



# TOEIC

20 étapes pour  
booster votre score

- Cours
- Exercices corrigés
- Vocabulaire
- QCM grammaticaux

Éric Guntz

PERSPECTIVES



ellipses

# Test de positionnement #1

## Incomplete sentences

### Directions

- A word or phrase is missing in each of the sentences below. Four answer choices are given below each sentence. Select the best answer to complete the sentence.

1. By the time the new system was fully implemented, the IT department ..... all necessary updates, ensuring that no disruptions would affect the company's workflow.

- a. installs  c. is installing  
 b. has been installing  d. had installed

2. The board of directors expressed concern over the potential risks associated with the acquisition, particularly since the company ..... into a foreign market without prior experience in that region.

- a. expands  c. expanding  
 b. had expanded  d. has been expanding

3. After receiving a number of complaints from the customers, the customer service department ..... a more proactive approach to addressing issues, resulting in higher satisfaction ratings.

- a. had adopted  c. adopted  
 b. is adopting  d. adopts

4. The financial analyst suggested that the company ..... its reserves in anticipation of fluctuations in the international currency markets.

- a. should have increased  c. will have increased  
 b. should increase  d. increases

5. During the meeting, the CFO presented several strategies to mitigate the risk of currency exchange volatility, which has recently affected the company's .....

- a. profit margin  c. brand loyalty  
 b. employee turnover  d. bottom line

6. If the team had been given more time, they ..... able to finalize the report before the deadline.

- a. had been  c. will be  
 b. would have been  d. is

7. The market research, which ..... over a six-month period, provided valuable insights that shaped the company's product launch strategy.

- a. carries out
- b. is carried out
- c. had been carried out
- d. was carrying out

8. The marketing team is expected to ..... a new strategy next quarter, which will be presented to the board of directors for approval.

- a. come out for
- b. come on with
- c. come up with
- d. come off of

9. .... the sales department had prepared extensively for the product launch, they still faced challenges due to unforeseen supply chain issues.

- a. After
- b. Since
- c. During
- d. While

10. The CEO expressed his wish that the company ..... more thoroughly before entering into the joint venture.

- a. had researched
- b. researched
- c. has researched
- d. researches

11. By the time the quarterly report ..... to the shareholders, the company's stock prices had already begun to stabilize.

- a. has been presented
- b. is presented
- c. was presented
- d. presented

12. The marketing team has successfully ..... a campaign that appeals to a younger demographic, which has been a key focus in recent years.

- a. launches
- b. launch
- c. launching
- d. launched

13. If the company ..... on its promise to improve sustainability practices, it could have attracted more environmentally conscious investors.

- a. delivers
- b. had delivered
- c. deliver
- d. will deliver

14. The ..... performance of the company's flagship product prompted management to reconsider their strategy for the upcoming fiscal year.

- a. underwhelming
- b. overwhelming
- c. neutral
- d. innovative

15. .... implementing the new software solution, the IT department faced several technical issues that delayed the project.
- a. Despite  c. Although  
 b. While  d. During
16. After a lengthy negotiation process, the sales team was able to secure a contract that significantly ..... the company's international presence.
- a. strengthens  c. is strengthening  
 b. had strengthened  d. strengthened
17. The CEO's decision to expand into emerging markets was driven by the need to ..... declining revenues in the domestic sector.
- a. accelerate  c. offset  
 b. exacerbate  d. forecast
18. By the time the annual conference took place, the majority of the new product line ..... for the public.
- a. is ready  c. were ready  
 b. has been ready  d. was ready
19. The marketing strategy, which ..... thoroughly before its launch, was instrumental in increasing brand awareness across multiple regions.
- a. is evaluated  c. evaluates  
 b. had been evaluated  d. evaluating
20. The HR department recommended that employees ..... more flexibility in their work schedules to improve work-life balance.
- a. giving  c. given  
 b. give  d. be given
21. The company's expansion into new markets has resulted in ..... growth, particularly in regions where competition is less intense.
- a. minimal  c. substantial  
 b. nominal  d. unpredictable
22. The report emphasized that ..... the impressive sales figures, the company should remain cautious about potential supply chain disruptions.
- a. since  c. during  
 b. despite  d. although

23. The sales department regretted ..... the importance of maintaining consistent communication with their clients during the contract renewal process.
- a. underestimating                       c. to underestimate  
 b. underestimate                       d. underestimated
24. By the time the new marketing campaign ....., the company had already begun to see an increase in customer engagement across digital platforms.
- a. was launching                       c. has launched  
 b. launched                       d. was launched
25. The board of directors acknowledged that the company's financial success in recent years ..... in part to its investment in innovative technologies.
- a. was attributing                       c. attributed  
 b. was attributed                       d. attributes
26. The company's financial projections indicated that without a significant investment in research and development, its ..... in the tech market would likely decline.
- a. employee retention                       c. market share  
 b. customer satisfaction                       d. corporate culture
27. The legal team advised that the new contracts ..... carefully reviewed to ensure compliance with international trade laws.
- a. be                       c. was  
 b. is                       d. has been
28. The project manager emphasized that all tasks ..... according to the timeline, otherwise the deadline would be impossible to meet.
- a. must complete                       c. be completed  
 b. must be completed                       d. will complete
29. Despite ..... extensive research, the product launch did not meet the company's expectations, prompting a reevaluation of its marketing strategy.
- a. conduct                       c. to conduct  
 b. conducted                       d. conducting
30. The new product line has performed ..... better in international markets than the company had initially projected.
- a. comparatively                       c. increasingly  
 b. insignificantly                       d. significantly

