

试卷代号:1357

国家开放大学(中央广播电视大学)2017年春季学期“开放本科”期末考试

高级商务英语听说 试题

2017年6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 discussions towards the end of a negotiation between Jill Kearne from Gibson Trust Ltd. , a property developer, and Neil Finch, who is responsible for the sale of a former railway station.

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. According to Jill, what is not included in the sale?
 - A. The present government-owned housing on the north side of the old railway lines.
 - B. The former car parks to the east of the station.
 - C. The warehouses alongside the tracks.
 - D. The offices to the west.
2. The station will be renovated by the Transport Department and turned into _____.
 - A. a shopping mall
 - B. a museum
 - C. a factory
 - D. a playground
3. The government will be responsible for running the eventual museum and paying a rent of _____ per year to Gibson Trust.
 - A. £1,000,000
 - B. £10,000
 - C. £1,000
 - D. £100,000
4. What will happen in September?
 - A. They will examine development plans.
 - B. They will draw up contracts.
 - C. They will consider the contracts.
 - D. They will sign the contracts.
5. When can they meet to look at development plans?
 - A. In September.
 - B. In November.
 - C. In May.
 - D. In April.

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

Listen to a recording of directors of a pharmaceutical 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 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 recording of part of a meeting between a small Singaporean software company called LP Associates and a possible partner, Kee Ltd, in a joint venture. You will hear part of an opening statement from Stella Wang, the Production Manager at LP Associates.

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)

Well, thank you for coming here (21) _____. As you know, we have a busy (22) _____. May I begin by outlining some basic thoughts that we have on this meeting? First of all, we see it very much as a first meeting, a preliminary negotiation to (23) _____ areas in which we can perhaps work together on certain products-prototype products-that we have developed. There are two, possibly three, ways in which we may go (24) _____. I'd like to summarise these under three headings. First, development projects, second, licence agreements. The third is the possibility of some kind of consultancy relationship. Is everyone (25) _____ if I say a few words about these to begin with? (murmurs of agreement) Right, well, first of all, joint development projects. This is...

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

2017 年 6 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)2017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)

2017年6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. A 2. B 3. D 4. D 5. C

Recording Two (20 points, 4 points each)

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

Recording Three (20 points, 4 points each)

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

Recording Four (20 points, 4 points each)

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

Recording Five (20 points, 4 points each)

21. today 22. agenda 23. identify 24. forward 25. happy