

高等学校英语应用能力考试指导丛书

主 编/蒋 磊

〔高等学校〕
英语应用能力考试
历年真题解析



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Part I Listening Comprehension (25 minutes)

Directions: *This part is to test your listening ability. It consists of 4 sections.*

Section A

Directions: This section is to test your ability to give proper responses. There are 7 recorded questions in it. After each question, there is a pause. The questions will be spoken **two times**. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.

Example: You will hear:

You will read: A) I'm not sure. B) You're right.
 C) Yes, certainly. D) That's interesting.

From the question we learn that the speaker is asking the listener to leave a message. Therefore, **C) Yes, certainly** is the correct answer. You should mark C) on the Answer Sheet with a single line through the center.

☐ A ☐ B ☒ C ☐ D

Now the test will begin.

1. A) It's kind of you.
C) Mind your step.
 2. A) Never mind.
C) You're welcome.
 3. A) None of your business.
C) Here you are.
 4. A) No problem.
C) This way, please.
 5. A) All right.
C) Take it easy.
 6. A) Yes, I can.
C) Yes, please.
 7. A) On foot.
C) By bus.
- B) Take care.
 - D) Sure.
 - B) OK.
 - D) Don't mention it.
 - B) I'm fine.
 - D) It doesn't matter.
 - B) It's over there.
 - D) Not at all.
 - B) Glad to see you.
 - D) Go along the street.
 - B) No idea.
 - D) Good luck.
 - B) In cash.
 - D) On Sunday.

Section B

Directions: This section is to test your ability to understand short dialogues. There are 7 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues and questions will be spoken **two times**. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a

single line through the center. Now listen to the dialogues.

8. A) A movie ticket.
C) A flight.
9. A) He has been promoted.
C) He has got a job offer.
10. A) To see off a customer.
C) To meet his parents.
11. A) it was too noisy.
C) It was too large.
12. A) Friendly.
C) Hard-working.
13. A) Make a complaint.
C) See a doctor.
14. A) Sign a contract.
C) Tour the city.
- B) A meeting room.
D) A table.
- B) He has passed the road test.
D) He has bought a new car.
- B) To visit his friend.
D) To pick up his luggage.
- B) It was too far away.
D) It was too crowded.
- B) Serious.
D) Open-minded.
- B) Apply for a job.
D) Place an order.
- B) Meet new clients.
D) See his friends.

Section C

Directions: In this section, there are 2 recorded conversations. After each conversation, there are some recorded questions. Both the conversations and questions will be spoken **two times**. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center. Now listen to the conversations.

Conversation 1

15. A) Computer science. B) The latest software.
C) Big Data in marketing. D) The importance of education.
16. A) He will meet his lawyer. B) He will be away on business.
C) He has been busy with his paper. D) He will pay a visit to his parents.

Conversation 2

17. A) It can't start.
C) It gives no sound.
B) Its keyboard doesn't work.
D) Its screen is broken.
18. A) Three days ago.
C) A month ago.
B) Six days ago.
D) Three months ago.
19. A) His ID card.
C) His address.
B) His business card.
D) His receipt.

Section D

Directions: In this section you will hear a recorded short passage. The passage is printed in the test paper, but with some words or phrases missing. The passage will be read **three times**. During the second reading, you are required to put the missing words or phrases on the Answer Sheet in order of the numbered blanks according to what you hear. The third reading is for you to check your writing. Now the passage will begin.

I should say that teaching English in China is a real job, and the schools 20 you to be professional and you have to 21 . If you don't meet their requirements, it is easy to get fired. But with 22 and the right attitude, it will be a very good experience where you will 23 about China and yourself! I am so happy that I took this 24 when I had it, and the memories will be with me for the rest of my life.

Part II Vocabulary and Structure (10 minutes)

Directions: This part is to test your ability to construct correct and meaningful sentences. It consists of 2 sections.

Section A

Directions: In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word or words from the 4 choices marked A), B), C) and D). Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.

25. Once customers come to rely _____ these systems, they almost never take their business elsewhere.
A) on B) at C) of D) by
26. Detailed preparation must be _____ before you sign a contract.
A) talked B) looked C) carried D) done
27. It is with the help of Tom _____ our team has completed the project ahead of time.
A) which B) what C) that D) when
28. This trade war will _____ tens of millions of jobs and many factories.
A) collect B) affect C) react D) detect
29. We should _____ the goals and desires of the clients and their family members.
A) go along with B) take part in C) get in touch with D) keep in mind
30. Online banking makes it simple and easy _____ from almost anyone.
A) bank B) banks C) to bank D) banked
31. _____ you pay in advance, we won't charge you for delivery.
A) As long as B) As though C) In order that D) Even though
32. Will you deliver the goods _____ do I have to come to collect them?
A) and B) so C) or D) then
33. My first assignment as a news reporter was to _____ a football star.
A) listen B) speak C) talk D) interview
34. You have to consider a company structure when _____ your own business.
A) start B) starting C) started D) to start

Section B

Directions: There are 5 incomplete statements here. You should fill in each blank with the proper form of the word given in brackets. Write the word or words in the corresponding space on the Answer Sheet.

35. Do you mind (travel) _____ such a long distance to work every day?
36. As your business grows, you may need (employ) _____ workers with different skills.
37. For (addition) _____ resources, please refer to our website or send an email to us.
38. According to the company's policy, employees (allow) _____ to use their cell phones only in emergency.
39. (General) _____ speaking employees of our company can get a better pay and more opportunities for career development.

Part III Reading Comprehension (35 minutes)

Directions: This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.

Task 1

Directions: After reading the following passage, you will find 5 questions or unfinished statements, numbered 40 to 44. For each question or statement, there are 4 choices marked A), B), C) and D). You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.

Starting a business takes time, and energy—not to mention funding. So it helps if you're enthusiastic about what you do. Some business owners, like Ms Walton, have managed to turn their hobby into a business.

Ms Walton is a former personal trainer and the founder and owner of a travel agency for runners of various adventure(冒险) races. She describes running a business as “a big job” and says there have been lots of difficulties to overcome along the way.

A challenge for new companies is marketing, as business owners often need to create a website and develop a brand strategy(策略) for the company. As she explains, being present at these events attracts the attention of the public to their business and enables the brand to reach its target market.

She adds that her relationship with her banker has supported her through **the ups and downs** of running her company. A banker can help with small business financing, your business banking requirements and also advise on ways to expand your business.

40. According to the first paragraph, to start a business, you should be _____.
A) healthy B) wealthy C) efficient D) enthusiastic
41. Why does Ms Walton say running a business is a big job?
A) You have to take part in adventure races.
B) You have many difficulties to overcome.
C) You must travel a lot at home and abroad.
D) You need to work on weekends frequently.
42. One thing business owners often need to do for marketing is _____.
A) to hire a team of experts B) to expand overseas market
C) to build up a brand strategy D) to find a location downtown
43. The expression “the ups and downs” in Para. 4 means _____.
A) present and past situations B) good and bad experiences
C) chances and challenges D) happy and sad feelings
44. According to the passage, a banker can help small businesses in _____.
A) financing B) advertising
C) hiring personnel D) training their staff

Task 2

Directions: The following is a poster. After reading it, you will find 3 questions or unfinished statements, numbered 45 to 47. For each question or statement, there are 4 choices marked A), B), C) and D). You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.

密
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IN CASE OF FIRE

IF YOU DISCOVER A FIRE:

Leave fire area immediately.
Close all doors.
Sound the fire alarm.
Pull the manual station.
Evacuate this building using the nearest exit.

Call the FIRE DEPARTMENT
DIAL 9 1 1

IF YOU HEAR A FIRE ALARM:

IF CONTINUOUS SIGNAL
Leave the building by the nearest exit. Close doors behind you.
Take door key.

IF INTERMITTENT SIGNAL
Stand by and prepare to leave the building. Listen for further instructions.

CAUTION

If smoke is heavy in the corridor, it may be safer for you to stay in your area. Close the door and place a wet towel at the bottom of the door.
If you encounter smoke in the stairway, use an alternative exit.

REMAIN CALM

SmartSign.com. 800-952-1457 S-7349G

- Notes:** 1.evacuate 撤离 2. intermittent 间歇的 3. corridor 走廊
45. If you discover a fire, you are advised to _____.
A) call your best friend B) check the area carefully
C) help the people in the area D) leave the area immediately
46. What should you do if you hear a continuous fire alarm?
A) Leave the building by the closest exit. B) Listen for further instructions.
C) Stand by and get prepared. D) Wait for firefighters' help.
47. If smoke is heavy in the corridor, you are advised to _____.
A) open the door at once B) stay in your area
C) lie on the floor D) run downstairs

Task 3
Directions: Read the following passage. After reading it, you should complete the information by filling in the blanks marked 48 to 52 (**in no more than 3 words**) in the table below. You should write your answers on the Answer Sheet correspondingly.

BIZSHOT is Asia’s most exciting deep tech startup(初创企业) competition to select top 100 global startups. BIZSHOT 2020 will be held from 11 to 13 March, 2020 in Tianjin. Startups of all fields and backgrounds are invited to BIZSHOT 2020. Please submit(提交) your most innovative(创新的) technical and business ideas! Keep in mind that we are not only looking for ideas. Your submission requires at least a workable product with a practical solution.

Your submission will be reviewed by more than 160 industry experts and decision-makers including major investors and companies. The Top 100 Global Startups will be selected to meet with first class experts in their fields. This will be an excellent opportunity to display your startup in front of the biggest players in your field!

Are you ready for the challenge? Sign up now, and then click on the “Participate” button to submit your material!

