer Women's Division.
- D. She also won first prize in the NSSA National Championships.



**She overcame many obstacles before becoming successful as a one armed surfer.**

**40. Did she become successful?**

- A. No, she won first prize in the Explorer Women's Division.
- B. Yes, she became successful.
- C. No, she became a one-armed surfer.
- D. Yes, she won first prize.

**41. What did she overcome?**

- A. She overcame many obstacles.
- B. She became a one-armed surfer.
- C. She won first prize.
- D. She became successful.

**42. What was she successful as?**

- A. She overcame many obstacles.
- B. She won first prize.
- C. She became successful as a one armed surfer.
- D. She became a one-armed surfer.

**She had moments of sheer frustration when adjusting to her disability.**

**43. Did she have moments of sheer frustration?**

- A. She won first prize.
- B. Yes, she had moments of sheer frustration.
- C. No, she became successful.
- D. She overcame many obstacles.

**44. When did she have moments of sheer frustration?**

- A. When she adjusted to her disability.
- B. She overcame many obstacles.
- C. No, she became successful.
- D. After only 26 days

**45. How did she feel when adjusting to her disability?**

- A. She was a one armed surfer.
- B. She overcame difficult moments.
- C. No, she became successful.
- D. She had moments of sheer frustration.

**The accident was instrumental in helping her overcome difficult moments, but above all taught her how to defeat her fear in scary moments.**

**46. How could the accident help her?**

- A. The accident helped her overcome difficult moments.
- B. She had moments of sheer frustration.
- C. A shark bit off her left arm.
- D. That changed her life forever.

**47. What did she overcome?**

- A. She had moments of sheer frustration.
- B. She was a one armed surfer.
- C. She overcame difficult moments.
- D. It taught her how to defeat her fear.

**48. What did the accident teach her?**

- A. It taught her how to defeat her fear in scary moments.
- B. She was a one armed surfer.
- C. A shark bit off her left arm.
- D. She had moments of sheer frustration.

**49. What was she taught to defeat?**

- A. Her fear in scary moments.
- B. She has become an inspiration for many girls.
- C. She was surfing again.
- D. She is now ranked as among the top 50 female surfers.

**She has become an inspiration for many girls going through amputation and adolescence through her Friends of Bethany charity.**

**50. What has she become?**

- A. It taught her how to defeat her fear.
- B. A shark bit off her left arm.
- C. She has become an inspiration for many girls.
- D. She created her Friends of Bethany charity.

**51. Who is she an inspiration for?**

- A. She was a one armed surfer.
- B. Many girls going through amputation.
- C. She was going through amputation.
- D. She created her Friends of Bethany charity.

**52. What is the name of her charity?**

- A. She was surfing again.
- B. Her Friends of Bethany charity.
- C. It taught her how to defeat her fear.
- D. Her fear in scary moments.



**AnnaSofia Robb and Dennis Quaid have starred in the film Soul Surfer (2011) which was inspired by Bethany's amazing story.**

**53. Who have starred in the film Soul Surfer?**

- A. They were inspired by Bethany's amazing story.
- B. They starred in the film Soul Surfer.
- C. AnnaSofia Robb and Dennis Quaid
- D. It was inspired by Bethany's amazing story.

**54. When was the film Soul Surfer made?**

- A. AnnaSofia Robb and Dennis Quaid
- B. The film Soul Surfer was made in 2011.
- C. They starred in the film Soul Surfer.
- D. It was inspired by Bethany's amazing story.

**55. What was that film inspired?**

- A. It was inspired by Bethany's amazing story.
- B. AnnaSofia Robb and Dennis Quaid
- C. They starred in the film Soul Surfer.
- D. The film Soul Surfer was made in 2011.



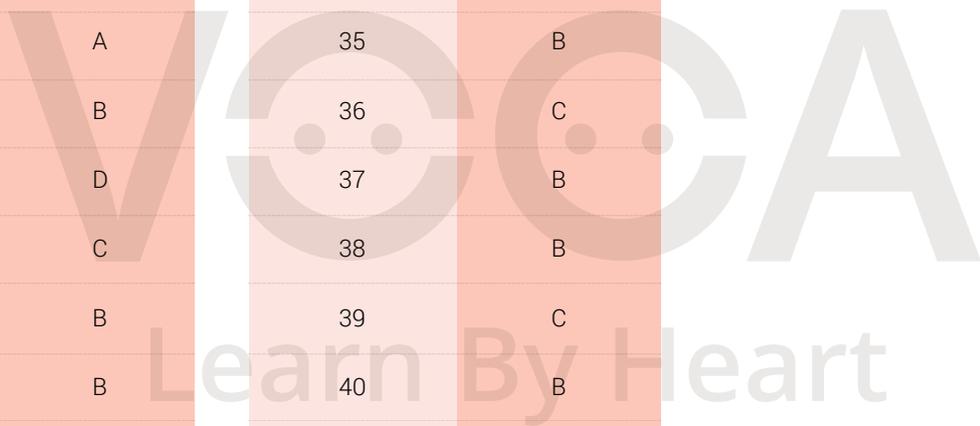
Learn By Heart



Question	Answer
1	C
2	A
3	B
4	D
5	C
6	A
7	B
8	D
9	D
10	A
11	B
12	D
13	C
14	B
15	B
16	C
17	B
18	A
19	C
20	B
21	A
22	D
23	A
24	C
25	D

Question	Answer
26	B
27	B
28	C
29	B
30	A
31	C
32	B
33	A
34	B
35	B
36	C
37	B
38	B
39	C
40	B
41	A
42	C
43	B
44	A
45	D
46	A
47	C
48	A
49	A
50	C

Question	Answer
51	B
52	B
53	C
54	B
55	A



## THE INVENTION OF COCA COLA



### Story

#### TRANSCRIPT

The story of the **invention** of Coca Cola is not **well known**, considering the huge **popularity** of the drink.

The history of Coca-Cola begins in the late 19th century with a man named Dr. John Stith Pemberton, a **chemist** and a **pharmacist** who fought as a Confederate soldier in the American Civil War.

Like many other **veterans** of the period, Pemberton **got addicted** to the drug. **Faced with** his own addiction and that of many of his fellow war veterans, Pemberton used his **vocation** to try and find a **cure** for the addiction.

In 1865, a **healing** medicinal drink called Vin Mariani, a **mixture** of wine and cocaine, was introduced to the public and became a popular cure all solution.

It was claimed that the drink can restore strength, energy and **vitality**. Pemberton's **experiments** to try and find a cure for Morphine addiction have **led him to** create his own **version** of coca wine, which he called Pemberton's French Wine Coca.

Pemberton's French Wine Coca was **advertised** to have a particular benefit to high **strung** Southern Ladies and anyone requiring a nerve tonic.

In 1886, Pemberton was forced to **come up with** a non-alcoholic version of his French Wine Coca, which led the invention of Coca Cola.

The original Coca Cola was sold for 5 cents a glass and could be found at soda fountains, popular in the US for the water's supposed health qualities. They were an attempt to replicate mineral water that bubbled from the earth.

Who could have imagined that the invention of Coca Cola will end up becoming one of the most famous fizzy beverages world wide.

