

试卷代号:1357

国家开放大学2019年春季学期期末统一考试

高级商务英语听说 试题

2019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.

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)

- ## Recording Two

6. Lara wants to speak to Mr. Bird. (T/F)
7. Mr. Bird is in his office at the moment. (T/F)
8. Mr. Bird's phone number is 020 8299 462. (T/F)
9. Lara's phone number is 022 8299 462. (T/F)
10. Lara looks forward to hearing from Mr. Bird. (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 number of the printer order is HF6518. (T/F)
12. The problem is that only 70 have arrived. (T/F)
13. Berraondo Company needs the other three printers urgently. (T/F)
14. The customers of Berraondo Company are rather unhappy. (T/F)
15. The Sales Office will despatch the printers next Monday. (T/F)

Recording Four

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 mainly 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 (16) _____ 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 (17) _____ to sell Anglo Oils...
- A: Well, no, I'd rather not go into that. We (18) _____ that in previous meetings. I'd prefer to talk about future prospects. 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 (20) _____ on that. But first...
- B: Wait, don't you think we should take a short break-have a coffee?
- A: Take a break? We've only just started!

Recording Five

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)

Thank you for coming today. As you know, I want to talk about the (21) _____ plans. Brand (22) _____ is a key issue and what it means is how we are seen by our customers and how our products are recognised and what our consumers think of us as a (23) _____. And I should also say, what they think of our products and the name ... what Telco means for them. And advertising is part of it of course, though not something I am going to talk about now except to say that as for (24) _____ image, it's (25) _____ in that area too, advertising that 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

国家开放大学2019年春季学期期末统一考试

高级商务英语听说 试题答题纸

2019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2019年春季学期期末统一考试

高级商务英语听说 试题答案及评分标准

(供参考)

2019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

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

Recording Two

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

Recording Three

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

Recording Four

16. general 17. decision 18. discussed 19. surprised 20. information

Recording Five

21. marketing 22. identity 23. company 24. brand 25. important