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EXAMINING BOARD
Certificate of Education

1965—Ordinary Level

RE—Syllabus I

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for the General Certificate of Education

May/June Examination, 1965—Ordinary Level
ENGLISH LANGUAGE—Paper II

One hour and three quarters allowed

Answer Questions 1 and 2, one section from Question 3, and
one section from Question 4

1. Write a summary of the following passage in good continuous
prose, using not more than 120 words. State at the end of summary
the number of words you have used. The passage contains 348
words.

There is some ground for the charge frequently made by the
critics that advertising is concerned chiefly with the frills and
trappings of life, and that by its emphasis it gives these frills and
trappings an altogether undue prominence.

In point of fact advertising has often been used in campaigns to
promote the sale of such basic necessities as bread, milk, fish,
potatoes, tea, wool, coal and the like. These campaigns prove that
advertising can be, and is, used to promote what even the strictest
moralists would regard as socially desirable expenditure. Never-
theless it is probably fair to say that, in the main, commercial
advertising has been concerned with marginal expenditure—i.e.
with what a man does with the money he has after basic needs have
been met.

Now the importance of what I call these marginal expenditures
is out of all proportion to their amount. Let us suppose that in a
household three-quarters of the weekly income is required for
basic necessities—essential food, rent, heating and so on. There is
little satisfaction to be derived from the laying out of this money; it
is grudgingly allocated as a matter of necessary routine. But the
remaining quarter offers another prospect altogether. Here is
scope for the exercise of choice, and for the satisfaction of differing

[Turn over

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The Associated Examining Board Hkeaa

KJ Lindholm-Leary



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