## SỰ SÁNG LẬP COCA COLA



#### TRANSLATION

*Câu chuyện về sự ra đời của Coca Cola thực ra không quá nổi tiếng nếu xét với mức độ phổ biến của loại nước uống này.*

*Lịch sử hình thành của Coca Cola bắt đầu từ những năm cuối thế kỷ 19 bởi một người đàn ông có tên John Stith Pemberton, một nhà hóa học và dược sĩ đồng thời cũng từng chiến đấu như một chiến sĩ đồng minh trong cuộc nội chiến Hoa Kỳ.*

*Cũng giống như bao cựu chiến binh thời điểm đó, Pemberton cũng bị nghiện thuốc phiện. Đối mặt với cơn nghiện của bản thân cũng như của những đồng đội cựu chiến binh của mình, Pemberton đã vận dụng nghiệp vụ của bản thân và tìm kiếm cách chữa căn bệnh này.*

*Vào năm 1865, xuất hiện một loại nước uống dưỡng thương có tên gọi là Vin Mariani, đây là hỗn hợp của rượu và cocaine. Nó được ra mắt và trở thành giải pháp phổ biến cho mọi vấn đề.*

*Loại thức uống này được cho rằng có thể phục hồi sức khỏe, năng lượng và cả sinh lực. Pemberton cũng đã tiến hành những thí nghiệm để tìm ra phương thuốc cho chứng nghiện Morphine, điều này giúp ông tạo ra loại rượu coca của riêng mình, loại nước được ông gọi là Rượu Coca Pháp của Pemberton.*

*Rượu Coca Pháp của Pemberton được quảng bá là có một lợi ích đặc biệt thu hút những quý bà phương Tây hay bất cứ ai kiếm tìm những loại thuốc bổ cho thần kinh.*

*Vào năm 1886, Pemberton bị bắt buộc phải làm ra loại Rượu Coca Pháp không cồn, điều này dẫn đến sự hình thành của Coca Cola.*

*Phiên bản gốc của Coca Cola được bán với giá 5 cents một cốc và được bán tại những máy bán nước ngọt và rất phổ biến tại Hoa Kỳ như một loại nước uống cho sức khỏe cộng đồng. Họ luôn nỗ lực tái tạo nguồn nước khoáng dưới lòng đất.*

*Đâu ai có thể ngờ được rằng sự ra đời của Coca Cola có thể trở thành một trong những loại nước giải khát nổi tiếng nhất trên toàn thế giới.*



**chemist**  
noun

*/'kemɪst/  
nhà hóa học*



**advertise**  
verb

*/'ædvətaɪz/  
thông báo, quảng cáo*



**pharmacist**  
noun

*/'fɑːməsɪst/  
được sĩ*



**tonic**  
noun

*/'tɒnɪk/  
thuốc bổ*



**veteran**  
noun

*/'vetərən/  
cựu chiến binh*



**come up with**  
phrasal verb

*/kʌm ʌp wɪð/  
nghĩ ra*



**addicted**  
adj

*/ə' dɪktɪd/  
nghiện*



**attempt to**  
phrase

*/ə'tempt tu/  
cố thử, ráng thử*



**face with**  
phrasal verb

*/feɪs wɪð/  
đương đầu, đối phó*



**end up**  
phrasal verb

*/end ʌp/  
kết cục là, rốt cuộc là*



**vocation**  
noun

*/vəʊ'keɪʃn/  
tâm nguyện, thiên hướng*



**invention**  
noun

*/'ɪn'veɪʃn/  
sự phát minh*



**healing**  
noun

*/'hiːlɪŋ/  
điều trị, chữa trị*



**well known**  
adj

*/'wel 'nəʊn/  
nổi tiếng, nhiều người  
biết, phổ biến*



**mixture**  
noun

*/'mɪkstʃə(r)/  
hỗn hợp*



**popularity**  
noun

*/'pɒpjʊ'lærəti/  
tính phổ biến, tính quần  
chúng*



**vitality**  
noun

*/'vaɪ'tæləti/  
sức sống, sinh khí, khí lực*



**cure**  
noun

*/'kjʊə(r)/  
phương thuốc, cách điều  
trị*



**experiment**  
noun

*/'ɪksperɪmənt/  
cuộc thí nghiệm, cuộc  
thử nghiệm*



**mineral**  
noun

*/'mɪnərəl/  
khoáng chất, nước  
khoáng*



The story of the invention of Coca Cola is not well known, considering the huge popularity of the drink.

1. Is the story of the invention of Coca Cola popular?
  - A. Yes, it is popular.
  - B. No, it is the huge popularity.
  - C. No, it is not popular.
  - D. Yes, it is the story of the invention of Coca Cola.
2. Which story is not popular?
  - A. It is not well known.
  - B. It is the huge popularity.
  - C. The story of the invention of Coca Cola.
  - D. Yes, it is popular.
3. Whose invention is not well-known?
  - A. The invention of Coca Cola
  - B. It is the huge popularity.
  - C. No, it is not popular.
  - D. It is not well known.
4. What does it consider?
  - A. The invention of Coca Cola
  - B. No, it is the huge popularity.
  - C. The story of the invention of Coca Cola.
  - D. It considers the huge popularity of the drink.
5. Is Coca Cola popular?
  - A. No, it is the huge popularity.
  - B. No, it is not popular.
  - C. Yes, it is popular.
  - D. The story of the invention of Coca Cola.

The history of Coca-Cola began in the late 19th century.

6. When did the history of Coca-Cola begin?
  - A. It was in the American Civil War.
  - B. It began in the late 19th century.
  - C. The history of Coca-Cola began.
  - D. He fought as a Confederate soldier.
7. Which began in the late 19th century?
  - A. The history of Coca-Cola.
  - B. It began in the late 19th century.
  - C. He fought as a Confederate soldier.
  - D. It was in the American Civil War.

... with a man named Dr. John Stith Pemberton, a chemist and a pharmacist who fought as a Confederate soldier in the American Civil War.

8. Who invented Coca Cola?
  - A. A man named Dr. John Stith Pemberton invented Coca Cola.
  - B. It began in the late 19th century.
  - C. He fought as a Confederate soldier.
  - D. It was in the American Civil War.
9. Who was Dr. John Stith Pemberton?
  - A. A man named Dr. John Stith Pemberton invented Coca Cola.
  - B. He was a chemist and a pharmacist.
  - C. It was in the American Civil War.
  - D. He fought as a Confederate soldier.
10. What was the name of the inventor of Coca Cola?
  - A. He fought as a Confederate soldier.
  - B. It began in the late 19th century.
  - C. His name was Dr. John Stith Pemberton.
  - D. He was a chemist and a pharmacist.
11. Was he a chemist only?
  - A. It was in the American Civil War.
  - B. His name was Dr. John Stith Pemberton.
  - C. A man invented Coca Cola.
  - D. It began in the late 19th century.
12. Did he use to be a soldier?
  - A. It was in the American Civil War.
  - B. Yes, he used to be a soldier.
  - C. No, he fought as a Confederate soldier.
  - D. No, it was in the American Civil War.
13. Which war did he fight for?
  - A. He was a chemist and a pharmacist.
  - B. It was in the American Civil War.
  - C. No, he fought as a Confederate soldier.
  - D. His name was Dr. John Stith Pemberton.
14. What kind of soldier was he?
  - A. No, he fought as a soldier.
  - B. A man invented Coca Cola.
  - C. He fought as a Confederate soldier.
  - D. He was a chemist and a pharmacist.



**Like many other veterans of the period, Pemberton got addicted to the drug.**

**15. What did he get addicted?**

- A. He fought as a Confederate soldier.
- B. Pemberton got addicted to the drug.
- C. Like many other veterans of the period.
- D. Pemberton got addicted.

**16. Did only he get addicted to the drug?**

- A. No, Pemberton and other veterans got addicted to the drug.
- B. No, Pemberton got addicted.
- C. It began in the late 19th century.
- D. No, he fought as a soldier.

**17. Who got addicted to the drug?**

- A. Pemberton got addicted.
- B. No, he fought as a soldier.
- C. Pemberton and other veterans got addicted to the drug.
- D. It began in the late 19th century.

**Faced with his own addiction and that of many of his fellow war veterans, Pemberton used his vocation to try and find a cure for the addiction.**

**18. What did he face with?**

- A. No, Pemberton got addicted.
- B. He faced with his own addiction.
- C. No, Pemberton got addicted.
- D. He used his vocation to find a cure.

**19. Did he face with his own addiction?**

- A. Yes, he faced with his own addiction.
- B. Yes, he used his vocation to find a cure.
- C. No, that was his own addiction.
- D. No, it began in the late 19th century.

**20. Which cure did he want to find?**

- A. It began in the late 19th century.
- B. That was his own addiction.
- C. Pemberton got addicted.
- D. A cure for the addiction.

**21. What did he do?**

- A. He tried to find a cure for the addiction.
- B. Pemberton got addicted.
- C. That was his own addiction.
- D. He faced with his own addiction.

**22. What did he use his vocation for?**

- A. That happened to many other veterans of the period.
- B. He faced with his own addiction.
- C. Pemberton used his vocation to try and find a cure for the addiction.
- D. No, it began in the late 19th century.

**23. What did he want to find?**

- A. He faced with his own addiction.
- B. No, it began in the late 19th century.
- C. That was his own addiction.
- D. He wanted to find a cure for the addiction.

