

试卷代号:1357

国家开放大学(中央广播电视大学)2014年秋季学期“开放本科”期末考试

高级商务英语听说 试题

2015年1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 recording of Catherine Welsh, a Communications Consultant, talking about telephoning and, in particular, ending phone calls.

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. In Catherine's opinion, what should be checked to avoid misunderstandings?

- A. Specifications.
- B. Spellings.
- C. Prices.
- D. All of the above.

2. Catherine thinks it's best to end calls with some sort of check if you have made agreements. You might even ask for _____.

- A. another phone call
- B. a short message
- C. a fax confirmation
- D. a business letter

3. Which of the following is not correct about small talk, according to Catherine?

- A. Small talk can be as long as possible.
- B. Small talk can be a comment on the weather.
- C. Small talk can be your last trip away.
- D. Small talk helps to build and maintain friendly relationships.

4. Which action is not the proper way to get off a phone when the other side keeps talking?
- A. To make a polite excuse.
 - B. To say you have a meeting.
 - C. To interrupt rudely.
 - D. To offer to call back later.
5. What is not mentioned in Catherine's suggestions about making a phone call?
- A. Ways of greeting each other.
 - B. Ways of avoiding misunderstandings.
 - C. The importance of small talk.
 - D. Ways of getting off a long phone call.

Recording Two

Listen to a recording of a negotiation between Arco and CAS. They are discussing compensation to CAS, and a royalty payment to Arco.

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. The two parties both agree to link the royalty payment to the compensation. (T/F)
- 7. According to CAS, the royalty payment should be the more the better. (T/F)
- 8. The compensation is important to CAS because it'll take time for CAS to find another partner. (T/F)
- 9. Arco insists on a 10% royalty and agrees to a payment of one-year compensation. (T/F)
- 10. According to their final agreement, Arco would have a 10% royalty on profits from eventual production. (T/F)

Recording Three

Listen to a recording of directors of a pharmaceuticals company discussing buying new production control equipment. They have to choose between two alternative suppliers, A and B.

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. The technical features of the two systems are quite different. (T/F)
12. The products of Company A are more expensive than those of Company B. (T/F)
13. Company A has a larger market share than Company B right now. (T/F)
14. Company B is less well known than Company A right now. (T/F)
15. The directors believe Company A has better market prospects. (T/F)

Recording Four

Listen to part of a presentation about a construction project in Seoul, South Korea.

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)

Speaker: Well, now I'd like to (16) _____ the main stages in the project. First of all we'll commission research to find out the best (17) _____ for the plant. Next we'll go through the (18) _____ purchasing procedure. When that's completed we'll begin technical consultation (19) _____ the company to determine the exact requirements in the design. The next step will be to put out a call for tenders to firms of architects. Then we'll select the appropriate proposal. Having chosen a design, there'll be a period of intense consultation with the architects over the details. The next stage is to put out tenders for the construction of the plant. My guess is that it will take between (20) _____ and eighteen months to reach that point and building won't commence for a year further after that.

Recording Five

Listen to a recording of Clare Macey. She is talking about being prepared for incoming calls.

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)

CLARE: Well, another type of (21) _____... you can prepare for incoming calls. Of course, you don't always know when someone is going to call, of course not, but you can have some idea just by knowing what work is going on. So, I think... if I know someone's going to call me... then of course it makes sense to think about what they'll be talking about and to try to anticipate what they (22) _____ ask or say. In other words to (23) _____ what might come up — that way I can... er... maybe see if there's anything in particular I need to find out or check before they call — or think about what I need to ask them. So if someone calls me and I'm not (24) _____ ready to talk to them I often say I'll call back — and I'll ring them when I am (25) _____.

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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高级商务英语听说 试题答题纸

2015 年 1 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)

2015年1月

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。

Recording One

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

Recording Two

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

Recording Three

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

Recording Four

16. outline 17. location 18. necessary 19. within 20. twelve

Recording Five

21. preparation 22. might 23. predict 24. really

25. ready