BIZSHOT 2020	
Aim:	to select top 100 48
Date:	from 49 March, 2020
Place:	Tianjin
Businesses invited:	startups of all fields and backgrounds
Submission required:	at least 50 with a practical solution
Reviewers:	over 160 51 and decision-makers
Way to submit:	clicking on the 52 button

Task 4
Directions: The following is a list of terms related to marketing. After reading it, you are required to find the items equivalent to those given in Chinese in the table below. Then you should mark the corresponding letters with a line through the center in order of the numbered blanks, 53 through 57, on the Answer Sheet.

A—Chain store	B—Consumer behavior
C—Consumer satisfaction	D—Direct selling
E—Market demand	F—Market research
G—Target market	H—Brand image
I—Promotion methods	J—Telephone sales
K—Direct costs	L—Product quality
M—Purchase decision	N—Added value
O—After-sales service	P—Brand management
Q—Customer loyalty	

Examples: (C)消费者满意度 (Q)消费者忠诚度	
53. () 促销方法	() 市场需求
54. () 市场调研	() 售后服务
55. () 直接成本	() 消费者行为
56. () 品牌形象	() 购买决策
57. () 目标市场	() 品牌管理

Task 5

Directions: The following is an introduction to car insurance. After reading it, you are required to complete the answers that follow the questions (No.58 to No.62). You should write your answers (in no more than 3 words) on the Answer Sheet correspondingly.

If you ever need help saving money on car insurance, contact your local GEICO office. You'll get the great rates from GEICO. And they'll help make sure you receive all the discounts and special benefits you deserve.

Your local GEICO office can help you find coverage(保险范围) for almost anything you own. We offer coverage for your motorcycle, ATV, boat or RV.

GEICO has been saving people money for more than 75 years and is the second-largest personal auto insurance in the country, insuring over 21 million drivers.

You can go to www.geico.com to report a claim, schedule an appointment, even view your estimate(估算) and photos of the damage. And when you take your car to a GEICO-approved shop, the claim repairs are guaranteed for as long as you own your vehicle.

58. Why are you advised to contact your local GEICO office?

It will help you save money on _____.

59. How can GEICO help you save money?

It helps you receive _____ and special benefits you deserve.

60. How long has GEICO been in operation?

For more than _____.

61. How many drivers have been insured by GEICO?

More than _____.

62. How can you report your claim?

By visiting _____.

Part IV Translation—English into Chinese (25 minutes)

Directions: This part, numbered 63 to 67, is to test your ability to translate English into Chinese. Each of the four sentences (No.63 to No.66) is followed by three choices of suggested translation marked A), B), and C). Make the best choice and write the corresponding letter on the Answer Sheet with a single line through the center. And then write your translation of the paragraph (No.67) in the corresponding space on the Translation/Composition Sheet.

63. Retired people many feel lonely for being away from their former work and colleagues.

- A) 退休的人虽然摆脱了繁忙的工作,却常常喜欢找老同事聊天。
- B) 退休的人由于离开他们过去的工作和同事,可能会感到孤独。
- C) 退休的人会觉得难以适应,因为失去了熟练的工作和老同事。

64. When setting up a new business, you should pay careful attention to designing your company's organizational structure.

- A) 当新业务建设的时候,你们要仔细考虑公司机构的职能。
- B) 设置一家新的企业时,你要关心你公司组织体系的设计。
- C) 成立一家新企业,您应该特别仔细设计公司的组织结构。

65. Becoming a volunteer allows individuals to give back and learn something about themselves in the process.

- A) 成为一名志愿者可以使个人在这个过程中给予回报并对自己有些了解。
- B) 要变为志愿者就必须让人们在学习中和付出时逐渐提高自己的精神境界。
- C) 要成为一名志愿者需要让自己在这个过程中付出并且要学习到一些东西。

66. Before you start, make sure you have a clear idea of why you are starting a company.

- A) 在创业前,你务必做好规划,牢记自己创业的目的。
- B) 在创业前,你一定要清楚自己为何要创办一家公司。
- C) 在创业前,你要想好自己的公司是否需要银行贷款。

67. Thank you so much for the opportunity to take on the new project. I appreciate your trust in me and your offering me the responsibility; it's an honor.

The new project will be an exciting effort for my team and me. We'll keep you informed of our progress and I'm confident you're going to like the end results. Feel free to contact me if you have any questions.

Part V Writing (25 minutes)

Directions: This part is to test your ability to do practical writing. You are required to complete the form according to the following information given in Chinese. Remember to do your writing on the Translation / Composition Sheet.

说明:

假定你是 ABC-1 品牌手机的经销商李华,最近对一位客户做了一次电话采访。请根据所给内容填写表格。

客户姓名: John Smith

客户电话: 12333311190

客户电邮: JohnS@126.com

调查日期: 2019 年 12 月 15 日

采访人: 李华

反馈意见:

- 1. 他很喜欢使用 ABC-1 手机;
- 2. 他认为 ABC-1 手机价格太高,希望能便宜一些;
- 3. ABC-1 手机用户主要是老年人,因此他希望屏幕再大一些;
- 4. 他希望改善售后服务。

Customer Interview	
Date (1) _____	
Information about the customer	
Name: (2) _____	Telephone: (3) _____
Email address: (4) _____	
Feedback(反馈意见):	
Interviewer: (5) _____	

密封线内不要答题

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Part II Vocabulary and Structure (10 minutes)

Directions: This part is to test your ability to construct correct and meaningful sentences. It consists of 2 sections.

Section A

Directions: In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word or words from the 4 choices marked A), B), C) and D). Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.

25. _____ cars were invented, mankind has dreamt of self-driving cars or driverless cars.
A) Even though B) Just because C) Ever since D) As if
26. In years to come, robots will be much more improved than _____ we have now.
A) what B) where C) which D) when
27. It was not until 2016 _____ the company opened a branch office in this city.
A) which B) what C) who D) that
28. She said that when they first _____ the firm, she found it difficult to find an ideal location.
A) started B) will start C) start D) have started
29. Most of them said they felt anxious when _____ a new job.
A) search for B) searching for C) searched for D) were searching
30. If you need further guidance, feel free to _____ an appointment with our advisor.
A) see B) relate C) make D) agree
31. The team leader frequently _____ his members of the goals and objectives of the project.
A) reminded B) thought C) appointed D) considered
32. Companies that encourage a balance between work and home life will be more stable _____ a whole.
A) with B) as C) over D) of
33. Some experts believe that the race for the Internet of Things is similar _____ the early history of Windows and Android.
A) for B) in C) with D) to
34. No matter what size of your business, your success will always lie in your ability to _____ customers.
A) give in B) deal with C) turn out D) look at

Section B

Directions: There are 5 incomplete statements here. You should fill in each blank with the proper form of the word given in brackets. Write the word or words in the corresponding space on the Answer Sheet.

35. I enjoy (work) _____ for this company because they take care of their employees as well as their customers.
36. The job market for college graduates is improving (slow) _____, according to a recent report.
37. The company has created 3D printed parts that are (strong) _____ than ever before.
38. To apply for the position, applicants (require) _____ to create an online account.
39. We have to consider what we should gain and what we should give up under this (arrange) _____.

Part III Reading Comprehension (35 minutes)

Directions: This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.

Task 1

Directions: After reading the following passage, you will find 5 questions or unfinished statements, numbered 40 to 44. For each question or statement, there are 4 choices marked A), B), C) and D). You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.

Does it seem like hotel costs just go up and up? It's true that they rise each year. Rates for rooms in 2019 are over 15% more than 2018. Here are some tips to help you make the best decision.

Look for extras.

The more services your rate includes, the more you can save your money. Make sure you use the facilities you will actually need, or you'll spend more than you need to. Common extras that can save you a lot are free breakfast, free Wi-Fi, and kids eat free. So take advantage of them during your stay.

Stay in hotels right outside the city center.

If the costs for transportation won't be high, you can frequently get a good deal this way. You could also look into staying in the university district of a city. Hotels are more affordable (廉价的), cheap eating places are plentiful (充足的) and public transportation is convenient.

Go out to eat.

Though room service sounds really great, prices for food on the hotel menu can be twice as much as you would pay for the same food at a restaurant.

40. What is TRUE of hotels according to the first paragraph?
A) More hotels are to be built soon. B) Hotel costs increase year by year.
C) Hotels are in great demand today. D) Hotel costs rise over 15% each year.
41. One piece of advice to hotel guests is _____.
A) to use all the hotel entertainment equipment
B) to take your family members along with you
C) to take advantage of the common extras included in the rate
D) to enjoy as many facilities provided by the hotel as possible
42. One advantage of staying in the university district is _____.
A) the friendly environment. B) more entertainment activities
C) easy access to the university library D) the convenient public transportation
43. Why are you advised to go out to eat when you are staying at a hotel?
A) Food served in hotels is too expensive.
B) Restaurants offer better services.
C) Food in a restaurant is really great.
D) Room service has limited food varieties.
44. The passage is mainly about how to _____.
A) best enjoy room service in hotel B) save money while staying in a hotel
C) choose a hotel in a university district D) make use of common extras in a hotel

Task 2

Directions: The following is a poster. After reading it, you will find 3 questions or unfinished statements, numbered 45 to 47. For each question or statement, there are 4 choices marked A), B), C) and D). You should make the correct choice and mark the

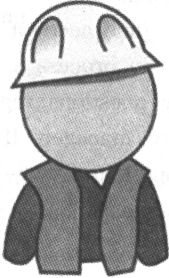
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Construction Clean-Up By Jones Cleaning Services

Hi! Mike Jones here from Jones Cleaning Services. I see you have a pretty big project going on here and I thought you may need some help cleaning it up for the new occupants.

My company is experienced in all phases of construction clean-up and we would love the chance to bid the final cleaning of your project. Give me a call at the number below...