**In 1865, a healing medicinal drink called Vin Mariani, a mixture of wine and cocaine, was introduced to the public and became a popular cure all solution.**

**24. When was Vin Mariani introduced?**

- A. It became a popular cure all solution.
- B. It was a mixture of wine and cocaine.
- C. Vin Mariani was introduced in 1865.
- D. It was called Vin Mariani.

**25. What was introduced in 1865?**

- A. It was a healing medicinal drink.
- B. Vin Mariani was introduced in 1865.
- C. It was a mixture of wine and cocaine.
- D. It became a popular cure all solution.

**26. What kind of drink was Vin Mariani?**

- A. It became a popular cure all solution.
- B. It was a healing medicinal drink.
- C. It was introduced in 1865.
- D. It was a mixture of wine and cocaine.

**27. How was Vin Mariani made?**

- A. It was a mixture of wine and cocaine.
- B. It was introduced in 1865.
- C. It was a healing medicinal drink.
- D. It became a popular cure all solution.

**28. What did Vin Mariani become?**

- A. It was introduced in 1865.
- B. It was a mixture of wine and cocaine.
- C. It became a popular cure all solution.
- D. It was a healing medicinal drink.



29. Vin Mariani became a popular cure all solution, didn't it?

- A. Yes, it was called Vin Mariani.
- B. Yes, Vin Mariani became a popular cure all solution.
- C. No, it was introduced in 1865.
- D. No, it was a healing medicinal drink.

It was claimed that the drink can restore strength, energy and vitality.

30. What can the drink restore?

- A. It can restore strength, energy and vitality.
- B. Yes, it was claimed that.
- C. No, it was introduced in 1865.
- D. It led him to create his own version of coca wine.

31. What can restore strength, energy and vitality?

- A. It was a mixture of wine and cocaine.
- B. It was introduced in 1865.
- C. Yes, Vin Mariani became a popular cure all solution.
- D. It was Vin Mariani.

Pemberton's experiments to try and find a cure for Morphine addiction have led him to create his own version of coca wine, which he called Pemberton's French Wine Coca.

32. What kind of cure did Pemberton try to find?

- A. Pemberton tried to find a cure for Morphine addiction.
- B. It led him to create his own version of coca wine.
- C. It was a mixture of wine and cocaine.
- D. Pemberton tried to find it.

33. What did Pemberton try to find?

- A. It was introduced in 1865.
- B. It was Vin Mariani.
- C. Pemberton tried to find a cure for Morphine addiction.
- D. It led him to create his own version of coca wine.

34. What did he create?

- A. He created his own version of coca wine.
- B. It was a mixture of wine and cocaine.
- C. It was introduced to the public.
- D. It was a mixture of wine and cocaine.

35. What did Pemberton's experiments lead him to?

- A. It led him to create his own version of coca wine.
- B. It was a mixture of wine and cocaine.
- C. He called Pemberton's French Wine Coca.
- D. Pemberton invented it.

36. What did he call his own version of coca wine?

- A. Pemberton invented it.
- B. It was a mixture of wine and cocaine.
- C. He called Pemberton's French Wine Coca.
- D. He created his own version of coca wine.

Pemberton's French Wine Coca was advertised to have a particular benefit to high strung Southern Ladies and anyone requiring a nerve tonic.

37. What was Pemberton's French Wine Coca advertised?

- A. He called Pemberton's French Wine Coca.
- B. It was advertised to have a particular benefit.
- C. It required a nerve tonic.
- D. It was for high strung Southern Ladies.

38. What was advertised to have a particular benefit?

- A. He called Pemberton's French Wine Coca.
- B. Pemberton's French Wine Coca
- C. It was advertised to have a particular benefit.
- D. It was for high strung Southern Ladies.

39. Which benefit was it advertised?

- A. It required a nerve tonic.
- B. It was advertised to have a particular benefit.
- C. It was good for high strung Southern Ladies and anyone requiring a nerve tonic.
- D. He called Pemberton's French Wine Coca.



**In 1886, Pemberton was forced to come up with a non-alcoholic version of his French Wine Coca, which led the invention of Coca Cola.**

**40. When was Pemberton forced to come up with a non-alcoholic version?**

- A. It led the invention of Coca Cola.
- B. In 1886
- C. Pemberton was forced to do that.
- D. He came up with a non-alcoholic version.

**41. What was Pemberton forced to do?**

- A. He was forced to come up with a non-alcoholic version.
- B. It led the invention of Coca Cola.
- C. It happened in 1886.
- D. He called Pemberton's French Wine Coca.

**42. Who was forced to come up with a non-alcoholic version?**

- A. That was a non-alcoholic version.
- B. It led the invention of Coca Cola.
- C. It was Pemberton.
- D. He was forced to come up with a non-alcoholic version.

**43. Which led the invention of Coca Cola?**

- A. It happened in 1886.
- B. Pemberton was forced to come up with a non-alcoholic version.
- C. That was an alcoholic version.
- D. It led the invention of Coca Cola.

**The original Coca Cola was sold for 5 cents a glass and could be found at soda fountains, popular in the US for the water's supposed health qualities.**

**44. How much was the original Coca Cola sold?**

- A. The original Coca Cola was sold for 5 cents a glass.
- B. It could be found at soda fountains.
- C. It was popular in the US.
- D. It led the invention of Coca Cola.

**45. What was sold for 5 cents a glass?**

- A. It was sold for 5 cents a glass.
- B. The original Coca Cola was sold for 5 cents a glass.
- C. It was popular in the US.
- D. It's supposed health qualities.

**46. Where could it be found?**

- A. It led the invention of Coca Cola.
- B. It could be found at soda fountains.
- C. It was popular in the US.
- D. It was sold for 5 cents a glass.

**47. Where was it popular?**

- A. It led the invention of Coca Cola.
- B. It could be found at soda fountains.
- C. It was popular in the US.
- D. It was sold for 5 cents a glass.

**48. Why was it popular?**

- A. It was sold for 5 cents a glass.
- B. It was the water's supposed health qualities.
- C. It could be found at soda fountains.
- D. It was popular in the US.

**Who could have imagined that the invention of Coca Cola will end up becoming one of the most famous fuzzy beverages world wide.**

**50. What will the invention of Coca Cola end up?**

- A. The invention of Coca Cola will end.
- B. It could be found at soda fountains.
- C. Becoming one of the most famous fuzzy beverages world wide.
- D. They were an attempt to replicate mineral water.

**51. What will the Coca Cola become?**

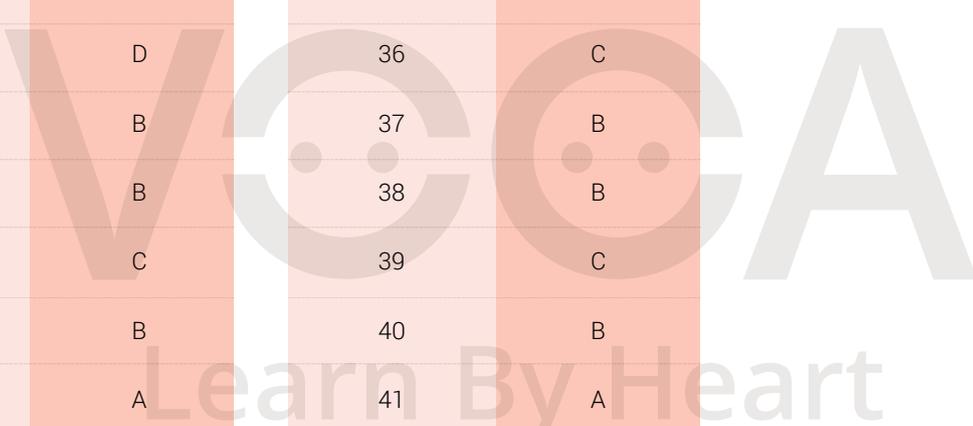
- A. They bubbled from the earth.
- B. It could be found at soda fountains.
- C. It was popular in the US.
- D. They were an attempt to replicate mineral water.



