

试卷代号:1357

国家开放大学(中央广播电视大学)2016年春季学期“开放本科”期末考试

高级商务英语听说 试题

2016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 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 a presentation, 'World energy — going up the chimney', given at an environment conference.

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 graph shows the rate of increase in CO₂ emissions between 1950 and 1990. (T/F)

12. The increase in CO₂ emissions is global. (T/F)

13. In OECD countries, the rate of increase in CO₂ emissions is the strongest. (T/F)

14. Non-OECD countries refer to developing countries. (T/F)

15. Between 1990 and 2000, CO₂ emissions began to decrease in the world. (T/F)

Recording Four

Now listen to an example of an introduction to a presentation. This one is about plans to develop a new production plant in Taiwan.

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)

Okay, thanks. I'm here to talk about the design proposals for the production plant at Taipei. My (16) _____ will be in three parts followed by a 30-minute discussion. I'm
1400

going to start with the background to each proposal-something about our negotiations with the Taiwanese government-then in the (17) _____ part I'll go over the main characteristics of each proposal, Proposal One and Proposal Two. Then in the third part I'll (18) _____ some key considerations we have to bear in mind. (19) _____, I'll end with an invitation to ask questions or make any comments you like. We'll discuss matters arising (20) _____ the talk ... Okay? So to begin with, a few words on the history.

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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高级商务英语听说 试题答题纸

2016 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)

2016 年 7 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 (20 points, 4 points each)

1. C 2. D 3. B 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. T 15. F

Recording Four (20 points, 4 points each)

16. talk 17. second 18. highlight 19. Finally 20. from

Recording Five (20 points, 4 points each)

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