Jones Cleaning Services

The construction clean-up specialists

555-555-5555

www.yournamehere.com

Fully Insured-Bonded-100% Satisfaction Guaranteed

- Notes:** bid 投标 bonded 有担保的
45. What kind of service is provided by the company?
A) Equipment rental. B) Machine repairing.
C) Software designing. D) Construction clean-up.
46. What should you do if you want to invite the company to bid for your project?
A) Call Mike Jones. B) Visit the company's manager.
C) Post your invitation for bid online. D) Send a bid form to Jones Clean-up Services.
47. What guarantee does Jones Cleaning Services promise in the poster?
A) The latest design. B) The lowest price.
C) 100 percent satisfaction. D) The use of green materials.

Task 3
Directions: The following is a poster about the service provided by Norris & Stevens. After reading it, you should complete the information by filling in the blanks marked 48 to 52 (*in no more than 3 words*) in the table below. You should write your answers on the Answer Sheet correspondingly.

Attention Residents:
Norris & Stevens is pleased to offer residents the ability to pay online via PayLease! PayLease is a leading payment processing company in the property management industry. Residents will enjoy the following benefits:

- Online payments via credit card or electronic check.
 - One time payments at your convenience.
 - Automatic payments to pay rent.
 - Call center for support.
 - Secure and easy to use payment system.
- Here is how to get started:**
- Please visit *PayLease.com*.
 - Click on “Pay Rent Online” to register(注册).
 - You will need your Skyline account number to register.
 - Once registered, you can process a one-time payment or set up automatic pay.
- If you should have any questions regarding your balance or your account with Norris & Stevens, please contact your property manager. If you should have any questions regarding PayLease, please contact(联系) PayLease Support at 1 – 866 – 734 – 5322.
- Thank you for using PayLease!

Norris & Stevens' New Service

Paying online via PayLease, a leading 48 company

Benefits of using PayLease: 1)paying online via 49 and electronic check;
2)convenient;
3)automatic rent payments;
4)call center for 50;
5)secure and easy

Registration: visiting 51 and clicking on “Pay Rent Online”

Contact: 1)your property manager
2)PayLease Support at 52

- Task 4**
Directions: The following is a list of terms related to quality control. After reading it, you are required to find the items equivalent to those given in Chinese in the table below. Then you should mark the corresponding letters with a line through the center in order of the numbered blanks, 53 through 57, on the Answer Sheet.
- | | |
|---------------------|--------------------------|
| A—cost of quality | B—quality level |
| C—quality control | D—quality management |
| E—supply chain | F—quality assurance |
| G—major defect | H—inspection certificate |
| I—check list | J—quality engineering |
| K—sample size | L—inspection cost |
| M—rejection number | N—laboratory testing |
| O—quality inspector | P—consumer safety |
| Q—appearance check | |
- Examples:** (G)主要缺陷 (M)退货数量

53. ()	质量控制	()	消费者安全
54. ()	检验证书	()	质量工程
55. ()	质量等级	()	检验成本
56. ()	质检员	()	供应链
57. ()	样本大小	()	外观检查

Task 5

Directions: Read the following passage. After reading it, you are required to complete the answers that follow the questions (No.58 to No.62). You should write your answers (in no more than 3 words) on the Answer Sheet correspondingly.

Return Policy:

We want you to be 100% satisfied with your purchase.
If for any reason you are not satisfied, you may return your product within 30 days of your purchase. All returned items must be in new condition as it is received, including the original box, packaging and accessories(附件). Missing or damaged accessories will result in additional fees.

Replacements of Defective(有缺陷的) or Damaged Items:

If you have received a defective (including missing, broken, non-functioning) or damaged item, please contact us within 1 week so that we may solve the issue and send you the replacement under our cost. For damaged products, pictures are required. If for any reason, pictures cannot be provided as proof of damages, items must be shipped back to us (prepaid postage is not covered by us).

Please email us at sales@greennaturalsolar.com to request a RMA number and return instruction before return.

58. When can you return the product if you are not satisfied with the purchase?
Within _____ of your purchase.
59. What is required of your product if you want to return it?
All its returned items must be _____ as it is received.
60. What would happen to you if any accessories were found missing in your returned item?
You will have to pay _____.
61. What is required of damaged products when they are returned?
For the damaged products, _____ are required.
62. What should you do before returning the product?
Ask for a RMA number and _____ before return.

Part IV Translation—English into Chinese (25 minutes)

Directions: This part, numbered 63 to 67, is to test your ability to translate English into Chinese. Each of the four sentences (No.63 to No.66) is followed by three choices of suggested translation marked A), B), and C). Make the best choice and write the corresponding letter on the Answer Sheet with a single line through the center. And then write your translation of the paragraph (No.67) in the corresponding space on the Translation/Composition Sheet.

63. This online business training site not only provides an introduction to its online programs, but also offers business information.
A) 此在线商务培训网站不但介绍了线上活动的内容, 另外还提供联系方式。
B) 该在线商业培训网站不仅提供其在线项目的内容介绍, 还提供商业信息。
C) 参加本期网上业务的培训, 你不但能学会如何编程, 还能获得就业信息。
64. If you had checked the engine more carefully, you would have found out what was missing.
A) 假如你当时能更仔细地检查一下发动机, 你就会发现少了什么东西。
B) 一旦你对发动机有了兴趣, 你就可自己动手拆开看看它的构造原理。
C) 如果你对照了发动机的基本工作原理, 你就会知道它缺少什么部件。

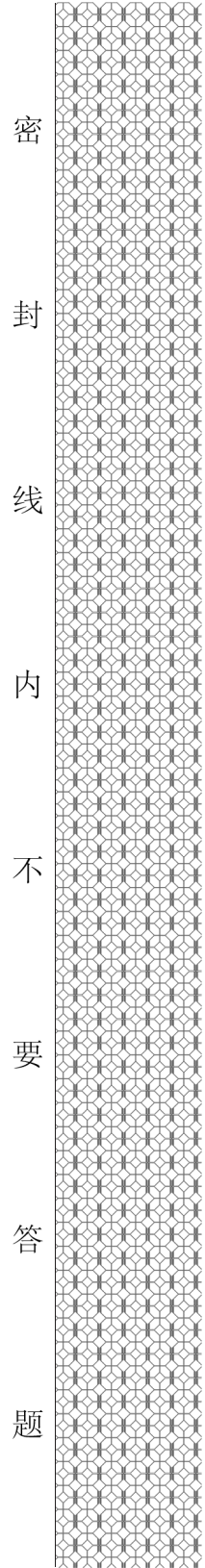
65. According to this contract, if your job doesn't meet your expectation, you have the right to end your contract with no notice.
A) 据本合同条款规定, 如你对工作感到不满意, 你有权随时提出修改合同的建议。
B) 本合同的条款规定了你工作的职责、权利和福利待遇, 以及对违反合同的惩罚。
C) 根据本合同, 如果你的工作不符合你的期望, 你有权终止合同, 无须提前告知。
66. All guests are required to carry their original passport and room card when they leave the ship.
A) 所有的游客在登船时应该主动出示身份证。
B) 所有旅客在离船时需携带护照原件和房卡。
C) 所有客人在离船前要仔细核对护照和病号。
67. If you do decide to get a website, make sure it looks professional. Designers may cost more at first, but a good website is important. It needs to look professional and work with ease. A good design will clearly state what you do, how you do it, and what you charge. When making your website, remember to emphasize why you are the best solution to a client's problem.

Part V Writing (25 minutes)

Directions: This part is to test your ability to do practical writing. You are required to complete the form according to the following information given in Chinese. Remember to do your writing on the Translation / Composition Sheet.

说明:
假设你是办公室秘书王晓虹。你接到约翰·史密斯(John Smith)先生的来电, 他的电话号码为 021-77542 * * 1, 传真号码为 021-7754 * * 43。你接电话时间是 6 月 20 日上午 9 点。史密斯先生要你转告安·泰勒(Ann Taylor)女士以下内容:
1) 你所需要的资料都已准备好了, 请告诉史密斯先生需要打印多少份, 他什么时间派人去取。
2) 他们公司打算举办一个培训班, 想邀请你作一个有关电子商务的发言。

Important Message	
For: _____ (1)	
From: _____ (2)	
Time: _____ 9 a.m.	Date: _____ (3)
Tel No. _____ 021-77542 * * 1	Fax: _____ (4)
Please call ☐	Returned your call ☒
Will call again ☐	Urgent ☒
Message:	
Taken by: _____ (5)	



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北京出版

第一部分 高等学校英语应用能力(B级)考试大纲

一、考试对象

本大纲适用于修完《高职高专教育英语课程教学基本要求(试行)》(以下简称《基本要求》)所规定的全部内容的高等职业教育、普通高职高专教育、成人高等教育和本科独立学院非英语专业的学生。

二、考试性质

本考试的目的是考核考生的英语基础知识和语言技能,以及使用英语进行简单的涉外日常交际与业务交际的能力,其性质是教学——水平考试。

三、考试方式与内容

考试方式为笔试,包括5个部分:听力理解、词汇与语法结构、阅读理解、翻译(英译汉)和写作(或汉译英)。考试范围为《基本要求》对B级所规定的全部内容。

第一部分:听力理解(Listening Comprehension)

测试考生理解所听问题并做出恰当回答的能力、理解简短对话的能力和听写词语的能力。听力材料的语速为每分钟100词。

听力材料以日常交际和简单的业务交际内容为主。词汇限于《基本要求》中的“词汇表”B级2500词的范围,交际内容涉及《基本要求》中的“交际范围表”所列的全部听说的范围。

本部分的得分占总分的24%。测试时间为25分钟。

第二部分:词汇与语法结构(Vocabulary and Structure)