Question	Answer
1	C
2	C
3	A
4	D
5	C
6	B
7	A
8	A
9	B
10	C
11	D
12	B
13	B
14	C
15	B
16	A
17	C
18	B
19	A
20	D
21	A
22	C
23	D
24	C
25	B

Question	Answer
26	B
27	A
28	C
29	B
30	A
31	D
32	A
33	C
34	A
35	A
36	C
37	B
38	B
39	C
40	B
41	A
42	C
43	B
44	A
45	B
46	B
47	C
48	B
49	B
50	C

Question	Answer
51	B



## UNIT 9

### THE SHARD – LONDON, UK

#### TÒA NHÀ THE SHARD (LONDON, ANH QUỐC)



#### Story

#### TRANSCRIPT

"The Shard" is a colloquial name for the London Bridge Tower. It is essentially a pyramid of glass that stands at the Southern terminus of London Bridge. With a completion date of 2012 it has already been recognized as the tallest building in the European Union.

The Shard was designed by famed architect Renzo Piano in conjunction with Broadway Malyan.

The term "The Shard" came about due to the semblance of the building to a shard of glass stabbing out of the ground. It was designed to use specialized windows with a specific glazing that reflects light in a distinctive way. The Shard was one of the first buildings to incorporate the new structural standards recommended by the US National Institute of Standards and Technology after 9/11.

Construction didn't begin until February of 2009 and was complete in 2012. It has 72 habitable floors and an observation deck view London, which was open to the public in 2013.

The Shard is a multiple-use structure. Floors 2-28 are office space rental areas. The 31st, 32nd, and 33rd floors are all dedicated to restaurants. The Shangri-La Hotel takes up the 34th through the 52nd floor, and is a five star hotel. Residential apartments are between floors 53 and 65. There is also an observatory between the 68th and 72nd floors. There is a spire that runs from the 72nd floor to the very top.

#### TRANSLATION

"The Shard" là tên gọi thân mật cho Cầu Tháp London. Cơ bản nó chính là một kim tự tháp bằng kính nằm ở điểm cực Nam của cầu London. Công trình được hoàn thành vào năm 2012 và đã được nhận định là tòa nhà cao nhất liên bang châu Âu.

"The Shard" được thiết kế bởi kiến trúc sư nổi tiếng Renzo Piano kết hợp cùng Broadway Malyan.

Cụm từ "The Shard" ra đời dựa trên sự tương đồng của tòa nhà với mảnh vỡ của tấm kính khi chạm vào mặt đất. Nó được thiết kế và đặc biệt sử dụng những tấm cửa sổ đặc biệt được tráng men để phản chiếu ánh sáng theo một cách đặc biệt. "The Shard" là một trong những tòa nhà đầu tiên hợp nhất lối kiến trúc mới được đề xuất bởi học viện chuẩn hóa và công nghệ quốc gia Hoa Kỳ sau tháng ngày 9 tháng 11.

Công trình bắt đầu khởi công từ tháng 2 năm 2009 và được hoàn thành vào năm 2012. Nó có 72 tầng và một boong quan sát toàn cảnh London, được đưa vào sử dụng từ năm 2013.

The Shard là công trình được sử dụng đa năng. Từ tầng 2 đến 28 là khu vực cho thuê làm văn phòng. Tầng thứ 31, 32, 33 được sử dụng cho nhà hàng. Khách sạn năm sao Shangri-La bao gồm diện tích từ tầng 34 đến tầng 52. Khu dân cư nằm từ tầng 53 đến tầng 65. Có một đài quan sát nằm từ tầng 68 đến tầng 72. Ngoài ra, kiến trúc tòa nhà là một hình chóp nhọn từ tầng 72 lên tới đỉnh.



**colloquial**  
adj

/kə'ləʊkwɪəl/  
thông tục, dùng hàng ngày



**reflect**  
verb

/rɪ'flekt/  
phản chiếu, dội lại



**pyramid**  
noun

/'pɪrəˌmɪd/  
kim tự tháp



**distinctive**  
adj

/'dɪ'stɪŋktɪv/  
riêng biệt, khác biệt



**terminus**  
noun

/'tɜːmɪnəs/  
điểm cuối cùng



**incorporate**  
verb

/'ɪn'kɔːpəreɪt/  
hợp nhất, sáp nhập



**famed**  
adj

/feɪmd/  
nổi tiếng, trứ danh



**habitable**  
adj

/'hæbɪtəbl/  
có thể sinh sống



**architect**  
noun

/'ɑːkɪtekt/  
kiến trúc sư



**observation**  
noun

/'ɒbzə'veɪʃn/  
sự quan sát, sự theo dõi



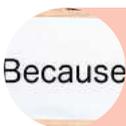
**in conjunction with**  
phrase

/'ɪn kən'dʒʌŋkʃən wɪð/  
cùng với, phối hợp



**multiple-use**  
noun phrase

/'mʌltɪpl-juːz/  
đa năng



**due to**  
phrase

/djuː tu/  
do, bởi vì



**dedicate**  
verb

/'dedɪkeɪt/  
dành cho



**semblance**  
noun

/'seɪbləns/  
tương đồng



**take up**  
phrasal verb

/'teɪk ʌp/  
chiếm (không gian, thời gian)



**shard**  
noun

/'ʃɑːd/  
mảnh vỡ



**spire**  
noun

/'spaɪə(r)/  
hình chóp



**specialized**  
adj

/'speʃəˌlaɪzd/  
(thuộc) chuyên ngành, chuyên môn



**glaze**  
noun

/'gleɪz/  
men, nước men (đồ sứ, đồ gốm)



**1. What is "The Shard" a name for?**

- A. It is a name of a tower.
- B. "The Shard" is a name for the London Bridge Tower.
- C. "The Shard" is a colloquial name.
- D. It is a name for the London city.

**2. What is the name for London Bridge Tower?**

- A. "The Shard" is a name for the London Bridge Tower.
- B. "The Shard" is a colloquial name.
- C. It is a name for the London Bridge Tower.
- D. It is a name for the London city.

**3. Is "The Shard" the official name for London Bridge Tower?**

- A. No, It is a name for the London city.
- B. Yes, "The Shard" is an official name.
- C. No, It is a colloquial name.
- D. It is a name for the London Bridge Tower.

**4. Where does it stand?**

- A. It is a name for the London Bridge Tower.
- B. It stands at the Southern terminus of London Bridge.
- C. It is essentially a pyramid of glass.
- D. No, It is a colloquial name.

**5. What is that building?**

- A. It is essentially a pyramid of glass.
- B. It is a name for the London city.
- C. It stands at the Southern terminus of London Bridge.
- D. It is the London Bridge.

**6. Does it stand at the northern terminus of London Bridge?**

- A. It is essentially a pyramid of glass.
- B. Yes, "The Shard" is an official name.
- C. No, It is a colloquial name.
- D. No, it stands at the Southern terminus of London Bridge.

**7. When did "The Shard" complete?**

- A. "The Shard" completed in 2012.
- B. It is the tallest building.
- C. It is in the European Union.
- D. It has already been recognized.

**8. What has it been recognized?**

- A. It has already been recognized.
- B. "The Shard" completed in 2012.
- C. The tallest building in the European Union."
- D. It is in the European Union.

**8. Is it the tallest building in the world?**

- A. Yes, it has already been recognized.
- B. No, it was completed in 2012.
- C. No, it is the tallest building in the European Union.
- D. Yes, it is in the European Union.

**9. Is it the tallest bridge in the European Union?**

- A. Yes, it has already been recognized.
- B. Yes, it is in the European Union.
- C. No, it was completed in 2012.
- D. No, it is the tallest building in the European Union.

**10. Who was The Shard designed?**

- A. Yes, it is in the European Union.
- B. It has already been recognized.
- C. Renzo Piano and Broadway Malyan
- D. The Shard was designed.

**11. Which was designed by Renzo Piano and Broadway Malyan?**

- A. It has already been recognized.
- B. The Shard was designed by Renzo Piano and Broadway Malyan.
- C. Renzo Piano and Broadway Malyan
- D. Yes, it has already been recognized.

**12. Did Renzo Piano design The Shard by himself?**

- A. Yes, the Shard was designed.
- B. No, it is the tallest building in the European Union.
- C. No, the Shard was designed by Renzo Piano and Broadway Malyan.
- D. Yes, it has already been recognized.

