

针对 8 月 22 日大陆托福口语超级小范围预测 (18 套题)

北京新东方北美研发中心出品

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新东方点题班范围

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口语第一题 :

NO.1

问出去旅游最关心哪点, 三选一?

low cost

good weather

various activities

NO.2

如果学校得到一笔大投资, 你希望做什么, 建体育馆? 科学实验室? 第一个记不清了, 我说的科学实验室, 旁边的哥们儿说的建体育馆。

NO.3

Wealth, Education, xxx 三个选一个说说为什么最重要

NO.4

Which challenge in the list do you think is the most difficulties for the university

students? Being far away from families, finding time to relax or making new friends?

NO.5

森林, 沙漠, 平原...你喜欢住在哪种环境里?

NO.6

谈谈你的想法, 关于一个对于好学校来说比较重要的 characteristic 或 component

NO.7

In your opinion, what are some important characteristics of a good school?

NO.8

If you can have a part-time job at the university what position would you choose? A lab assistant, a campus tour guide or a library assistant? Why?

NO.9

当你遇到困难时会和谁说

NO.10

Describe a time when you needed help from others, how he or she helped you and what was the result?

NO.11

Talk about an activity you enjoyed doing with your family when you were a child, explain your answer in details.

NO.12

写过最重要的文章

NO.13

你愿意给别人辅导, 还是当访问学者, 第三个想不起来了, 说原因

NO.14

Your community center now offers classes on the weekends for free, which of the following class you will choose to take, give reason to explain your choose. 1) A financial course to help you manage money, 2) Car maintenance and repair 3) Review of Latin-American music.

NO.15

Describe an occasion in your country where people give gifts to each other and the kind of gift that's common.

NO.16

Students attend different clubs in universities, such as science club, hiking club, etc. Which one are you interested in?

NO.17

版本一：说出互联网对你的一个益处 benefit describe one case of your using the internet and how it benefited you.

版本二：Talk about how cellphone has changed people's lives. Explain your answer in details.

NO.18

Do you agree or disagree that it is a good idea for university to ask a student to leave school if he was caught cheating in exams? Explain your response in details.

口语第二题：

NO.1

Which one do you prefer, to game indoors or to game outdoors?

NO.2

你觉得学生应该 focus on study 或应该在求学期间 part-time job .

NO.3

如果让你选上一节课 for fun , which one do you choose ? art class , science class 而选一

NO.4

有人爱读幻想文学, 比如小说, 有人爱读纪实文学, 你喜欢哪种?

NO.5

Do you agree or disagree that to be successful, a person should study in the university?

NO.6

有人爱读幻想文学, 比如小说, 有人爱读纪实文学, 你喜欢哪种?

NO.7

旅游要做详细计划还是偏重当时感受

NO.8

Some students prefer to study in a library. Others prefer to study at home or in dormitories. Which way do you prefer and why? Include reasons and details in your response.

NO.9

Some people speak out in class, others prefer to listen and quietly observe. Which do you think leads to greater success in school? Why?

NO.10

group work和work independent更喜欢哪个?

NO.11

When you choose a career, what factor is the most important, money or your personal satisfaction?

NO.12

是否应该投钱给艺术中心, 美术馆

NO.13

Do you agree or disagree with the following statement, it is better to live close to parents than far away from them.

NO.14

版本一: 现代人的生活方式比一百年前的人的生活方式健康?

Do you agree with the statement: it is easier for people today to lead a healthy life than people 100 years ago.

版本二:

When traveling, do you prefer to stay at one place for a long time or spend less time but visit more places? Explain your answer in details.

NO.15

Finding a place to live near campus. Option 1: a house to share with several other students; Option 2: an apartment without sharing

NO.16

Do you agree or disagree with the statement that employees should be prohibited to listen to music at work.

NO.17

do you agree or disagree the following statement and give reasons: Parents should not allow their children to participate any form of sport (football, basketball, ice hockey...) in order to protect their health and from any form of injuries.