测试考生运用词语和语法知识的能力。测试范围限于《基本要求》中的“词汇表”B级(2500词)和“语法结构表”所规定的全部内容。

本部分的得分占总分的15%。测试时间为10分钟。

第三部分:阅读理解(Reading Comprehension)

测试考生从书面文字材料中获取信息的能力。总阅读量约800词。

本部分测试的文字材料以一般性阅读材料(科普、文化、社会、常识、经贸、人物等)为主,也包括简单的应用性文字材料(或图文),不包括诗歌、小说、散文等文学性材料,其内容能为各专业学生所理解。

阅读材料涉及的语言技能和词汇限于《基本要求》中的“阅读技能表”中与B级要求相应的技能范围和“词汇表”B级中2500词的范围;阅读材料涉及的应用性内容限于《基本要求》中“交际范围表”B级所规定的读译范围,如:便条、通知、简短信函、简明广告、简明说明书、简明规范等。

主要测试以下阅读技能:

1.了解语篇和段落的主旨和大意。

- 2.掌握语篇中的事实和主要情节。
- 3.理解语篇上下文的逻辑关系。
- 4.了解作者的目的、态度和观点。
- 5.根据上下文正确理解生词的意思。
- 6.了解语篇的结论。
- 7.进行信息转换。

本部分的得分占总分的 31%。测试时间是 35 分钟。

第四部分:翻译——英译汉(Translation—English into Chinese)

测试考生将英语正确译成汉语的能力。所译材料为句子和段落,包括一般性内容(约占 60%)和实用性内容(约占 40%);所涉及的词汇限于《基本要求》中的“词汇表”B 级(2 500 词)的范围。

本部分的得分占总分的 15%。测试时间为 25 分钟。

第五部分:写作/汉译英(Writing/Translation—Chinese into English)

测试考生填写英文表格、书写应用性短文或翻译简短的应用性文字的能力。

本部分的得分占总分的 15%。测试时间为 25 分钟。

测试项目、内容、题型、分值比重及时间分配表:

序号	测试项目	题号	测试内容	题型	分值比重	时间分配
I	听力理解	1~24	问答、对话、会话、短文	4 选 1、填空	24%	25 分钟
II	词汇与语法结构	25~39	词汇用法、句法结构、词形变化等	4 选 1、填空	15%	10 分钟
III	阅读理解	40~62	术语、语篇(应用性文字)、图文	4 选 1、填空、匹配、简答	31%	35 分钟
IV	英译汉	63~67	句子和段落	句子: 3 选 1, 段落: 翻译	15%	25 分钟
V	英文写作/汉译英		应用性文字(便条、通告、备忘录、简短便函、简历表、申请表等)	填表、写短文、汉译英	15%	25 分钟
合计		67 + 1			100%	120 分钟

第三部分 高等学校英语应用能力考试(B级)

2019年12月高等学校英语应用能力考试(B级)

参考答案

Part I Listening Comprehension

Section A (每题1分) 1.D 2.B 3.C 4.A 5.D 6.C 7.B

Section B (每题1分) 8.B 9.C 10.A 11.D 12.A 13.C 14.B

Section C (每题1分) 15.C 16.B 17.C 18.A 19.D

Section D (每题1分)

20. expect 21. work hard 22. a little effort 23. learn a lot 24. opportunity

Part II Vocabulary and Structure

Section A (每题1分)

25. A 26. D 27. C 28. B 29. D 30. C 31. A 32. C 33. D 34. B

Section B (每题1分)

35. traveling / travelling 36. to employ 37. additional 38. are allowed
39. Generally

Part III Reading Comprehension

Task 1 (每题2分)

40.D 41.B 42.C 43.B 44.A

Task 2 (每题2分)

45.D 46.A 47.B

Task 3 (每题1分)

48. global startups 49. 11 to 13 50. a workable product 51. industry experts
52. Participate

Task 4 (每题1分)

53.IE 54.FO 55.KB 56.HM 57.GP

Task 5(每题 1 分)

58. car insurance
59. all the discounts
60. 75 years
61. 21 million
62. www.geico.com

Part IV Translation—English into Chinese(每题 2 分)

	2 分	1 分	0 分
63	B	C	A
64	C	B	A
65	A	C	B
66	B	A	C

67. 参考译文(7 分)

非常感谢您给我这个接受新项目的机会。感谢您对我的信任,以及赋予我的责任;这是一种荣誉。对于我和我的团队来说,这个新项目将是一项激动人心的工作。我们会随时告知您我们项目的进展。我相信您会对最终结果满意的。如有问题,请随时与我联系。

Part V Writing(15 分)

评分参考标准:

1. 本题按综合方式评分,从格式、表达和语言三方面衡量,只给一个分数,即给总体印象分(global/impression marking)。
2. 评分时应以考生应得(rewarding)分数评定,不要以扣分(penalty)方式评定。
3. 评分分两部分:填空部分和写作部分
填空部分共 5 个空,每个空 1 分,共 5 分。
写作部分分数为 10 分,可分 3 个等级,即:
1) 9 分:内容完整,表达清楚;语言上仅有个别小错。
2) 6 分:内容较完整,表达尚清楚;语言错误不多,可以有个别句子结构上错误。
3) 3 分:内容大体完整,表达可勉强理解;有较多的语言错误,包括一些严重错误。
4. 如果试卷的得分可高于或低于某一等级分,则应加 1 分或减 1 分。
5. 如果不按提示写作文或语言表达完全无法理解,应给 0 分。
6. 评分应力求准确,防止趋中倾向。

参考范文:

(见解析部分)

试题解析

Part I Listening Comprehension

Section A

1. Do you like the design of the new product?

【解析】D。考查一般疑问句的回答。肯定回答通常可使用 Yes./Certainly./Sure.等表达,否定回答可用 No。此句意为“你喜欢这种新产品的的设计吗?”D项 Sure(当然)符合语境回答,故选 D。

2. Would you sign your name here, please?

【解析】B。考查“Would you ...?”请求问句的回答。肯定回答通常可使用 Yes./Certainly./Sure.等表达,否定回答可用 No, thank you./Sorry...表示拒绝。此句意为“请在这里签名,好吗?”B项 OK(可以,没问题)为正确答案。

3. Could I have your business card, please?

【解析】C。考查对“Could I ...?”请求问句的回答。肯定回答通常可使用 Yes./Certainly./Sure.等表达,否定回答可用 Sorry...表示拒绝。此句意为“您能给我一张您的名片吗?”C项 Here you are(给你)常用于向他人递东西时,符合此处语境,故选 C。

4. Would you help me type the paper?

【解析】A。考查对“Would you ...?”请求问句的回答。此句意为“你能帮我输入这份文件吗?”A项 No problem(没问题)为正确答案。

5. Excuse me, where is the nearest subway station?

【解析】D。考查 where 引导的特殊疑问句。此句意为“请问最近的地铁站在哪里?”解答本题关键在于抓住特殊疑问词“where”,D项 Go along the street(沿着这条街一直走)符合此处语境,故选 D。

6. Can I help you with your luggage?

【解析】C。考查“Can I ...?”请求问句的回答。此句意为“我可以帮您提行李吗?”肯定回答用 Yes./OK./Certainly./Sure.等表达;否定回答常用 Sorry...表示拒绝。C项 Yes, please(好的,请)为肯定回答,故选 C。

7. How would you like to pay, Sir?

【解析】B。考查 How 引导的特殊疑问句。此句意为“先生,您要如何付款?”B项 In cash(用现金)符合此处语境,故选 B。

Section B

8. W: Excuse me, how can I book a meeting room?

M: You can book it online or in person.

Q: What does the woman want to book?

【解析】B。事实细节题。询问女士想要预定什么?对话开头这位女士就在询问要怎样预定会议室,B项 A meeting room(会议室)符合对话内容,故选 B。

9. W: Why are you looking so excited?

M: I've got a job offer.

Q: What can we learn about the man?

【解析】C。事实细节题。询问关于这位男士,我们能了解到什么。根据对话,女士一开始就问这位男士为何如此兴奋,男士回答他找到了工作。C项 He has got a job offer (他找到了工作)为正确答案。

10. M: I couldn't find John yesterday afternoon. Where was he?

W: Oh, he went to the airport to see off a customer.

Q: Why did John go to the airport yesterday afternoon?

【解析】A。事实细节题。询问昨天下午约翰为什么去机场。根据对话,男士昨天下午找不到约翰,问约翰在哪儿,女士回答说他去机场送客户了。而A项 To see off a customer(去送一位客户)符合对话内容,故选A。

11. M: Your office looks quite new.

W: Yes, we just moved here last month. The old one was too crowded.

Q: What can we learn about the woman's old office?

【解析】D。事实细节题。询问关于这位女士的旧办公室我们能了解到什么信息。根据对话,男士说这位女士的办公室真新,女士回答她们是上个月刚刚搬过来,旧的办公室太拥挤了,D项 It was too crowded(太拥挤了)是对原办公室描述的内容复现,故选D。

12. W: Do you like your new job?

M: Yes. The pay is good and the people in my department are friendly.

Q: What does the man think of the people in his department?

【解析】A。事实细节题。询问该男士对他所在部门同事的看法。对话中男士说到 the people in my department are friendly(我们部门的同事很友好),A项 Friendly(友好的)符合对话内容,故选A。

13. W: Doctor Johnson's office, may I help you?

M: I'd like to make an appointment to see the doctor.

Q: What does the man want to do?

【解析】C。事实细节题。询问这位男士想干什么。根据对话,男士回答说 I like to make an appointment to see the doctor(我想预约看医生),由此可知正确答案为C项 See a doctor(看医生)。

14. M: Has Bill returned from Nanjing?

W: No, not yet. He is going to meet our new clients there tomorrow.