**13. Who did Renzo Piano co-operate to design The Shard?**

- A. It has already been recognized.
- B. Yes, it is in the European Union.
- C. He co-operated with Broadway Malyan to design The Shard.
- D. Renzo Piano and Broadway Malyan

**14. Where did the term "The Shard" come about?**

- A. It came about due to the semblance of the building to a shard of glass.
- B. It stabbed out of the ground.
- C. It came about due to "The Shard".
- D. "The Shard" completed in 2012.

**15. Which term was similar to a shard of glass?**

- A. "The Shard" completed in 2012.
- B. No, it was completed in 2012.
- C. It stabbed out of the ground.
- D. The term "The Shard".



**16. What was the building similar to?**

- A. It was the tallest building in the European Union.
- B. It was designed by famed architect Renzo Piano.
- C. The building was similar to a shard of glass.
- D. It stabbed out of the ground.

**17. Was the building similar to a glass?**

- A. Yes, it was completed in 2012.
- B. Yes, the building similar to a glass.
- C. No, it stabbed out of the ground.
- D. No, it was the tallest building in the European Union.

**18. What was it designed?**

- A. It used specialized windows with a specific glazing.
- B. It reflects light in a distinctive way.
- C. It was designed by famed architect Renzo Piano.
- D. It has already been recognized.

**19. What kind of window was it used?**

- A. It used specialized windows with a specific glazing.
- B. It has already been recognized.
- C. It reflects light in a distinctive way.
- D. It was designed by famed architect Renzo Piano.

**20. What do those windows reflect?**

- A. It was designed by famed architect Renzo Piano.
- B. It reflects light in a distinctive way.
- C. It was designed by famed architect Renzo Piano.
- D. It used specialized windows.

**21. What was incorporated the new structural standards?**

- A. It was the US National Institute of Standards and Technology.
- B. It reflects light in a distinctive way.
- C. The Shard was incorporated the new structural standards.
- D. It was recommended by the US National Institute of Standards and Technology.

**22. Was The Shard the first buildings to incorporate the new structural standards?**

- A. It was recommended by the US National Institute of Standards and Technology.
- B. It was designed by famed architect Renzo Piano.
- C. It reflects light in a distinctive way.
- D. No, it was one of the first buildings to incorporate the new structural standards

**23. What was The Shard incorporated?**

- A. It was stabbing out of the ground.
- B. It was incorporated the new structural standards.
- C. It reflects light in a distinctive way.
- D. It was designed by famed architect.

**24. What were the new structural standards recommended?**

- A. It was incorporated the new structural standards.
- B. The US National Institute of Standards and Technology.
- C. It reflects light in a distinctive way.
- D. It was designed to use specialized windows.

**25. When was it recommended?**

- A. It was designed by famed architect.
- B. It was stabbing out of the ground.
- C. It was recommended after 9/11.
- D. It reflects light in a distinctive way.

**26. Was it recommended on 9/11?**

- A. Yes, it reflects light in a distinctive way.
- B. It was stabbing out of the ground.
- C. No, it was recommended after 9/11.
- D. Yes, it was designed by famed architect.

**27. When did it begin?**

- A. It began in 2009.
- B. It began in February of 2009.
- C. It was complete in 2012.
- D. It began in 2012.

**28. When was it completed?**

- A. It was complete in 2012.
- B. It began in February of 2009.
- C. It was complete in 2009.
- D. It was stabbing out of the ground.

**29. Was it completed in 2009?**

- A. Yes, it was complete in 2009.
- B. Yes, it reflects light in a distinctive way.
- C. No, it was complete in 2012.
- D. Yes, it began in February of 2009.

**30. How many floors does it have?**

- A. Yes, it began in February of 2009.
- B. It has 72 habitable floors.
- C. It has an observation deck view London.
- D. It was open to the public in 2013.



**31. What does it have?**

- A. It has 72 habitable floors and an observation deck view London.
- B. It was open to the public in 2013.
- C. It has 72 habitable floors.
- D. It has an observation deck view London.

**32. When was it open?**

- A. It was complete in 2012.
- B. It was open to the public in 2013.
- C. It has an observation deck view London.
- D. It has 72 habitable floors.

**33. What was open in 2003?**

- A. It has an observation deck view London.
- B. The Shard was open to the public in 2013.
- C. It has 72 habitable floors.
- D. It was open to the public in 2013.

**34. Which is a multiple-use structure?**

- A. The Shard was open to the public in 2013.
- B. It was complete in 2012.
- C. The Shard is a multiple-use structure.
- D. It has 72 habitable floors.

**35. What kind of the structure is it?**

- A. It was the tallest building.
- B. The Shard is a multiple-use structure.
- C. The Shard was open to the public in 2013.
- D. It has 72 habitable floors.

**36. Which floors are office space rental areas?**

- A. The Shard are office space rental areas.
- B. Floors 2-28 are office space rental areas.
- C. The 31st, 32nd, and 33rd floors are all dedicated to restaurants
- D. They are office space rental areas.

**37. What are floors 2-28 used for?**

- A. The Shard are office space rental areas.
- B. It was the tallest building.
- C. They are office space rental areas.
- D. It was from the floor 2 to 28.

**38. What was the 31st, 32nd, and 33rd floors used for?**

- A. It was from the floor 2 to 28.
- B. They are all dedicated to restaurants.
- C. It was from the 31st floor to 33rd floor.
- D. They are office space rental areas.

**39. Which floors are dedicated to restaurants?**

- A. It was from the 31st floor to 33rd floor.
- B. They are all dedicated to restaurants.
- C. They are office space rental areas.
- D. It was from the floor 2 to 28.

**40. What takes up the 34th through the 52nd floor?**

- A. It was from the 34th floor to the 52nd floor.
- B. They are all dedicated to restaurants.
- C. The Shangri-La Hotel takes up the 34th through the 52nd floor.
- D. It was from the 31st floor to 33rd floor.

**41. What was the 34th through the 52nd floor used for?**

- A. They are office space rental areas.
- B. The 34th through the 52nd floor used for a hotel.
- C. It was from the 34th floor to the 52nd floor.
- D. It was from the 31st floor to 33rd floor.

**42. What kind of hotel is The Shangri-La Hotel?**

- A. It is a five star hotel.
- B. It was from the 34th floor to the 52nd floor.
- C. It was from the 31st floor to 33rd floor.
- D. They are office space rental areas.

**43. Where were the residential apartment placed?**

- A. They are residential apartments.
- B. It was from the 34th floor to the 52nd floor.
- C. It is a five star hotel.
- D. They are between floors 53 and 65.

**44. What were the floors 53 to 65 used for?**

- A. They are residential apartments.
- B. It was from the 34th floor to the 52nd floor.
- C. They are office space rental areas.
- D. They are all dedicated to restaurants.

**45. What were the 68th to 72nd floors used for?**

- A. They are residential apartments.
- B. It is a five star hotel.
- C. The 68th and 72nd floors were used for an observatory.
- D. It was from the 68th to 72nd floor.

**46. Where was the observatory placed?**

- A. It was from the 68th to 72nd floor.
- B. They are residential apartments.
- C. They are office space rental areas.
- D. They are all dedicated to restaurants.



**47. Where does the spire run?**

- A. It runs from the 72nd floor to the very top.
- B. It was from the 68th to 72nd floor.
- C. It was from the 34th floor to the 52nd floor.
- D. They are residential apartments.

**48. What was the 72nd floor used for?**

- A. It runs from the 72nd floor to the very top.
- B. They are all dedicated to restaurants.
- C. There is a spire.
- D. It was from the 34th floor to the 52nd floor.





Question	Answer
1	B
2	A
3	C
4	B
5	A
6	D
7	A
8	C
9	D
10	C
11	B
12	C
13	C
14	A
15	D
16	C
17	B
18	A
19	A
20	B
21	C
22	D
23	B
24	B
25	C

Question	Answer
26	C
27	B
28	A
29	C
30	B
31	A
32	B
33	B
34	C
35	B
36	B
37	C
38	B
39	A
40	C
41	B
42	A
43	D
44	A
45	C
46	A
47	A
48	C

## THINK DIFFERENT



## Story

## TRANSCRIPT

In memory of Steve Jobs we would like to share the story of one of the most successful **campaigns** in the history of **advertising**. It's the story of Apple's **'Think different'** campaign.