NO.18

学生应该出席所有课还是可以选着上，没去的课自己看资料补上呢？

口语第三题：

NO.1

【通知】医学院安排假期 internship 的通知，要让医学院学生有机会做 3 个月的实习。

【1 观点】女生同意。

【2 理由】

【1】可以让学生知道自己专业是否有办法 handle .

【2】学校课业很重，每天都读到很晚，3 个月的实习不用每天 focus 在学校课业。

版本 2:

阅读是学校计划所有学生参加 capital hospital 实习 internship ,来使学生决定是否将医学当做未来的职业，同时这个实习将在暑假进行因此不会影响到学生的日常功课的学习。听力中女生同意。因为这样的实习一方面可以将实践与课堂知识相结合，并且可以在选择医生这种职业前在实习中亲历未来可能会遇到的问题以便决定是否从事这个行业。第二是可以不和课程相冲突，女生认为医学课程本来就很多很难，她平时学习时经常在实验室做作业到很晚。

NO.2

图书馆的书要搬，给新书腾地方。搬到新地方去后书还会在目录上但每次要拿就得让管理员去取。学生说这个办法不好因为 1、有好多空的研究室可以用来放书 2. 很多人学习都是等到要考试才需要书，没时间等书传来传去的。

一个哥们想搞一个 hiking club，但是他有个两难处境。他的一个 potential 的 partner 的理念和他不一样。他自己想就组织一帮人去玩那样，他 partner 要更有教育意义的，由教授带队沿途学习那种。如果他自己搞的话，就不得不放弃为困难学生义务补习数学的工作了。问题：总结这男生碰到的问题然后说说你自己给他的两个建议。

NO.3

Passage:

A student wrote a letter to history department to purpose regular meeting for all students and professors monthly. Two reasons,

Able for student to ask questions they about courses and know special events happening in the department

Getting to know each other and build a better sense of community

Conversation:

The student disagreed with the proposal in the letter.

It is not necessary to have a regular meeting for special events because of an already existed informative department website. Students can check the upcoming seminars, activities and classes. And if you need to know more information, you can stop by the departmental office for more details.

Organized in such a formal form, the conference is too serious to help get to know each other. They' ll only come with special purpose to discuss. We shall better have other social activities in a more relaxed and casual setting so people will have better chances to connect.

NO.4

阅读 : proposal : school should not allow laptop in the class (reason1 : distracts other people's minds , reason2 : notes can be written down with pens and papers)

口语 : disagree - 1.学生都是成年人了，记忆力的集中是要自己去克制的，并且这也是未来人生成功的必修课 2. 打字比电脑快。不让用电脑，笔记就记得没有以前那么全了

NO.5

先阅读，内容是建议给 premedical school 的第一年学生，让他们在第一年去社区医院或者小诊所做 volunteer work。原因有两个：

- 1) 可以让他们更早的积攒经验和熟悉医疗的 procedure
- 2) premedical 学生第四年本来也要求做实习，这样他们第四年可以不那么紧张。然后两

个人针对这个讨论, sam 是这个学院的学生, 他认为: 写这篇文章的人一定是第一年的学生, 因为他不了解 premedical school 的 structure, 因为这是 preclinical 离 clinical 还很远, 他们主要学一些基础临床医学知识, 为 medical school 学习做准备, 那些社区医院的医疗 procedure 经验和他们的学习不相关, 第四年他们要忙着申请 medical school, 所以不相关。

NO.6

一封信要求学校取消 Community Service, 因为 1 学生不感兴趣, 只愿意去自己以后呆的社区 2 学生去了不干活因为没兴趣

女的反对:

1 很多人就是因为这个项目才报这个学校的, 他们喜欢参与社区活动, 这样也便于他们以后的生活更安全

2 writer makes a hasty generalization. 因为写信人女的知道, 参加了这个然后没兴趣, 结果很糟, 所以说大家都这样。

NO.7

阅读是说有个学生写给学校报纸一个提案, 认为应该要求大家都到海外学习一个学期, 体验不同文化, 说不会有经济上的负面影响, 也不会影响学习。然后听力里面的 GG 不同意, 他说提案没考虑到其他费用(飞机票, 文化活动, 当地交通), 这个不是所有人都能负担的, 所以要求大家都去海外学习不公平。然后还说海外学习 和国内的要求可能不一样(这里溜过去了, 大概这个意思), 然后举了个叫 ROB 的朋友的例子, 说他海外学回来以后, 学校不承认学分, 认为外面的教学材料不够 全面, 所以他还要花多一个学期补学分, 很浪费。然后总结说虽然海外学习是个很好的经验, 但是不应该要求所有人都去。

NO.8

【学校通知】: announcement 学校计划要搞 library expansion 把图书馆旁边的 student center 改造成 new library, 从而 increase library space。好处 1、有更多的空间摆放更多书 shelves、存放更多媒体 materials。好处 2、摆放更多桌椅, 让学生有更多地方自习。

【学生态度】: 男生反对。理由 1、学校应该用 technology 手段而非扩建图书馆以节省 space, 比如将资料扫描成 electronic copy 储存到电脑里可以节省空间。理由 2、同学们爱去 student center 自习, 不爱去图书馆。学校减小学生中心只能导致学生自习空间更少。

版本二

听力材料讲, 男学生不同意, 1 说学生可以在 student center 学习即使扩建还是满屋子书架, 学习空间大不了哪去。

第三题: 阅读说学校图书馆要给更多的 space 吧。 然后听力反对, 说更多 space 不好, 2

点理由，第一说图书馆可以用电子化书籍，用电脑，电脑比 shelf 占的地方小多了。第二貌似是说有个 student center 还是哪里，中间有个 xx，有很大的 space，可以在那里放些桌子，这样同学们可以到那里去学习，这样图书馆就有更多地方放 shelf

NO.9

notice 说学校要把 2 栋利用率不高的 art theater 改成教室

对话：mm 不同意，说第一太远，如果两节课很紧，赶过去很不方便，第二越来越多的学生开始喜欢艺术，以后迟早还会改回来，这样改来改去纯属浪费。

NO.10

Reading : student-teach program. 说学校出台政策，四年级学生可以协助导师来进行对 first-year 学生的课堂教育。说帮助这些人获得经验，帮助新生更好的学习

Listening : 男的觉得这个项目很 EXCITING，女生先说这些学生都没有经验，但是男生反驳老师也是从没有经验开始的，而且这个能更好的帮助新生学习， benefits them，因为可以避免犯错误，还有一点就是对于很多新生来说，刚开始他们还是比较害怕和导师接触，所以，这个项目能让新生更好的学习知识因为他们可以与这些年长的同学交流。

NO.11

一封公开信说暑假租的 department 没人住，希望学校降低房租便于转租。女生不同意因为房租已经很低，她认为租不出去的原因是没有建立良好的信息制度，最好在 website 上，要租房子出去的人列一个 list

NO.12

校刊上新加校外工作机会的信息，两个原因：

1. 校内工作很少，能给学生提供更多的工作； 2. 有工作经验对以后找工作有帮助

女生同意，原因 1. 这样能帮助大家获得信息，尤其是大一新生。她以前找工作失败就是因为的纸质信息早被抢没了；2. 能让大家找到和自己专业相适应的工作。她的朋友想当律师结果在书店工作，而能在律师事务所工作的经历对她的将来很重要。

Reading: The school plans to feature information about job opportunities off campus on campus newspapers

Reason 1: Students will be more aware of job opportunities

Reason 2: Work experience will be an advantage when students pursue their career
The woman agrees.

Reason 1: Students will know where to look for jobs, especially freshmen. She couldn't find a job because all the posters about job opportunities had been

taken.

Reason 2: Having jobs related to their major will help students when they look for jobs after graduating from college. For example, one of her friends wants to be a lawyer, but she is working in a bookstore. If she could work in a law firm, that would really help her in the future.

