

试卷代号:1357

国家开放大学(中央广播电视大学)2015年秋季学期“开放本科”期末考试

高级商务英语听说 试题

2016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 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 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

Below is part of a discussion between directors of an oil company talking about a fall in sales.

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)

A: The fall in sales is (16) _____ due to the recession affecting world markets.

B: Er, can you tell us exactly how much sales have gone down?

A: Well, it's a (17) _____ fall of around 5% in sales for most product areas. Also, specifically in the oil-processing sector, we have much lower sales, mainly because we sold our UK subsidiary, Anglo Oils.

B: Can we talk about the decision to sell Anglo Oils ...

A: Well, no, I'd rather not go into that. We discussed that in previous meetings. I'd prefer to talk about future (18) _____. The outlook is very good just now ...

B: What? I'd say things look quite bad.

A: I'm very (19) _____ you say that. In fact, sales forecasts are much better now. Anyway, let me tell you ...

B: Sorry, I think I'd like to hear more about new markets.

A: New markets? Yes, but can we talk about new markets later? I have some important information on that. But first ...

B: (20) _____, don't you think we should take a short break — have a coffee?

A: Take a break? We've only just started!

Recording Five

Listen to a recording of the start of a meeting of an environmental research unit. You will hear the opening remarks from the chair, Victor Allen.

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)

Victor: Okay, I think we (21) _____ begin. Thanks for coming — and as you know — this is ... we're here for our ERU Quarterly meeting. As you know from the agenda there are three main issues to (22) _____. The first is to review the budget for present projects — Hydroclear and PCB reduction. Secondly, we'll look at the future outlook for the Unit. Finally, we'll examine the money question, funding alternatives. So — any comments, any suggestions. Or is everyone happy with the agenda? Okay, then let's start with (23) _____ one on the agenda. I think Professor Camden has prepared a statement on the Hydroclear budget, so I'll hand over to him.

Vince: Thank you, Mr. Chairman. Well, (24) _____ the Hydroclear project, I would like to summarise the crisis on funding; each year we have (25) _____ costs and the money coming in to support the project is less. I have produced a report on the main choices.

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

2016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}

2016年1月

计分标准:

■ 本试题共由 25 题组成,每题 1 分,做对得 1 分,做错不得分。

■ 18-25 题中的单词拼写出现错误,每题扣 2 分。

Recording One (20 points, 4 points each)

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

Recording Two (20 points, 4 points each)

6. T 7. F 8. F 9. T 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. mainly 17. general 18. prospects 19. surprised 20. Wait

Recording Five (20 points, 4 points each)

21. should 22. discuss 23. item 24. with 25. higher