It's the beginning of Apple's most **iconic** advertising campaign since the original "1984" Macintosh ad.

"Think different" was a **homecoming** for Apple in a few ways. It was the first Apple ad produced by TBWA Chiat/Day in more than a decade. Apple **dropped** the ad **agency** in 1985, following the **notorious** "Lemmings" commercial.

The "Think different" phrase came from TBWA Chiat/Day copywriter Craig Tanimoto. It wasn't good, but he liked the two words "think different" — despite their now infamous **lack of proper** grammar.

"My heart started racing because no one had really voiced that idea for Apple," he told me. **"I looked over** at a picture I had drawn of Thomas Edison and thought, 'think different.' I drew a little **sketch** of Einstein and wrote 'think different' next to him as well and drew a **miniature** Apple logo."

The "Here's to the crazy ones" lines for the "Think different" ad were written by other **copywriters**, Rob Siltanen and Ken Segall.

Although the campaign wasn't finished by the time of the 1997 Macworld Expo, Jobs tried a **variation** on the words **in front of** the audience of Apple fans. His presentation planted the seeds for the ad so it would seem more organic when Apple debuted the new marketing push.

Apple discontinued the "Think different" campaign with the arrival of the iMac G4 in 2002. However, the slogan's impact continues to be felt in much the same way as the "1984" Mac ad.

## CHIẾN DỊCH THINK DIFFERENT



## TRANSLATION

Theo như lời kể của Steve Jobs, chúng tôi sẽ chia sẻ một câu chuyện đằng sau một trong những chiến dịch quảng bá thành công nhất trong lịch sử. Đó chính là câu chuyện về chiến dịch quảng bá 'Think different' của Apple.

Nó bắt đầu từ chiến dịch quảng bá hình ảnh của Apple từ bài quảng cáo của Macintosh vào năm 1984.

"Think different" chính là sự trở lại của Apple theo một cách nào đó. Đây chính là chiến dịch quảng bá đầu tiên của Apple được thực hiện bởi TBWA Chiat/Day trong hơn một thập kỷ. Apple đã từng giao cho một đại lý quảng cáo vào năm 1985, sau đó là một doanh nghiệp nổi danh "Lemmings".

Cụm từ "Think different" được ra đời bởi biên tập viên của TBWA Chiat/Day Craig Tanimoto. Cụm từ này không hay, nhưng anh thích hai chữ "Think different" mặc dù nó bị sai lỗi ngữ pháp.

Anh kể với tôi rằng: "Trái tim tôi như co thắt lại bởi không ai đề xuất ý tưởng đó cho Apple cả. Tôi xem xét bức tranh mà tôi đã vẽ Thomas Edison rồi nghĩ đến 'think different'. Tôi đã vẽ một bức phát họa của Einstein và viết 'think different' ngay bên cạnh ngài ấy cũng như một bức tiểu họa logo của Apple".

Dòng chữ "Đây là một ý tưởng điên cuồng" dành cho "Think different" được viết bởi những biên tập viên khác, Rob Siltanen và Ken Segall.

Mặc dù chiến dịch vẫn chưa hoàn thành vào năm 1997, Macworld Expo và Jobs đã thử nghiệm một biến tấu của cụm từ trên trước những khán giả của Apple. Bài giới thiệu của ông đã gieo một hạt giống cho bài quảng cáo và xây dựng hệ thống khi Apple cho ra mắt chiến dịch quảng cáo.

Apple ngừng chiến dịch quảng bá "Think different" trước sự ra đời của iMac G4 vào năm 2002. Tuy nhiên, tầm ảnh hưởng của khẩu hiệu trên vẫn tiếp tục mang tầm ảnh hưởng như cách quảng cáo của Mac "1984" đã làm.



**campaign**  
noun

/kæm'peɪn/  
chiến dịch



**voice**  
verb

/vɔɪs/  
bày tỏ, nói lên



**iconic**  
adj

/aɪ'kɒnɪk/  
mang tính biểu tượng,  
tiêu biểu



**look over**  
phrasal verb

/lʊk 'əʊvə(r)/  
quan sát



**original**  
adj

/ə'ɹɪdʒənəl/  
(thuộc) nguồn gốc; đầu  
tiên, ban đầu



**sketch**  
noun

/sketʃ/  
bức vẽ phác, bức phác  
hoạ



**homecoming**  
noun

/'həʊmki:mɪŋ/  
sự trở lại



**miniature**  
adj

/'mɪniətʃə(r)/  
nhỏ, thu nhỏ lại



**agency**  
noun

/'eɪdʒənsi/  
hãng, đại lý, cơ quan



**copywriter**  
noun

/'kɒpɪraɪtə(r)/  
người viết bài quảng cáo



**notorious**  
adj

/nəʊ'tɔːriəs/  
khét tiếng, có tiếng xấu



**variation**  
noun

/'veəri'eɪʃn/  
sự thay đổi, sự biến đổi



**commercial**  
noun

/kə'mɜːʃl/  
quảng cáo



**in front of**  
adv

/ɪn frʌnt ɒv/  
nằm phía trước



**come from**  
phrasal verb

/kʌm frɒm/  
đến từ, bắt nguồn từ



**debut**  
verb

/'deɪbjʊː/  
phát hành, ra mắt



**lack of something**  
noun phrase

/'læk əv 'sʌmθɪŋ/  
thiếu



**push**  
verb

/'pʊʃ/  
sự tung ra



**proper**  
adj

/'prɒpə(r)/  
đúng, thích hợp



**discontinue**  
verb

/'dɪskən'tɪnjuː/  
ngưng lại, dừng lại



In memory of Steve Jobs we would like to share the story of one of the most successful campaigns in the history of advertising. It's the story of Apple's 'Think different' campaign.

- 1. What was one of the most successful campaigns?**
  - A. It's the beginning of Apple's most iconic advertising campaign.
  - B. It was Apple's 'Think different' campaign.
  - C. He would like to share the story of it.
  - D. It's the story of Apple's start-up.
- 2. In which was that one of the most successful campaigns?**
  - A. In the history of advertising.
  - B. It's the beginning of Apple's most iconic advertising campaign.
  - C. It was Apple's 'Think different' campaign.
  - D. He would like to share the story of it.
- 3. What was the name of the campaign?**
  - A. He would like to share the story of it.
  - B. It's the beginning of Apple's most iconic advertising campaign.
  - C. It was Apple's 'Think different' campaign.
  - D. It's the story of Apple's start-up.
- 4. Whose campaign was it?**
  - A. It's the story of Apple's start-up.
  - B. It was Apple's campaign.
  - C. It's the story of Apple's start-up.
  - D. He would like to share the story of it.

It's the beginning of Apple's most iconic advertising campaign since the original "1984" Macintosh ad.

- 5. What is its beginning of?**
  - A. Apple's most iconic advertising campaign
  - B. It was the original "1984" Macintosh ad.
  - C. It was in 1984.
  - D. It was the Macintosh ad.
- 6. Which campaign was its beginning of?**
  - A. It was in 1984.
  - B. It was the Macintosh ad.
  - C. It was the original "1984" Macintosh ad.
  - D. Apple's most iconic advertising campaign

**7. What is the beginning of Apple's most iconic advertising campaign?**

- A. It was Apple's 'Think different' campaign.
- B. Apple's most iconic advertising campaign
- C. It was the Macintosh ad.
- D. It was in 1984.

"Think different" was a homecoming for Apple in a few ways.

**8. What was a homecoming for Apple?**

- A. It was the first Apple ad.
- B. Apple dropped the ad agency in 1985.
- C. It was the "Think different" campaign.
- D. It was in a few ways.

**9. What was the meaning of "Think different"?**

- A. It was in a few ways.
- B. It was the "Think different" campaign.
- C. Apple dropped the ad agency in 1985.
- D. It was a homecoming for Apple.

It was the first Apple ad produced by TBWA Chiat/Day in more than a decade.

**10. Which agency was it produced?**

- A. Apple dropped the ad agency in 1985.
- B. It was a homecoming for Apple.
- C. It was produced by TBWA Chiat/Day.
- D. It was in more than a decade.