Q: What is Bill going to do tomorrow?

【解析】B。事实细节题。询问比尔明天打算干什么。根据对话,女士回答说 He is going to meet our new clients there tomorrow(他明天要去那里见新客户),由此可知B项 Meet new clients(见新客户)符合对话内容,故选B。

Section C

Conversation 1

M: Do you know Mr. Smith will give a lecture next Wednesday?

W: Yes, it's about the use of Big Data in marketing.

M: An interesting topic!

W: Yes. I'll attend the lecture. Are you going?

M: I'd like to, but I am leaving for New York on business next Tuesday.

W: What a pity!

15. What is Mr. Smith's lecture about?

【解析】C。事实细节题。询问史密斯先生讲座的内容是什么? 根据对话,女士回答说 it's about the use of Big Data in marketing(是关于在市场营销中使用大数据的),由此可知 C 项 Big Data in marketing(市场营销中的大数据)符合对话内容,故选 C。

16. Why is the man unable to attend the lecture?

【解析】B。事实细节题。询问男士为何不能参加这个讲座。根据对话,男士回答 I am leaving for New York on business next Tuesday(我下周二要去纽约出差),B 项 He will be away on business(他要出差)是其同义复现,故选 B。

Conversation 2

W: Mr. Smith, what's wrong with your smart phone?

M: It wouldn't give sound when phone calls come in.

W: Have you checked its sound system?

M: Yes. The sound system is OK.

W: When did you buy the smart phone?

M: 3 days ago.

W: In that case, you can return it to us, or change it for a new one.

M: I want to change it for a new one.

W: OK. Have you brought the receipt with you?

M: Yes, here you are.

17. What has happened to the man's smart phone?

【解析】C。事实细节题。询问这位男士的手机出现了什么问题? 对话中提到 It wouldn't give sound when phone calls come in(来电时没有声音),由此可知 C 项 It gives no sound(没有声音)为正确答案。

18. When did the man buy the smart phone?

【解析】A。事实细节题。本句是以 when 引导的问句,对时间提问,意思是问男士买手机的时间。根据男士的回答 3 days ago,可知 A 项 Three days ago(3 天前)为正确答案。

19. What does the woman ask the man to show?

【解析】D。事实细节题。询问这位女士要求男士出示什么。根据女士问的 Have you brought the receipt with you?(你带收据了吗?),可知 D 项 His receipt(他的收据)为正确答案。

Section D

I should say that teaching English in China is a real job, and the schools expect you to be professional and you have to work hard. If you don't meet their requirements, it is easy to get fired. But with a little effort and the right attitude, it will be a very good experience where you will learn a lot about China and yourself! I am so happy that I took this opportunity when I had it, and the memories will be with me for the rest of my life.

20. expect

【解析】空格前的主语 the schools(学校)和空格后的宾语 you 提示这里缺谓语成分。结合录音,填入 expect“希望”。

21. work hard

【解析】空格前的 have to(必须)提示这里需填入动词原形。结合录音,填入 work hard“努力工作”。

22. a little effort

【解析】空格后的 the right attitude“正确的态度”为名词性短语,且根据空格前后的 and 和 with,可推断空格处缺名词性成分。结合录音,填入 a little effort“稍加努力”。

23. learn a lot

【解析】空格前的 will 提示后面需填入动词原形。结合录音,填入 learn a lot“了解很多”。

24. opportunity

【解析】根据空格前的 I took 可知空格处需填入宾语,且空格前 this 一词提示空格处需填入名词。结合录音,填入 opportunity“机会”。

Part II Vocabulary and Structure

Section A

25. 【考点】考查动词与介词的固定搭配

【句意】一旦客户开始依赖这些系统,他们几乎就不会把业务转移到其他地方。

【解析】A。rely on 意为“依靠,依赖,依托”是固定搭配,故选 A。

26. 【考点】考查动词辨析以及被动语态的用法

【句意】在你签合同之前,必须要做好各项准备工作。

【解析】D。该句主语是 Detailed preparation“各项准备工作”,各项准备工作应当是“被做”,由此可知空格处应填入 do 的过去分词形式 done,故选 D。

27. 【考点】考查“It is... that”强调句型

【句意】在汤姆的帮助下,我们的团队提前完成了这个项目。

【解析】C。空格后的 our team has completed the project ahead of time 表示“我们的团队提前完成了这个项目”,句意完整。因此,可推断本句使用了 It is... that/who 强调句型。由于本句强调的是状语成分 with the help of Tom,故选 C。

28. 【考点】考查动词词义辨析

【句意】这场贸易战将影响数以万计的工作岗位和工厂。

【解析】B。该句的主语是 This trade war“这场贸易战”, 宾语是 jobs“工作岗位”和 factories“工厂”。结合空格处前后语义, B 项 affect“影响”符合题意, 意为“贸易战将影响工作岗位和工厂”, 故选 B。

29. 【考点】考查动词词组的词义辨析

【句意】我们应该牢记目标和客户及其家人的需求。

【解析】D。此句的宾语为 the goals and desires, 指的是“目标与需求”, 只有 D 项 keep in mind“记住, 牢记”符合语义逻辑, 故选 D。

30. 【考点】考查 it 作形式宾语的用法

【句意】网上银行几乎使所有人都可以轻松便捷地办理银行业务。

【解析】C。it 作形式宾语时, 需满足两个条件: it 后跟有宾语补足语成分; 同时, 其后需接不定式、动名词或 that 从句充当真正的宾语。该句主语为 online banking“网上银行”, 谓语动词为 makes, it 为形式宾语, simple and easy 作补足语成分。真正的宾语为空格所在部分, 结合选项可知选 C。

31. 【考点】考查介词短语及用法

【句意】只要你提前付款, 我们就不收运费。

【解析】A。逗号前是完整的主谓结构, in advance 作状语, 意为“提前”, 逗号后分句意为“我们就不收运费”, 由此推断前后句互为条件。选项中, A 项 As long as“只要; 如果”可引导条件状语从句, 且带入句中符合语义逻辑, 故选 A。

32. 【考点】考查选择疑问句和连接词的用法

【句意】你会送货还是我必须来取货呢?

【解析】C。空格前后是两个完整的问句, 可知需要用连接词连接。根据语义, 这两个问句是表示选择的关系, 故选 C。

33. 【考点】考查动词词义辨析

【句意】作为新闻记者, 我的第一个任务是采访足球明星。

【解析】D。该句中, news reporter 意指“新闻记者”, 且空格后提到了 a football star, 可推断这里想表达的是“采访足球明星”, 故 D 项 interview“采访, 访问”符合题意。

34. 【考点】考查时间状语从句的用法

【句意】当你开始创业时, 你必须考虑公司结构。

【解析】B。在时间状语从句中, 当主句和从句的主语一致时, 为了避免重复, 可省略从句的主语, 并将从句的谓语动词变成现在分词或过去分词形式。当从句的谓语动词与主句主语为主动关系时, 从句的谓语动词要用现在分词; 若为被动关系, 则用过去分词。此处, 空格前省略了从句主语 you, 并且根据句子可知 you 和 start 为主动关系, 故选 B。

Section B

35. traveling / travelling

【考点】考查 mind 的固定搭配

【句意】你介意每天走这么远去上班吗?

【解析】mind doing sth. 意为“介意做某事”, 因此, 将 travel 改为其动名词形式。

36. to employ

【考点】考查 need 的固定搭配

【句意】随着业务的增长,您可能需要雇用具有不同技能的员工。

【解析】need to do 的意思是“需要做”,且表示主语 you 与 need 这个动作是主动关系。

37. additional

【考点】考查名词和形容词之间的转换

【句意】更多资源请查阅我们的网站或发送电子邮件给我们。

【解析】空格后的 resources“资源”为名词, addition“附加,增加”也为名词,故 addition 需变为形容词来修饰 resources, addition 的形容词形式是 additional“额外的,附加的”。

38. are allowed

【考点】考查动词的被动语态

【句意】根据公司的政策,员工只能在紧急情况下使用手机。

【解析】根据空格前的 employees“员工们”和空格后的介词 to 可知,空格处动词的时态为一般现在时。结合句意,员工们在紧急情况下是被允许使用手机, allow 和 employees 为被动关系,故应使用被动语态。空格前的主语 employees 为复数形式,故应填入 are allowed。

39. Generally

【考点】考查形容词和副词的相互转换

【句意】一般来说,我们公司的员工可以获得更高的薪水和更多的职业发展机会。

【解析】Speaking 为动词,前面需要副词修饰,故 general“大致的,总的”,需变为其副词形式 generally“一般地,普遍地”。

Part III Reading Comprehension

Task 1

40. 【解析】D。事实细节题。根据题干中的 first paragraph 可定位至第一段,该段第二句 So it helps if you're enthusiastic about what you do(所以如果你对自己的工作充满热情,这会有所帮助),因此 D 项 enthusiastic 符合题意。
41. 【解析】B。事实细节题。根据题干沃尔顿女士为什么说经营企业是 a big job,可定位至第二段第二句,该句提到 says there have been lots of difficulties to overcome along the way。而 B 项 You have many difficulties to overcome(有许多困难需要克服)与此句同义,故选 B。
42. 【解析】C。事实细节题。根据题干中的关键词 marketing 可定位至第三段,该段第一句提到 as business owners often need to create a website and develop a brand strategy for the company 得知 C 选项 to build up a brand strategy(建立品牌战略)符合题意,故选 C。
43. 【解析】B。词意推断题。结合“the ups and downs”可定位到最后一段第一句,该句提到 her relationship with her banker has supported her through the ups and downs of

running her company. 根据 up(向上)和 down(向下)本身意义以及 the ups and downs 所修饰的部分 running her company 可知,该句大意为“她与银行家的关系支撑着她度过经营公司的起起落落”,可推测出她的公司经历了大起大落,故选 B。

