

试卷代号:1357

国家开放大学(中央广播电视大学)2015年春季学期“开放本科”期末考试

高级商务英语听说 试题

2015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 recording of a negotiation between SAR Services and KPack Ltd.

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. What does SAR Services offer to do about the advertising campaign at the beginning of the negotiation?
 - A. It will make a formal apology to KPack Ltd.
 - B. It will pay some compensation to KPack Ltd.
 - C. It will run the campaign for four extra weeks.
 - D. It will run a free repeat campaign.
2. What are the problems that KPack Ltd. summarizes about the advertising campaign?
 - A. SAR Services was late with the initial proposals.
 - B. The advertising campaign missed two important trade fairs.
 - C. The ads did not appear in two key magazines.
 - D. All of the above.
3. According to SAR Services, what caused the delay of the campaign?
 - A. KPack Ltd. didn't pay them enough money to run the campaign.
 - B. KPack Ltd. made late changes to the specifications of the advertisements.
 - C. SAR Services was late with the initial proposals.
 - D. SAR Services and KPack Ltd. haven't signed a formal contract yet.
4. What does SAR Services suggest about the solution of the problem?
 - A. A free repeat campaign next year.
 - B. KPack Ltd. would pay half the fee.
 - C. 20% reduction of the fee plus four weeks' extension to the campaign.
 - D. 40% cut in fee.

5. What is the ending of the negotiation?

- A. The two parties have reached an agreement.
- B. SAR Services has got a satisfactory result of the negotiation.
- C. KPack Ltd. has got a satisfactory result of the negotiation.
- D. Neither SAR Services nor KPack Ltd. is satisfied with the negotiation.

Recording Two

Listen to part of a meeting in which Victoria Lenning, a director of an Anglo-American company, is talking to colleagues about a possible site for locating a factory in the Basque Country in northern Spain. She is explaining the historical background to industry in the region.

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 main industries in the region were steel and paper processing. (T/F)
- 7. Steel-related manufacturing still accounts for 40% of industrial activity. (T/F)
- 8. About 90% of Spain's machine tools are from the Basque Country. (T/F)
- 9. There is a lot of unemployment in the region. (T/F)
- 10. There are still very serious transport problems in the region. (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. Mr. Kramnik wants to meet Ms. Hannam to discuss the renewal of their contract.
(T/F)
- 12. Ms. Hannam will go on business trips during the middle of July. (T/F)
- 13. Mr. Kramnik plans to arrive in London on the night of Thursday, June 6th. (T/F)
- 14. Ms. Hannam's secretary will be in charge of the accommodation of Mr. Kramnik during his stay in London. (T/F)
- 15. The staff working for Swallow Exports is polite, enthusiastic and considerate. (T/F)

Recording Four

Listen to a dialogue between a visitor and a receptionist.

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)

VISITOR: Hello, my name's Henrik van der Linden from Amtel. I have
an (16) _____ with Sandra Bates.

RECEPTIONIST: Oh, yes, Mr. van der Linden. Welcome to Datalink. Ms.
Bates will be (17) _____ in a few minutes. She's just
finishing a meeting. Can I get you something to drink?

VISITOR: No thanks. I'm fine. Er. but I wonder if I could use a phone?

RECEPTIONIST: Yes, of course. And anything else... if you need to send an
email or anything...

VISITOR: No, it's okay, (18) _____ the phone.

RECEPTIONIST: Right, well you can use this one.

VISITOR: Thanks.

(a few minutes later)

VISITOR: Allo. Pas du tout... Au revoir. Thank you very much.

RECEPTIONIST: Not at all. If there's anything else you need, please ask.

VISITOR: Yes, I was (19) _____ how far is it to the station?

RECEPTIONIST: It's about two miles — ten minutes by taxi. Shall I book one?

VISITOR: Er, yes, thank you. That would be good. Can we say (20)
_____ o'clock?

RECEPTIONIST: Right, I'll do that. Oh — I think Ms. Bates is free now. Shall
I take you to her office?

VISITOR: Thanks.

Recording Five

Listen to a presentation on safety procedures on an oil platform.

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: That concludes the main part of my talk. Now I'd like to (21) _____ the main points. In the past year, three incidents have shown communication problems. In the past five years, (22) _____ of all incidents contained some (23) _____ of communication problem.

And finally, we have seen that (24) _____ communication procedures are not considered satisfactory .

Now, turning to my conclusion, I want to make two key recommendations. Number one, training must place more emphasis on communication procedures. Number two, there should be a programme of (25) _____ revision of these communication procedures, and that, ladies and gentlemen, completes my talk.

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

国家开放大学(中央广播电视大学)2015 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

2015 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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国家开放大学(中央广播电视大学)2015年春季学期“开放本科”期末考试

高级商务英语听说 试题答案及评分标准

(供参考)

2015年7月

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。

Recording One

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

Recording Two

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

Recording Three

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

Recording Four

16. appointment 17. along 18. just
19. wondering 20. four

Recording Five

21. summarize 22. 35% 23. degree
24. existing 25. regular