**11. Was it the first Apple ad produced by TBWA Chiat/Day?**

- A. Apple dropped the ad agency in 1985.
- B. Yes, it was the first Apple ad produced by TBWA Chiat/Day.
- C. No, it was in more than a decade.
- D. It was produced by TBWA Chiat/Day.

**12. Whose ad was produced by TBWA Chiat/Day?**

- A. It was Apple's ad.
- B. It was in more than a decade.
- C. Apple dropped the ad agency.
- D. It was a homecoming for Apple.



**13. What was the name of that ad agency?**

- A. Apple dropped the ad agency in 1985
- B. It was following the notorious "Lemmings" commercial.
- C. Its name was "Think different".
- D. It was a homecoming for Apple.

**Apple dropped the ad agency in 1985, following the notorious "Lemmings" commercial.**

**14. When did Apple drop the ad agency?**

- A. It was a homecoming for Apple.
- B. Apple dropped the ad agency in 1985.
- C. Apple dropped the ad agency.
- D. It was following the notorious "Lemmings" commercial.

**15. What was the following company?**

- A. It was the notorious "Lemmings" commercial.
- B. Apple dropped the ad agency.
- C. Apple dropped it in 1985.
- D. It was produced by TBWA Chiat/Day.

**16. What was the name of the following commercial?**

- A. It's the story of Apple.
- B. It was "Lemmings".
- C. It was the notorious commercial.
- D. Apple dropped the ad agency.

**The "Think different" phrase came from TBWA Chiat/Day copywriter Craig Tanimoto.**

**17. Who did the "Think different" phrase come from?**

- A. It was produced by TBWA Chiat/Day.
- B. It came from TBWA Chiat/Day copywriter.
- C. It was the notorious commercial.
- D. Apple dropped the ad agency.

**18. Whose idea was the "Think different" phrase?**

- A. It was the notorious commercial.
- B. It was produced by TBWA Chiat/Day.
- C. It was an idea of a copywriter.
- D. Apple dropped the ad agency.

**19. What was Craig Tanimoto's position?**

- A. It was the notorious commercial.
- B. Craig Tanimoto was a copywriter.
- C. It came from TBWA Chiat/Day.
- D. It was an idea of Craig Tanimoto.

**20. What came from TBWA Chiat/Day copywriter?**

- A. It was The "Think different" phrase.
- B. He liked the two words "think different".
- C. His name was Craig Tanimoto.
- D. Apple dropped the ad agency in 1985.

**It wasn't good, but he liked the two words "think different" – despite their now infamous lack of proper grammar.**

**21. Was it a good phrase?**

- A. That phrase came from TBWA Chiat/Day.
- B. No, his name was Craig Tanimoto.
- C. No, it wasn't a good phrase.
- D. Yes, he liked the two words "think different".

**22. Why did he keep that phrase?**

- A. No, his name was Craig Tanimoto.
- B. He liked the two words "think different".
- C. No, it wasn't a good phrase.
- D. That phrase came from TBWA Chiat/Day.

**23. Was it wrong in grammar?**

- A. Yes, it was wrong in grammar.
- B. No, it wasn't a good phrase.
- C. No, his name was Craig Tanimoto.
- D. Yes, he liked the two words "think different".

**24. What was the problem of that phrase?**

- A. No, it wasn't a good phrase.
- B. He liked the two words "think different".
- C. That phrase came from TBWA Chiat/Day.
- D. It was wrong in grammar.

**"My heart started racing because no one had really voiced that idea for Apple," he told me.**

**25. Why did his heart start racing?**

- A. It was wrong in grammar.
- B. No, his name was Craig Tanimoto.
- C. No one had really voiced that idea for Apple.
- D. His heart started racing.



**26. Had anyone voiced that idea for Apple?**

- A. His heart started racing.
- B. He looked over at a picture.
- C. No, no one had really voiced that idea for Apple.
- D. He liked the two words "think different".

**27. How did he feel when no one had really voiced that idea for Apple?**

- A. It was wrong in grammar.
- B. His heart started racing.
- C. He liked the two words "think different".
- D. He looked over at a picture.

**"I looked over at a picture I had drawn of Thomas Edison and thought: 'think different.'"**

**28. What did he look over at?**

- A. He looked over at a picture.
- B. He had drawn Thomas Edison.
- C. He thought: 'think different.'
- D. He drew a miniature Apple logo.

**29. Whose picture did he look over at?**

- A. He thought: 'think different.'
- B. He looked over at a picture.
- C. He looked over at a picture of Thomas Edison.
- D. He drew a miniature Apple logo.

**30. What did he think?**

- A. He drew a miniature Apple logo.
- B. He thought: 'think different.'
- C. He looked over at a picture of Thomas Edison.
- D. He had drawn Thomas Edison.

**31. When did he think: "think different"?**

- A. When he looked over at a picture of Thomas Edison.
- B. He had drawn Thomas Edison.
- C. He drew a miniature Apple logo.
- D. He thought: 'think different.'

**I drew a little sketch of Einstein and wrote 'think different' next to him as well and drew a miniature Apple logo."**

**32. What did he draw?**

- A. He thought: 'think different.'
- B. He drew a little sketch of Einstein.
- C. He had drawn Thomas Edison.
- D. When he looked over at a picture of Thomas Edison.

**33. What did he write?**

- A. He thought: 'think different.'
- B. He wrote 'think different.'
- C. He had drawn Thomas Edison.
- D. He drew a little sketch of Einstein.

**34. Where did he write 'think different'?**

- A. He drew a little sketch of Einstein.
- B. He thought: 'think different.'
- C. He wrote next to a little sketch of Einstein.
- D. He wrote 'think different' next to him.

**35. Which logo did he draw?**

- A. He drew a little sketch of Einstein.
- B. He drew a miniature Apple logo.
- C. He wrote 'think different' next to him.
- D. He thought: 'think different.'

**36. Did he draw a big Apple logo?**

- A. No, he drew a miniature Apple logo.
- B. He drew a little sketch of Einstein.
- C. Yes, he wrote 'think different' next to him.
- D. He thought: 'think different.'

**The "Here's to the crazy ones" lines for the "Think different" ad were written by other copywriters, Rob Siltanen and Ken Segall.**

**37. Did other copywriters agree with his idea?**

- A. They were written by other copywriters.
- B. They were Rob Siltanen and Ken Segall.
- C. No, they didn't agree with his idea.
- D. Here's to the crazy ones.

**38. What did other copywriters write?**

- A. They were written by other copywriters.
- B. "Here's to the crazy ones"
- C. No, they didn't agree with his idea.
- D. He thought: 'think different.'



**39. What were the names of other copywriters?**

- A. They were Rob Siltanen and Ken Segall.
- B. "Here's to the crazy ones"
- C. They were written by other copywriters.
- D. No, they didn't agree with his idea.

**40. Which idea didn't other copywriters agree?**

- A. They were Rob Siltanen and Ken Segall.
- B. Here's to the crazy ones
- C. They were written by other copywriters.
- D. "Think different".

**Although the campaign wasn't finished by the time of the 1997 Macworld Expo, Jobs tried a variation on the words in front of the audience of Apple fans.**

**41. Was the campaign finished in 1997?**

- A. No, the campaign wasn't finished by the time of the 1997.
- B. Jobs tried a variation on the words.
- C. It was in front of the audience of Apple fans.
- D. They were written by other copywriters.

**42. What did Jobs try?**

- A. They were written by other copywriters.
- B. His presentation planted the seeds for the ad.
- C. Jobs tried a variation on the words.
- D. No, the campaign wasn't finished by the time of the 1997.

**43. Who did Jobs speak to?**

- A. It would seem more organic.
- B. Apple debuted the new marketing push.
- C. Jobs tried a variation on the words.
- D. The audience of Apple fans

**His presentation planted the seeds for the ad so it would seem more organic when Apple debuted the new marketing push.**

**44. What did his presentation do for the ad?**

- A. It was in front of the audience of Apple fans.
- B. They were written by other copywriters.
- C. His presentation planted the seeds for the ad.
- D. Apple debuted the new marketing push.

**Apple discontinued the "Think different" campaign with the arrival of the iMac G4 in 2002.**

**45. When did Apple discontinue the "Think different" campaign?**

- A. The slogan's impact continues.
- B. It was in 2002.
- C. Apple discontinued the "Think different" campaign.
- D. The campaign wasn't finished by the time of the 1997.

