



STUDENT NUMBER

CENTRE NUMBER

HIGHER SCHOOL CERTIFICATE EXAMINATION

2000

GERMAN

2/3 UNIT (COMMON)

SECTION I—READING SKILLS

(25 Marks)

ANSWER BOOKLET

DIRECTIONS TO CANDIDATES

- You should receive this booklet with the Question Booklet and the Stills Booklet that accompanies Section III.
- Write your Student Number and Centre Number at the top right-hand corner of this page.
- Attempt BOTH questions in Section I. The passages on which the questions are based are on pages 2 and 3 of the Question Booklet.
- Write your answers in the spaces provided in this booklet.

MARKER'S USE ONLY

| Question | Marks Awarded | Marks Checked |
|----------|---------------|---------------|
| 1 | | |
| 2 | | |
| Total | | |

Read the passages on pages 2 and 3 of the Question Booklet, then answer, in ENGLISH, the following questions.

Answer the questions in the spaces provided in this paper.

Base your answers only on the information in the passages.

QUESTION 1

THE PSYCHOLOGY OF SHOPPING

(a) What were the findings of the study?

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(b) What do luxury boutiques, supermarkets and 'green' shops have in common?

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(c) What role do marketing institutes play in interpreting the psychology of shopping?

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(d) (i) How does research into the workings of the human brain influence the layout of supermarkets?

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(ii) How does the example given illustrate this?

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QUESTION 1 (Continued)

(e) How is our daily routine reflected on supermarket shelves?

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(f) What role do different styles of music play in the psychology of shopping?

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Please turn over

QUESTION 2

SOMETHING VENTURED, SOMETHING GAINED

(a) Why did Simone Bauer move to Italy?

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(b) Compare Francesco's and Simone's feelings for each other.

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(c) Describe Simone's initial experiences in looking for work.

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(d) What restrictions did the authorities place on Simone? Why?

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(e) What is so good about Simone's present job?

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QUESTION 2 (Continued)

(f) How did Simone's improved knowledge of Italian affect her personal relationship with Francesco?

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(g) Describe Simone's current attitude to life.

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