44. 【解析】A。事实细节题。根据题干中的 banker 和 small businesses 可定位至最后一段,该段第二句提到 A banker can help with small business financing(银行家帮助小型企业融资)得知 A 项 financing(融资)符合题意,故选 A。

Task 2

45. 【解析】D。事实细节题。根据题干中的 discover a fire 可定位至开头部分的 Leave the area immediately“立即离开火场”,故选 D。
46. 【解析】A。事实细节题。根据题干中的 continuous fire alarm 可定位至文章中间部分的 Leave the building by the closest exit, A 项“从最近的出口离开火场大楼”符合题意,故选 A。
47. 【解析】B。事实细节题。根据题干中的 smoke is heavy in the corridor 可定位至结尾部分的 it may be safer for you to stay in your area 得知选项 B 符合题意,故选 B。

Task 3

48. global startups

【解析】目的是评选 100 强全球初创企业。

49. 11 to 13

【解析】日期是从 2020 年 3 月 11 日至 13 日。

50. a workable product

【解析】至少提交一个具有可行性的产品以及切实可行的解决方案。

51. industry experts

【解析】评审人为 160 多名行业专家和决策者。

52. Participate

【解析】提交方式是点击“参加”按钮。

Task 4

A—Chain store(连锁店)

B—Consumer behavior(消费者行为)

C—Consumer satisfaction(消费者满意度)

D—Direct selling(直接销售)

E—Market demand(市场需求)

F—Market research(市场调研)

G—Target market(目标市场)

H—Brand image(品牌形象)

I—Promotion methods(促销方法)

J—Telephone sales(电话销售)

K—Direct costs(直接成本)

L—Product quality(产品质量)

M—Purchase decision(购买决策)

N—Added value(附加价值)

O—After-sales service(售后服务)

P—Brand management(品牌管理)

Q—Customer loyalty(消费者忠诚度)

53.IE

54.FO

55.KB

56.HM

57.GP

Task 5

58. car insurance

【解析】询问为什么建议您联系您当地的 GEICO 办公室? 这将帮助您节省汽车保险费用。

59. all the discounts

【解析】询问 GEICO 如何帮助您省钱? 它能帮您得到您应得的所有折扣和特别优惠。

60. 75 years

【解析】询问 GEICO 运营了多长时间? 超过 75 年。

61. 21 million

【解析】询问 GEICO 已为多少司机提供保险? 超过 2,100 万。

62. www.geico.com

【解析】询问如何申请您的索赔? 通过访问 www.geico.com 网站来申请索赔。

Part IV Translation—English into Chinese

63. 【解析】B。本句是为主系表结构, 主语是 Retired people, 系动词是 may feel, 表语为 lonely, for being away from... 为介宾结构作状语, 表示原因。

【译文】退休的人由于离开他们过去的工作和同事, 可能会感到孤独。

64. 【解析】C。本句包含 When 引导的时间状语从句, 主句为主谓宾结构, 主语为 you, 谓语部分为 should pay, 宾语为 attention, to designing your company's organizational structure 为宾语补足语, 而从句主语由于与主句主语相同, 为避免重复进行了省略, set up 与主语 you 为主动关系, 因此, 采用现在分词形式 setting 表示主动。

【译文】成立一家新企业, 您应该特别仔细设计公司的组织结构。

65. 【解析】A。该句为主谓宾结构, Becoming a volunteer 为动名词形式作主语, 谓语为 allows, 宾语为 individuals, to give back and learn something about themselves in the process 为宾语补足语。

【译文】成为一名志愿者可以使个人在这个过程中给予回报并对自己有些了解。

66. 【解析】B。本句为祈使句, before you start 充当状语成分, 主句省略了主语 you, 谓语动词为 make sure, 其后是省略了连接词 that 的宾语从句。该从句中包含一个由 why 引导的名词性从句, 作介词 of 的宾语, 对 idea 一词进行具体说明, 即“想清楚自己为何创办公司”。

【译文】在创业前, 你一定要清楚自己为何要创办一家公司。

67. Thank you so much for the opportunity to take on the new project.(1 分)

I appreciate your trust in me and your offering me the responsibility;(1 分)

it's an honor.(1 分)

The new project will be an exciting effort for my team and me.(1 分)

We'll keep you informed of our progress (1 分)

and I'm confident you're going to like the end results.(1 分)

Feel free to contact me if you have any questions.(1 分)

【译文】非常感谢您给我这个接受新项目的机会。感谢您对我的信任, 以及赋予我的责任; 这是一种荣誉。对于我和我的团队来说, 这个新项目将是一项激动人心的工

作。我们会随时告知您我们项目的进展。我相信您会对最终结果满意的。如有问题,请随时与我联系。

Part V Writing

Customer Interview	
Date (1) <u>December 15, 2019</u>	
Information about the customer	
Name: (2) <u>John Smith</u>	Telephone: (3) <u>12333311190</u>
Email address: (4) <u>JohnS@126.com</u>	
Feedback(反馈意见):	
<u>John Smith likes to use ABC - 1 mobile phone. But he thinks the ABC - 1 mobile</u> <u>phone is too expensive and hopes it will be cheaper. In addition, ABC - 1 mobile</u> <u>subscribers are mainly elderly, so he hopes that the screen will be larger. Last but not</u> <u>least, John Smith hopes that the after-sales service of ABC - 1 mobile phone could be</u> <u>improved.</u>	
Interviewer: (5) <u>Li Hua</u>	

【评析】

本文要求写一篇客户回访表。此题材作文较为新颖。该表格一般需要写明日期、被采访人姓名、电话、邮件地址、反馈意见以及采访人姓名等相关内容。表格内容应要言简意赅、简单明了、突出重点。另外,本题还需要注意一些词汇的表达,如价格太高(too expensive)、手机用户(mobile subscribers)、屏幕(screen)、改善(improve)、售后服务(after-sales service)等。

2019 年 6 月高等学校英语应用能力考试(B 级)

参考答案

Part I Listening Comprehension

Section A (每题 1 分) 1.A 2.D 3.C 4.B 5.D 6.A 7.B

Section B (每题 1 分) 8.B 9.C 10.D 11.C 12.A 13.D 14.B

Section C (每题 1 分) 15.A 16.B 17.D 18.C 19.B

Section D (每题 1 分)

20. make a plan 21. helpful 22. speak with 23. be sure 24. return

Part II Vocabulary and Structure

Section A (每题 1 分)

25.C 26.A 27.D 28.A 29.B 30.C 31.A 32.B 33.D 34.B

Section B (每题 1 分)

35. working 36. slowly 37. stronger 38. are required 39. arrangement

Part III Reading Comprehension

Task 1 (每题 2 分)

40.B 41.C 42.D 43.A 44.B

Task 2 (每题 2 分)

45.D 46.A 47.C

Task 3 (每题 1 分)

48. payment processing 49. credit card 50. support 51. Paylease.com

52. 1-866-734-5322

Task 4 (每题 1 分)

53.CP 54.HJ 55.BL 56.OE 57.KQ

Task 5 (每题 1 分)

58. 30 days

59. in new condition

60. additional fees

61. pictures

62. return instruction

Part IV Translation—English into Chinese(每题 2 分)

	2 分	1 分	0 分
63	B	A	C
64	A	C	B
65	C	A	B
66	B	C	A

67. 参考译文(7 分)

如果你确实决定要有一个网站,一定要让它看起来很专业。一开始设计师的要价可能较高,但一个好的网站很重要。它需要看起来很专业,用起来很方便。一个好的设计会清楚地说明你做什么,你怎么做,以及哪些要收费。在创建网站时,记住要强调为什么你是客户问题的最佳解决方案。

Part V Writing(15 分)

评分参考标准:

1. 本题按综合方式评分,从格式、表达和语言三方面衡量,只给一个分数,即给总体印象分(global/impression marking)。
2. 评分时应以考生应得(rewarding)分数评定,不要以扣分(penalty)方式评定。
3. 评分分两部分:填空部分和写作部分
 填空部分共 5 个空,每个空 1 分,共 5 分。
 写作部分分数为 10 分,可分 3 个等级,即:
 1) 9 分:内容完整,表达清楚;语言上仅有个别小错。
 2) 6 分:内容较完整,表达尚清楚;语言错误不多,可以有个别句子结构上错误。
 3) 3 分:内容大体完整,表达可勉强理解;有较多的语言错误,包括一些严重错误。
4. 如果试卷的得分可高于或低于某一等级分,则应加 1 分或减 1 分。
5. 如果不按提示写作文或语言表达完全无法理解,应给 0 分。
6. 评分应力求准确,防止趋中倾向。

参考范文:

(见解析部分)

试题解析

Part I Listening Comprehension

Section A

1. Are you here on holiday?

【解析】A。考查一般疑问句的回答。通常情况下,一般疑问句用 Yes 或 No 来回答,肯定回答用 yes,否定回答用 no。此句可理解为“你是在这里度假吗?”A 项 Yes, I am(是的,我是)为正确答案,故选 A。

2. Excuse me, is this seat taken?

【解析】D。也是考查一般疑问句的回答。一般疑问句通常用 Yes 或 No 来回答,肯定回答用 yes,否定回答用 no。此句可理解为“不好意思,请问这个座位有人坐吗?”D 项 Yes, it is(是的,它有)为正确选项,故选 D。

3. Mr. Wang, could you tell Mary to call me back, please?

【解析】C。考查对“Could you ...?”请求问句的回答。肯定回答通常可使用 Yes./Certainly./Sure.等表达。否定回答可用 Sorry...表示拒绝。此句句意为“王先生,能请教您转告玛丽,让她给我回电话吗?”C 项 Sure(当然)符合语境,故选 C。

4. May I help you with your luggage?

【解析】B。考查“May I ...?”请求问句的回答。肯定回答通常可使用 Yes./Certainly./Sure.等表达。否定回答可用 Sorry...表示拒绝。此句句意可以理解为“我可以帮您搬行李吗?”B 项(不用了,谢谢)为正确答案。

5. Could I make an appointment with your manager?

【解析】D。考查对“Could I ...?”请求问句的回答。肯定回答通常可使用 Yes./Certainly./Sure./No problem.等表达。否定回答可用 Sorry...表示拒绝。此句句意为“我能和你的经理预约吗?”D 项 No problem(没问题)为正确答案。

6. What do you think of the weather here?

【解析】A。考查 What 引导的特殊疑问句。此句句意为“你觉得这儿的天气怎么样?”A 项 Very nice(很好)符合语境,故选 A。

7. Would you like to come to our business party?

【解析】B。考查“Would you like ...?”的问句。此句句意为“你愿意来参加我们的商业聚会吗?”B 项 I'd love to(我愿意)为正确答案。

Section B

8. M: Do you have a job right now?

W: Yes, I am a nurse in a local hospital.