**46. What did Apple discontinue in 2002?**

- A. His presentation planted the seeds for the ad.
- B. It wasn't finished by the time of the 1997.
- C. The "Think different" campaign
- D. It was in 2002.

**47. Why did Apple discontinue the "Think different" campaign?**

- A. Jobs tried a variation on the words.
- B. Here's to the crazy ones.
- C. Because of the arrival of the iMac G4 in 2002.
- D. It was in 2002.

**However, the slogan's impact continues to be felt in much the same way as the "1984" Mac ad.**

**48. Did the slogan impact later?**

- A. Yes, it still impacted later.
- B. It was in 2002.
- C. The "Think different" campaign
- D. Jobs tried a variation on the words.

**49. What was its impact similar to?**

- A. Apple discontinued the "Think different" campaign.
- B. The "1984" Mac ad
- C. Yes, it still impacted later.
- D. His presentation planted the seeds for the ad.



Question	Answer
1	B
2	A
3	C
4	B
5	A
6	D
7	A
8	C
9	D
10	C
11	B
12	A
13	C
14	B
15	A
16	B
17	B
18	C
19	B
20	A
21	C
22	B
23	A
24	D
25	C

Question	Answer
26	C
27	B
28	A
29	C
30	B
31	A
32	B
33	B
34	C
35	B
36	A
37	C
38	B
39	A
40	D
41	A
42	C
43	D
44	C
45	B
46	C
47	C
48	A
49	B



PHƯƠNG PHÁP HỌC TIẾNG ANH

## MỠI & KHÁC BIỆT

### VOCA GIÚP BẠN GIỎI TIẾNG ANH BẰNG CÁCH NÀO?

Trải qua hành trình 6 năm phát triển (từ năm 2013), VOCA đã xây dựng 5 hệ thống ngôn ngữ giúp người học có thể phát triển toàn diện cả 4 kĩ năng tiếng Anh: Nghe – Nói – Đọc – Viết. Cụ thể:



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- **Triết lý sản phẩm khác biệt:** Triết lý của VOCA là mỗi kỹ năng ngôn ngữ (Nghe – Nói – Đọc – Viết) cần được giảng dạy theo những phương pháp độc trưng riêng, chính vì thế mỗi sản phẩm VOCA xây dựng sẽ tập trung vào một mục tiêu nhất định nhằm tối ưu hóa hiệu quả học tập cho người học.
- **Sản phẩm sáng tạo và tiên phong.** Mỗi sản phẩm tiếng Anh của VOCA đều là những sản phẩm đi đầu về sự sáng tạo (sự sáng tạo ở cả phương pháp cũng như nội dung giảng dạy). Khi học tiếng Anh trên VOCA người học sẽ được trải nghiệm những phương pháp học hoàn toàn mới so với cách học truyền thống trên trường lớp, cách tiếp cận ngôn ngữ mới mẻ và khoa học này sẽ giúp người học có được kết quả học tập nhanh chóng và hiệu quả hơn.

- **VOCA hiểu rõ người học của mình.** Trong lĩnh vực giáo dục, bên cạnh các yếu tố về phương pháp giảng dạy thì việc thấu cô hiểu rõ tâm lý học sinh là điều rất quan trọng. Chính vì thế, hệ thống VOCA luôn phân tích và đánh giá thường xuyên các thông tin để hiểu rõ người học của mình hơn, đưa ra những lời khuyên, lời nhắc nhở, và trao thưởng cho những học viên có thành tích học tập tốt để động viên và khích lệ, tạo tâm lý thư giãn và thoải mái để học viên có thể tiếp thu kiến thức một cách tốt nhất.

- **VOCA là dự án ngôn ngữ cộng đồng.** Từ những ngày thành lập, đội ngũ những người phát triển dự án luôn đặt vai trò của VOCA với xã hội, với cộng đồng lên đầu tiên. Trải qua 5 năm phát triển, VOCA đã đồng hành với hơn 1 triệu bạn học, đưa ra các chương trình học bổng dành cho các đối tượng như học sinh và sinh viên. Cùng với đó là các chương trình thiện nguyện hướng đến cộng đồng.



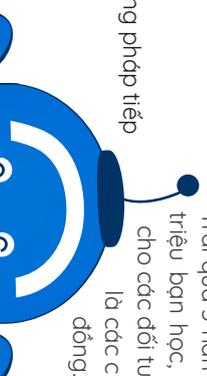
## VOCA LÀ GÌ?

VOCA là dự án ngôn ngữ trực tuyến được xây dựng và phát triển từ năm 2013 bởi các chuyên gia về ngôn ngữ, công nghệ, và các bạn trẻ giàu nhiệt huyết tại Việt Nam. VOCA được quản lý bởi công ty trách nhiệm hữu hạn Fonken, đơn vị tiên phong trong các dự án giáo dục dành cho cộng đồng.

**Sứ mệnh của VOCA:** Giúp học sinh, sinh viên Việt Nam xóa bỏ rào cản Anh ngữ.

**Tâm nhìn VOCA:** Trở thành nền tảng hỗ trợ giáo dục ngôn ngữ trực tuyến dành cho học sinh, sinh viên, giáo viên và các tổ chức dạy ngôn ngữ.

**Giá trị cốt lõi:** Là cầu nối để học sinh, sinh viên Việt Nam vươn ra thế giới.



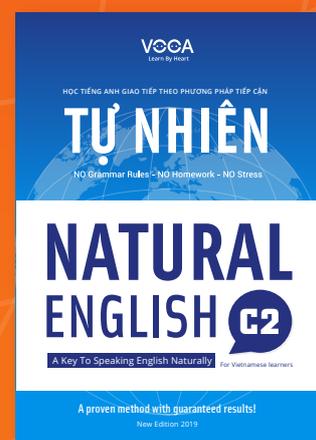
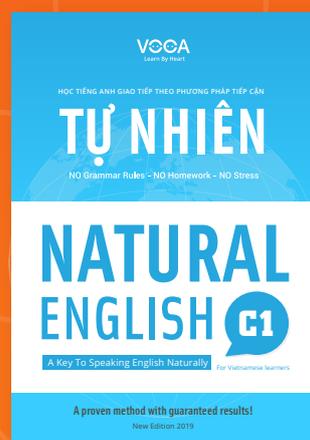
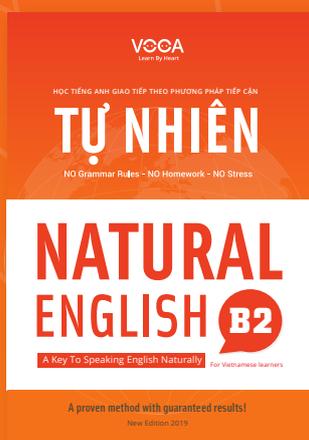
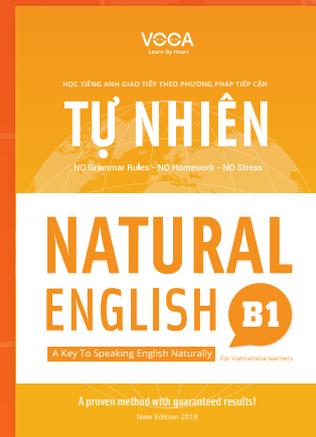
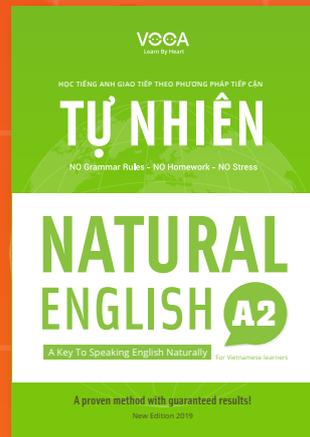
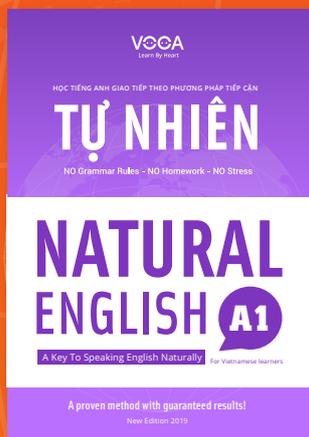
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