

试卷代号:1357

国家开放大学(中央广播电视大学)2014年春季学期“开放本科”期末考试

高级商务英语听说 试题

2014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 a group of management trainees talking about the preparation of presentations.

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. These management trainees agree that the most important thing in preparing a presentation is to know about _____.
A. the audience
B. the objectives
C. the structure
D. the audience and objectives
2. In the preparation, you need to make sure what you want the talk to achieve. This means that you must decide on _____.
A. the audience
B. the objectives
C. the structure
D. the visual support
3. A key part of the preparation which will make you perform perfectly is _____.
A. to write out the introduction
B. to write out everything
C. to read it aloud
D. to practise it

4. According to these trainees' discussion, what should be done to check the language of a presentation?
- A. Keep it simple.
 - B. Make sure there're no mistakes on the visuals.
 - C. Check the spelling.
 - D. All of the above.
5. How many key areas have they mentioned in the preparation of presentations?
- A. 6.
 - B. 7.
 - C. 8.
 - D. 10.

Recording Two

Lee Santana is a telecommunications equipment retailer from Los Angeles. Listen to the recording of a conversation he has with a supplier, Yoshinaga Takafumi. He works for AKA Company, a Japanese telephone systems manufacturer.

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 Santana, they haven't received the right quantity of manuals to support the HT telephone system. (T/F)
- 7. Santana knows clearly about the number of packages that are without manuals. (T/F)
- 8. Yoshinaga suggests the quickest solution to the problem. (T/F)
- 9. Yoshinaga's company will be responsible for all the cost of sending out the manuals to the sales reps. (T/F)
- 10. Yoshinaga provides very good customer service. (T/F)

Recording Three

Abacus Ltd. is an automobile parts distributor. They want to buy exhaust pipes from Kroll Auto, a German manufacturer.

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)

- 11. Abacus Ltd asks for 200 exhaust pipes - part number DH5789032. (T/F)

12. Abacus Ltd asks for 10% discount but gets refused. (T/F)
13. Kroll Auto suggests 5% discount if payment is made at the time of order. (T/F)
14. Abacus Ltd asks for 60 days to pay the bill. (T/F)
15. Abacus Ltd expects a better offer and doesn't make an order today. (T/F)

Recording Four

You are going to hear a recording of the end of the meeting about a possible decision to locate a factory in the Basque Country.

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)

John: So I think that's about as far as we can go, isn't it, Vict...?

Victoria: Yes, I think so, (16) _____ there are any more questions?

John: No, I think we're through at that, Fred?

Fred: Okay.

John: So, can you summarise, Victoria?

Victoria: Yes, well, we've discussed the Spanish Basque Country as a possible site for (17) _____ a new plant. The area looks a good long-term prospect and there is a high quality (18) _____ infrastructure and telecommunications systems - also (19) _____. The one thing we have to make more enquiries about, to find out more about, is the (20) _____ aspect relating to choosing a city location - or a small town location. So...that's all.

Fred: Good. That's it then?

John: Okay, thanks for coming. Oh Fred, can I have a word with you about something else...er...thanks.

Victoria: I'll see you later.

Recording Five

Listen to a conversation in which someone invites a business associate to a social event.

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)

Host: Well, I was wondering if we could fix something up for you when you come?

Would you be (21) _____ on Monday evening? If you like we could do something (22) _____?

Visitor: That would be very nice, what do you have in mind?

Host: Well, we could go to see a (23) _____ or a play — go to a show, of (24) _____ kind?

Visitor: I think the theatre would be interesting. I'd like that.

Host: Oh, that's good. We'll do that then. I'll find out (25) _____ what's on, then I'll call you.

This is the end of the test.

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

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座位号

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国家开放大学(中央广播电视大学)2014 年春季学期“开放本科”期末考试

高级商务英语听说 试题答题纸

2014 年 7 月

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

计分标准:

■ 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。

得 分	评卷人

Recording One

1. 2. 3. 4. 5.

得 分	评卷人

Recording Two

6. 7. 8. 9. 10.

得 分	评卷人

Recording Three

11. 12. 13. 14. 15.

得 分	评卷人

Recording Four

16. 17. 18. 19. 20.

得 分	评卷人

Recording Five

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)

2014年7月

评分标准:

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■ 16-25 题中的单词拼写出现错误,每题扣 2 分。

Recording One

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

Recording Two

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

Recording Three

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

Recording Four

16. unless 17. locating 18. transport 19. excellent 20. financial

Recording Five

21. free 22. together 23. concert 24. some 25. exactly