Q: What is the woman's job?

【解析】B。事实细节题。询问女士干什么工作。对话中男士问女士是否有工作,女士给出了肯定回答,并告知男士自己在当地一家医院当护士。B 项 She is a nurse(她是

一名护士)为正确答案。

9. M: I'm surprised Mary sold her house.

W: She had to pay for her debt.

Q: Why did Mary sell her house?

【解析】C。事实细节题。询问玛丽为什么卖了她的房子。女士在对话中回答“她得还债”。C项 To pay for debt(为了还债)为正确答案。

10. W: What are we going to discuss at tomorrow's meeting?

M: Our sales plan for next year.

Q: What will they discuss at tomorrow's meeting?

【解析】D。事实细节题。询问明天会议他们将讨论什么。对话中女士问男士他们明天的会议内容,男士回答说是明年的销售计划,D项 The sales plan(销售计划)符合对话内容,因此选D。

11. M: Dr. Peterson's office. How may I help you?

W: I'd like to make an appointment with the doctor.

Q: What does the woman want to do?

【解析】C。事实细节题。询问女士想要做什么。对话中男士问女士有什么可以帮忙的,女士回答说想要预约医生。C项 see a doctor(看医生)与女士所说的 make an appointment with the doctor(预约医生)为同义替换,故选C。

12. W: Would you please tell us a little bit about your work?

M: Sure. I've been working as a salesperson for three years.

Q: What are the two speakers most probably doing now?

【解析】A。细节推理题。询问两位说话人现在最有可能在做什么?对话中女士问男士能否简单介绍一下他的工作情况,男士回答说当然可以,他做了三年的销售工作。这种对话的口吻与面试时的情景最为贴切。故可推断A项 Having an interview(进行面试)为正确答案。

13. W: How did you get your job?

M: I searched the Internet and found the job online.

Q: Where did the man find his job?

【解析】D。事实细节题。询问男士在哪儿找的工作。对话中女士问男士是如何找到工作的,男士回答说他是网上搜索找到的。由此可知,D项 Online(网络)为正确答案。

14. M: Get down. You're on the wrong way.

W: Sir, I'm sorry, I didn't see the sign.

Q: Why does the man ask the woman to get down?

【解析】B。事实细节题。询问男士为什么要求女士停车。对话中男士对女士说:你走错车道了。B项 She is on the wrong way(她走错车道了)为正确答案。

Section C

Conversation 1

W: ABC Company. How may I help you?

M: Hello. This is John Smith of Tel Trading Company. Is it possible to make a change to our order?

W: And what kind of change do you want to make?

M: Well, we ordered 180 computers, but now we only need 100.

W: What's your order number?

M: HCP10098.

W: Just a moment, please... Oh, I'm sorry, but they've already been delivered.

15. Why does the man call the woman?

【解析】A。事实细节题。询问男士为什么给女士打电话。对话中男士问女士有没有可能修改订单。而 A 项 To change an order(修改订单)符合对话内容, 故选 A。

16. How many computers does the man want now?

【解析】B。事实细节题。询问男士现在想要多少台电脑。对话中男士表示他们原先预定的是 180 台电脑, 但现在只想要 100 台, 由此可知选 B。

Conversation 2

M: May I have a look at this pair of sun glasses?

W: Sure, here you are.

M: How much does it cost?

W: It's 300 dollars.

M: Oh, it's a bit too expensive.

W: We can offer you a discount since you're our regular customer.

M: So how much exactly should I pay you?

W: 240 dollars.

M: How about 200?

W: Alright.

17. What does the man want to buy?

【解析】D。事实细节题。询问男士想要买什么。对话中男士问女士一副太阳眼镜多少钱, 由此可以推测男士要买的是太阳眼镜。故 D 项 Sun glasses(太阳眼镜)为正确答案。

18. Why does the woman offer the man a discount?

【解析】C。事实细节题。询问为什么女士给男士打折。对话中女士表示由于男士是她的老顾客, 所以可以享受折扣优惠。C 项 He is a regular customer(他是一位老顾客)为正确答案。

19. How much does the man pay in the end?

【解析】B。事实细节题。询问男士最终付了多少钱。对话中女士对男士说折后优惠价为 240 美元,男士还价说:200 美元,怎么样?女士回答说:可以!由此可知,B 项 200 dollars(200 美元)为正确答案。

Section D

Thank you very much for meeting with me yesterday about our project. I really appreciate your help. And we'll take your suggestions into consideration when we make a plan for the next year.

It was helpful to have someone like you who has had experience with similar projects.

I appreciate your taking the time out of your busy schedule to speak with me.

I'll be sure to send you a follow-up when this project is completed. Please let me know if I can return the favor and when.

20. make a plan

【解析】空格前的主语 we 和空格后的介词 for 提示这里缺谓语成分。结合录音填入 make a plan“制定计划”。

21. helpful

【解析】根据空格前的系动词 was,可知空格处缺表语成分。一般情况下,系动词后面跟形容词做表语。结合录音填入 helpful“有帮助的”。

22. speak with

【解析】根据空格前的不定式介词 to,和空格后的宾语 me,可知此处缺动词。结合录音填入 speak with“与……说话”。

23. be sure

【解析】根据空格前的情态动词 will 和空格后的不定式介词 to,可知此处缺少谓语动词成分,且要使用动词原形。结合录音填入 be sure“一定”。

24. return

【解析】根据空格前情态动词 can 和空格后的定冠词 the,可知空格处缺谓语动词,且谓语动词要使用原形。结合录音填入 return“返回”。

Part II Vocabulary and Structure

Section A

25. **【考点】**考查句子的语义逻辑和从句的引导词

【句意】自从发明了汽车,人们就一直向往自动驾驶或无人驾驶汽车。

【解析】C。此句为主从复合句,空格所在处为从句,后半句为主句。从句部分意为“发明了汽车”,主句部分意为“人们就一直向往自动驾驶或无人驾驶汽车”,并且从句使用的是过去时,主句使用的是现在完成时。由此可知,只有 C 项 Ever since“自从”填入空中合适,故选 C。

26. 【考点】考查关系代词的用法

【句意】未来几年,机器人将会有很大程度的改良,远超我们现在所拥有的机器人。

【解析】A。连词 than 提示本句为比较句,所以句子可以还原为 In years to come, robots will be much more improved than the robots we have now“未来几年,机器人将会有很大程度的改良,远超我们现在所拥有的机器人”。The robots 就相当于空格处所缺少的成分,为避免重复,采用关系代词将其替代。选项中,关系代词 which 一般用于定语从句,且常跟在先行词后面,故排除 C。A 项 what“什么”主要引导名词性从句,填入句中符合语法,故选 A。

27. 【考点】考查“It is... that”强调句的用法

【句意】直到 2016 年,该公司才在这座城市设分公司办公室。

【解析】D。空格后的 The company opened a branch office in this city 表示“该公司才在这座城市设分公司办公室”,句意完整。因此可判断本句使用了 It is... that/who 强调句型,由于本句强调的是时间 not until 2016“直到 2016 年”,故填入 D 项 that 作为连接词合适。

28. 【考点】考查动词的时态

【句意】她说,当他们最开始创办这家公司的时候,她发现很难找到一个理想的位置。

【解析】A。根据句中 said“说”和 found“发现”可知,本句表示的内容发生在过去,所以用过去时态,故 A 项 started 为正确答案。

29. 【考点】考查时间状语从句的用法

【句意】他们之间大部分人都说,在找新工作时会感到焦虑。

【解析】B。在时间状语从句中,当主句主语和从句主语一致时,为了避免重复,可省略从句的主语,并将从句的谓语动词变成现在分词或过去分词的形式。当从句的谓语动词与主句主语为主动关系时,从句的谓语动词要用现在分词;若为被动关系,则用过去分词。此外,空格前省略了从句主语 they,并且根据句义可知 they 和 search 为主动关系,故 B 项 searching for“寻找”为正确答案。

30. 【考点】考查动词搭配

【句意】如果你需要进一步指导的话,请随时预约我们的顾问。

【解析】C。“与……预约(见面)”的固定搭配为 make an appointment,故选 C。

31. 【考点】考查动词搭配及词义辨析

【句意】该团队负责人经常提醒他的下属项目的目标。

【解析】A。由空格前的主语 the team leader 和空格后的 his members 可知空格处缺谓语动词,且是可以接 sb.和 of 介宾结构的谓语动词。A 项 reminded 有 remind sb. of sth.的用法,表示“提醒某人某事”,符合此处语义逻辑,故选 A。

