

试卷代号:1357

中央广播电视大学 2012—2013 学年度第二学期“开放本科”期末考试

高级商务英语听说 试题

2013 年 7 月

注意事项

一、将你的学号、姓名及分校(工作站)名称填写在答题纸的规定栏内。考试结束后,把试卷和答题纸放在桌上。试卷和答题纸均不得带出考场。

二、仔细阅读题目的说明,并按题目要求答题。答案一定要写在答题纸指定的位置上,写在试卷上的答案无效。

三、用蓝、黑圆珠笔或钢笔答题,使用铅笔答题无效。

Instructions:

- This test will take approximately 30 minutes.
- There are FIVE recordings in the test and you will hear each recording twice.
- There will be a pause of 30 seconds before each recording to allow you to look at your questions.
- There will be a pause of 30 seconds after each recording to allow you to check your answers.
- You can first mark or write your answers on this test paper. After the recordings, you MUST transfer all your answers to the Answer Sheet.
- The total marks for this test are 100 points. There are altogether 25 questions in the test and each question takes 4 points.

Recording One

Listen to the recording. An American, Peter Wasserman, who is the CEO of an international company, talks about what he thinks is important in preparing for business contacts with people from other cultures.

There are five multiple choice questions after the recording. Choose the best answer to each question and write your answer on the Answer Sheet. You will hear the recording twice. (20 points, 4 points each)

1. Peter thinks it is _____ to think about what to know about another culture.
A. very obvious
B. not so obvious
C. quite easy
D. extremely difficult
2. Peter _____ tries to know the politics and the economics in the other country.
A. always
B. sometimes
C. rarely
D. occasionally
3. In Peter's view, the infrastructure he wants to know about refers to _____.
A. the telecommunications and the transportation
B. the telecommunications and office buildings
C. the transportation like buses, taxis, trains and so on
D. the transportation and entertainment facilities
4. Peter also likes to know something about _____ of the country he will visit.
A. the geography and the pollution
B. the health care system and the family life
C. the religion, the language and the history
D. the educational system and the business customs
5. The recording indicates that Peter _____ before he visits another country.
A. never prepares anything
B. usually asks his secretary to prepare for his trip
C. prepares everything by himself
D. is usually well prepared

Recording Two

Listen to the recording of Clare Macey, a director of Inter Marketing, suggesting ways to prepare for telephone calls.

Listen and mark the following as True (T) or False (F). Write your answer on the Answer Sheet. You will hear the recording twice. (20 points, 4 points each)

6. According to Clare, prediction is not enough when making a call. (T/F)
7. Making a call involves subconscious and conscious preparation. (T/F)
8. Desk preparation means preparing a desk for yourself so that you can sit comfortably when you make a call. (T/F)
9. You do not need to think about your objectives when you make a call to a friend. (T/F)
10. It does not matter if you're not prepared when you make a call. You can call again. (T/F)

Recording Three

Listen to the recording and mark the following as True (T) or False (F). Write your answer on the Answer Sheet. You will hear the recording twice. (20 points, 4 points each)

11. The presentation is made in the afternoon. (T/F)
12. The speaker is in charge of analysing new fields in the North Sea. (T/F)
13. The speaker divides his talk into two parts. (T/F)
14. The speaker does not allow to be interrupted during his talk. (T/F)
15. The speaker says his talk will last about half an hour. (T/F)

Recording Four

Listen to the recording of Allan Case, an engineer, talking about the characteristics of successful business meetings.

Fill in the blanks as you listen to the recording. Write your answer on the Answer Sheet. You will hear the recording twice. (20 points, 4 points each)

Interviewer: What do you see as the most (16) _____ characteristics of a successful meeting?

Allan Case : I think it's important that everyone is well prepared. Certainly everyone should prepare for the meeting - which is possible in all cases except emergency meetings where there's no time for much preparation. A (17) _____ point is that in every case, people should understand the objectives of the meeting. Also, the role of the (18) _____ is important. The chair should do a good job, keep control and keep the meeting focused on the objectives. That means the meeting reaches its aims.

Interviewer : And what about the (19) _____ of the meeting?

Allan Case : Yes, I agree, the meeting should keep to the timing - start and (20) _____ on time. That's also important.

Recording Five

Listen to a recording of part of a meeting between a small Singaporean software company called LP Associates and a possible partner, Kee Ltd. , in a joint venture. You will hear part of an opening statement from Stella Wang, the Production Manager at LP Associates.

Fill in the blanks as you listen to the recording. Write your answer on the Answer Sheet. You will hear the recording twice. (20 points, 4 points each)

Well, thank you for coming here (21) _____. As you know, we have a busy (22) _____. May I begin by outlining some basic thoughts that we have on this meeting? First of all, we see it very much as a first meeting, a preliminary negotiation to (23) _____ areas in which we can perhaps work together on certain products - prototype products - that we have developed. There are two, possibly three, ways in which we may go (24) _____. I'd like to summarise these under three headings. First, development projects, second, licence agreements. The third is the possibility of some kind of consultancy relationship. Is everyone (25) _____ if I say a few words about these to begin with? (*murmurs of agreement*) Right, well, first of all, joint development projects. This is ...

This is the end of the test.

Now remember to transfer all your answers to your Answer Sheet.

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高级商务英语听说 试题答题纸

2013 年 7 月

题 号	Recording 1	Recording 2	Recording 3	Recording 4	Recording 5	总 分
分 数						

得 分	评卷人

Recording One (20 points, 4 points each)

1. 2. 3. 4. 5.

得 分	评卷人

Recording Two (20 points, 4 points each)

6. 7. 8. 9. 10.

得 分	评卷人

Recording Three (20 points, 4 points each)

11. 12. 13. 14. 15.

得 分	评卷人

Recording Four (20 points, 4 points each)

16. 17. 18. 19. 20.

得 分	评卷人

Recording Five (20 points, 4 points each)

21. 22. 23. 24. 25.

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高级商务英语听说 试题答案及评分标准

(供参考)

2013 年 7 月

Recording One (20 points, 4 points each)

1. B 2. A 3. A 4. C 5. D

Recording Two (20 points, 4 points each)

6. T 7. T 8. F 9. F 10. F

Recording Three (20 points, 4 points each)

11. T 12. T 13. F 14. F 15. T

Recording Four (20 points, 4 points each)

16. important 17. second 18. chair 19. timing 20. finish

Recording Five (20 points, 4 points each)

21. today 22. agenda 23. identify 24. forward 25. happy

评分标准:

■ 本试题共由 25 题组成,每题 4 分,做对得 4 分,做错不得分。

■ 16-25 题中的单词拼写出现错误,每题扣 2 分。