31. If the merger ..... earlier, the company could have benefited from more favorable market conditions.
- a. had been completed                       c. was completed  
 b. is completed                                 d. completes
32. The team leader asked whether the updated figures ..... available before the meeting with investors, as they were crucial for the presentation.
- a. will be     c. were  
 b. would be                                         d. have been
33. The recent changes to the supply chain process have resulted in a ..... reduction in costs, allowing the company to invest more in product development.
- a. moderate                                         c. nominal  
 b. significant                                       d. considerably
34. The CEO expressed hope that the company ..... its international expansion efforts, despite current economic uncertainties.
- a. continuing                                         c. would continue  
 b. continued                                         d. continue
35. During the conference, it was highlighted that the company ..... to adjust its strategy in response to the evolving regulatory environment.
- a. has needed                                         c. is needing  
 b. needed     d. needs
36. If the company ..... a stronger online presence, it would be able to compete more effectively with its competitors in the digital space.
- a. had established                                 c. will establish  
 b. establishes                                         d. establish
37. The marketing team plans to launch the campaign ..... the product development phase has been completed.
- a. once     c. during  
 b. while     d. despite
38. The company's ability to innovate has been ..... its greatest strength in maintaining a competitive edge in the industry.
- a. one of     c. between  
 b. among      d. within
39. The project manager requested that the new deadlines ..... communicated clearly to all team members to avoid any confusion.
- a. were     c. be  
 b. is     d. will be

40. The contract, which ..... by both parties, outlines the terms of the long-term partnership between the two corporations.
- a. has been signing                       c. is signing  
 b. was signing                               d. was signed
41. The CFO highlighted that the company's strong financial position was due to ..... prudent management of its assets and investments.
- a. theirs                                       c. the  
 b. its     d. his
42. Despite the challenges posed by the global market, the company has continued to report ..... growth across all major sectors.
- a. steady                                       c. inconsistent  
 b. marginal                                       d. declining
43. The report revealed that customer satisfaction ..... significantly since the introduction of the new customer service protocol.
- a. is improving                               c. will improve  
 b. improves                                       d. had improved
44. If the company ..... more aggressive in its expansion strategy, it might have captured a larger share of the market.
- a. had been                                       c. will be  
 b. is     d. were
45. The company's profits have risen ..... the implementation of its new cost-saving measures, which have been widely praised by analysts.
- a. for     c. during  
 b. since     d. ago
46. The finance department recommended that the company ..... further investments in research and development to stay ahead of competitors.
- a. make     c. makes  
 b. made     d. is making
47. The CEO's decision to diversify the company's product offerings has resulted in ..... revenue streams from various markets.
- a. multiple                                       c. limited  
 b. minimal                                       d. declining
48. The consultant, ..... report we received last week, suggested several improvements to streamline our production process.
- a. whose     c. whom  
 b. who     d. which

49. The sales team ..... their efforts to meet the increased demand from international markets after the successful product launch.
- a. intensified  c. will intensify  
 b. intensifies  d. is intensifying
50. The market analysis, which ..... during the annual shareholders' meeting, highlighted the growing competition in the technology sector.
- a. is presented  c. presents  
 b. has presented  d. was presented
51. Our legal team is currently ..... the details of the new contract to ensure compliance with international regulations.
- a. looking over  c. looking up  
 b. looking into  d. looking through
52. After ..... the annual budget, the finance department noticed a significant increase in operational costs compared to previous years.
- a. to review  c. reviewing  
 b. review  d. reviewed
53. The sales figures for the current quarter were significantly ..... than those reported in the same period last year.
- a. highest  c. as high  
 b. higher  d. more high
54. The employee who ..... the software update was promoted to a senior management position last month.
- a. implemented  c. implements  
 b. implementing  d. is implementing
55. The meeting, which ..... earlier this morning, addressed critical issues related to the company's supply chain management.
- a. has taken place  c. takes place  
 b. has been taking place  d. took place
56. The new software was designed to be ..... efficient than the previous version, allowing employees to complete tasks more quickly.
- a. more  c. as  
 b. most  d. least
57. If the company ..... its product line last year, it could have gained a stronger foothold in the market by now.
- a. expanded  c. had expanded  
 b. has expanded  d. expands



58. The project manager suggested that the team ..... more resources to ensure timely completion of the current tasks.
- a. allocate
  - b. allocated
  - c. allocating
  - d. be allocated
59. The contract negotiations were delayed because neither party could agree ..... the terms and conditions.
- a. about
  - b. for
  - c. on
  - d. of
60. By the time the presentation began, all participants ..... the necessary documents to follow along.
- a. had received
  - b. received
  - c. has received
  - d. are receiving
61. Although the deadline was tight, the design team managed to submit their work ..... schedule.
- a. by
  - b. in
  - c. at
  - d. on
62. The CFO had to ..... the financial forecast before the quarterly report was submitted to the board.
- a. go over
  - b. go out of
  - c. go along
  - d. go under
63. The new regulations ..... businesses to comply with stricter environmental standards, which is expected to increase production costs.
- a. require
  - b. requiring
  - c. requires
  - d. required
64. The ..... product in the company's history was unveiled at the annual conference last week.
- a. more innovative
  - b. most innovative
  - c. as innovative
  - d. least innovative
65. The employees ..... for their dedication during the challenging merger process will receive bonuses at the end of the year.
- a. who recognized
  - b. who were recognized
  - c. who are recognizing
  - d. being recognized
66. The finance team was surprised ..... the significant increase in profits despite the recent economic downturn.
- a. of
  - b. for
  - c. at
  - d. to