32. 【考点】考查介词短语固定搭配

【句意】普遍来看,鼓励平衡工作与家庭生活的公司将会更加稳定。

【解析】B。短语 as a whole 意思为“整体来看,一般来说”为固定搭配,故选 B。

33. 【考点】考查形容词短语固定搭配

【句意】一些专家认为,物联网的竞争与 Windows、安卓早期发展史类似。

【解析】D。be similar 和介词 to 构成固定搭配 be similar to“与……相似”,故选 D。

34. 【考点】考查动词短语辨析

【句意】不管你的企业规模如何,你的成功都将取决于你应对客户的能力。

【解析】B。空格前部分意为“不管你的企业规模如何,你的成功都将取决于……的能力”,空格后部分意为“顾客”。B项 deal with“处理;与……相符”符合句义,故选 B。

Section B

35. working

【考点】考查动词后跟动名词的用法

【句意】我喜欢在这家公司工作,因为他们会体贴自己的顾客以及公司员工。

【解析】enjoy“喜欢;享受”后跟动词时,动词必须要使用动名词形式,即 enjoy doing sth.“享受做某事”。因此,应将括号里的 work 改为动名词形式 working。

36. slowly

【考点】考查形容词与副词之间的转换

【句意】最近一项报道显示,大学生就业市场正在缓慢改善。

【解析】空格前为谓语动词 is improving,空格处需要一个副词修饰该谓语动词,故括号里的形容词 slow 应改为副词形式 slowly。

37. stronger

【考点】考查形容词比较级的用法

【句意】该公司已经制造出了比以往都要耐用的 3D 打印零件。

【解析】句中连词 than 提示该句为比较句,故括号里的形容词 strong 应该改为其比较级形式 stronger。

38. are required

【考点】考查动词的被动语态

【句意】申请者需要创建一个网络账号来申请该岗位。

【解析】根据空格前的 applicants“申请者”和空格后的介词 to 以及句子语义可知,空格处时态为一般现在时的谓语动词,且 require 和 applicants 之间存在被动关系,因此,应将括号里的 require 改为其被动形式 are required。

39. arrangement

【考点】考查动词与名词之间的转换

【句意】我们必须考虑在这种协议约定中的得失。

【解析】根据空格前的指示性代词 this,可知空格处缺名词成分。因此,括号里的动词 arrange 应改为其名词形式 arrangement。

Part III Reading Comprehension

Task 1

40. 【解析】B。事实细节题。根据题干中的 first paragraph 可查找第一段。该段提到,酒店价格每年都在涨(they rise each year)。故 B 项 Hotel costs increase year by year (酒店价格逐年上涨)为正确答案。
41. 【解析】C。事实细节题。根据题干中的 advice 可以查找到第一段最后一句 tips。其后文章分段给出了三条建议:寻找附加服务、住市中心以外的酒店和出去吃饭。其中,在第二条建议里,文章建议在住宿期间要充分利用好酒店提供的常见附加服务(So take advantage of them),这里的 them 指的就是 common extras(常见的附加服务)。据此可知,C 项 to take advantage of the common extras included in the rate(充分利用房费中包含的附加服务)为正确答案。
42. 【解析】D。事实细节题。根据题干中的 the university district 可以查找第三段。该段提到住在大学城有三大好处:酒店价格更低廉、很多平价的吃饭地方、公共交通便利(public transportation is convenient)。据此可知,D 项 the convenient public transportation(公共交通便利)为正确答案。
43. 【解析】A。事实细节题。根据题干中的 go out to eat 可以查找第四段。该段提到,客房服务虽然听起来很棒,但酒店菜单价格可能是外国餐厅菜单上价格的两倍(Though room service ... at a restaurant)。据此可知,A 项 Food served in hotels is too expensive(酒店食物太贵了)为正确答案。
44. 【解析】B。主旨大意题。结合全文可知,文章就如何以更经济节约地方式住酒店展开,提了三条建议:寻找附加服务(Look for extras)、住郊区酒店(Stay in hotels right outside the city center)和出去吃饭(Go out to eat)。这三条建议都是围绕如何在住酒店时省钱展开的。故 B 项 save money while staying in a hotel(在住酒店时省钱)为正确答案。

Task 2

45. 【解析】D。事实细节题。根据题干中的 service 可以定位到文章的标题。文章标题明确给出琼斯清洁公司提供施工清洁服务(Construction Clean-up by Jones Cleaning Services)。据此可知,D 项 Construction clean-up(施工清理)为正确答案。
46. 【解析】A。事实细节题。根据题干中的 bid for you project 可以定位到文章中的第二段。该段中琼斯表示如果能够获得参与对方公司竞标的机会,希望对方公司能够给他来电(Give me a call)。据此可知,A 项 Call Mike Jones(给迈克·琼斯打电话)为正确答案。
47. 【解析】C。事实细节题。根据题干中的 guarantee 可以定位到海报最底端的位置。可以看到 Fully Insured-Bonded-100% Satisfaction Guaranteed(全保一有担保一保证100%满意度)。由此可知,C 项 100 percent satisfaction(100%满意度)为正确答案。

Task 3

48. payment processing

【解析】一家领先的支付处理企业。

49. credit card

【解析】通过信用卡或电子支票的方式在线支付。

50. support

【解析】呼叫中心寻求支持。

51. Paylease.com

【解析】访问 Paylease.com 这个网址。

52. 1-866-734-5322

【解析】拨打电话 1-866-734-5322 联系支付租赁支持。

Task 4

A—cost of quality(质量成本)

B—quality level(质量等级)

C—quality control(质量控制)

D—quality management(质量管理)

E—supply chain(供应链)

F—quality assurance(质量保证)

G—major defect(主要缺陷)

H—inspection certificate(检验证书)

I—check list(检查表)

J—quality engineering(质量工程)

K—sample size(样本大小)

L—inspection cost(检验成本)

M—rejection number(退货数量)

N—laboratory testing(实验室测试)

O—quality inspector(质检员)

P—consumer safety(消费者安全)

Q—appearance check(外观检查)

53.CP 54.HJ 55.BL 56.OE 57.KQ

Task 5

58. 30 days

【解析】询问如果你对购买产品不满意,什么时候可以退货? 在购买产品后的 30 天内。

59. in new condition

【解析】询问如果你想退货,退货产品需要符合什么要求? 所有退货产品都必须是全

新的,就像顾客收到时一样。

60. additional fees

【解析】询问如果发现你的退货产品有任何配件丢失,将要怎么处理? 你将必须支付额外费用。

61. pictures

【解析】询问破损产品退货时有什么要求? 破损产品退换需要提供照片。

62. return instruction

【解析】询问退货前你应该做什么? 退货前应先获取退货授权号和退货说明。

Part IV Translation—English into Chinese

63. 【解析】B。本句是一个并列句。主语为 This online business training site。句中 not only...but also... 为并列连词,在句中连接两个并列谓语,即 provides 和 offers。an introduction to its online programs 和 business information 分别为 provides 和 offers 的宾语。

【译文】该在线商业培训网站不仅提供其在线项目的内容介绍,还提供商业信息。

64. 【解析】A。本句是多重复合句。you would... missing 为主句,If you... carefully 为从句,what was missing 作 found out 的宾语从句。此句中 If 引导的是对过去发生事情的虚拟条件句。

【译文】假如你当时能更仔细地检查一下发动机,你就会发现少了什么东西。

65. 【解析】C。本句为主从复合句。主句为 you have... notice, 从句为 if your job... expectation。If 引导一般条件状语从句。

【译文】根据本合同,如果你的工作不符合你的期望,你有权终止合同,无须提前告知。

66. 【解析】B。本句为主从复合句。主句为 All guests... card, 从句为 when they... ship, 是由 when 引导的时间状语从句。

【译文】所有旅客在离船时需携带护照原件和房卡。

67. If you do decide to get a website, make sure it looks professional.(1 分)

Designers may cost more at first,(1 分)

but a good website is important.(1 分)

It needs to look professional and work with ease.(1 分)

A good design will clearly state what you do, how you do it, and what you charge.(1 分)

When making your website, remember to emphasize(1 分)

why you are the best solution to a client's problem.(1 分)

【译文】如果你确实决定要有一个网站,一定要让它看起来很专业。一开始设计师的要价可能较高,但一个好的网站很重要。它需要看起来很专业,用起来很方便。一个好的设计会清楚地说明你做什么,你怎么做,以及哪些要收费。在创建网站时,记住要强调为什么你是客户问题的最佳解决方案。

Part V Writing

Important Message

For: (1) Ann Taylor

From: (2) John Smith

Time: 9 a.m.

Date: (3) June 20

Tel No.: 021-77542 * * 1

Fax: (4) 021-7754 * * 43

Please call ☐

Returned your call ☒

Will call again ☐

Urgent ☒

Message:

The materials you need are all ready. Please tell Mr. Smith how many copies are needed and when he should send men to fetch them.

Their company is planning to hold a training course and would like to invite you to deliver a speech about e-commerce.

Taken by (5) Xiaohong Wang

【评析】

本题重难点主要是一些词汇的表达:比如:copy(复印件)、fetch(派人去取)、plan to do sth.(打算做……)、hold(举办)、a training course(培训班)、deliver a speech(发表演讲)、e-commerce(电子商务)等。另外,material 的单复数用法也特别值得关注,如当 material 表示“从事某种活动而必须需要的材料”时,material 为可数名词,且常要用复数形式,范文中的 material 即为此用法;但是当 material 表示“进行影视、音乐或书籍创造时所需要的灵感和信息材料时”,material 则为不可数名词。