NO.13

阅读 : campus gym 要关闭一个月改善更衣室和淋浴间。在这期间市中心的 gym 对学生免费开放。学校认为这很 convenient

听力 : 女生觉得没必要整个 gym 都关闭, 可以到寝室换衣服洗澡。觉得也不 convenient 因为走去市中心要半个小时, 锻炼完走回来会很累

NO.14

学校通知说禁止在学校人行道骑自行车, 女生同意, 第一太危险, 尤其是在午饭和课间人多的时候, 好像要给汽车的弄个 line, 她认为这样对汽车的人来说既安全又快

NO.15

阅读里说学校决定取消夏天的早餐服务, 因为吃饭的学生不多, 而且想吃的人也可以到附近的咖啡厅吃早餐。听力里女生不同意, 因为很多学生夏天也会在校上课, 需要早餐提供体力, 另外去其他咖啡厅吃早餐价格太贵。

NO.16

In the Newsletter a student suggests the university adds a small coffee shop to the lobby of fine art building. The women agrees Reasons:1 students have no place to buy coffee or snacks between class 2. Draw attention to the work of fine art students.

NO.17

一学生建议艺术楼门厅新建一个咖啡厅。女生同意: 一学生课间没有地方买咖啡或者甜点
二艺术学生可以获得大家注意

NO.18

Reading: Proposal of selling snack and drinks in the campus bookstore.

Reasons: 1. It provides students with food and drinks when they are finding books to read. 2. Students may get hungry during class breaks.

Listening: Disapproval 1. Students may spill drinks on books and ruin them. Some books are expensive. 2. There is already a convenience store in campus close to the

building where classes are held. Students are unlikely to go to the other side of the campus to buy food from the book store.

口语第四题：

NO.1

Reading:

Topic: Human Commensals

Some animals extinct because of humans' presence, but others benefit from it. The phenomenon of animals benefiting from people's presence is called Human Commensals. Reasons, their needs are met with people's presence and they take advantage of the resources from human.

Conversation:

The professor gave two examples of birds to demonstrate the concept of Human Commensals.

Dove. They build their nest high in the building or under the roof. Because they are not aggressive but they need to protect their babies from predators, the nest high in the building help them better protect their kids.

Crowns. Crowns come to the campus more often than ever for food. The food left from dining hall and students' wasted food afford them with great supply of food. They can pick them up easily and it helps them grow and reproduce.

NO.2

讲座：生物的共生关系。讲了一种蚂蚁，只以一种真菌为食。为了防止细菌吃了真菌，蚂蚁会在真菌上放一种化学物质。由于这种化学物质，真菌得以存活。这种真菌只有在这种蚂蚁的巢里才找得到。

NO.3

【讲座主题】说明 sociology 中的 diversion 的技术。

【相关例子】professor 讲了个例子。电视节目上有两个人讨论关于政府投资建公园的事情。一个人反对花钱建公园。另一个人只是说公园多好多好，举了很多例子，目的是转移观众的注意力。因为钱是大家敏感的。这就是 diversion 的好处。

版本二：

讲转移 diversion 话题。教授给个例子。政客 A 和 B 讨论是否应该在河边建公园，主要是政府是否承担得起建公园的费用。A 说不能，举出金融统计数字 financial statistics 和指出政府的 budget 不足以支付公园的建设。B 认为政府应该建，但没说钱的事，而是说小时候他跟父母去河边玩，看到船飘在水上很好看，如果建了公园所有人能看到了，还可以带着全家在饭后去公园放松。最后，大家投票给了 B，因为大家被 B 所描述的美好景象所吸引而忘记了钱的问题。

NO.4

阅读：新型能源表面上让大家用自然资源用的少了，实际上没有少很多。

口语：例子：开车，新型能源。大家觉得用的少还开的距离长，于是就老开车。这样子就算是用的少了，实际上也没有少很多。

NO.5

producer service，外包。通常可以选择所有过程都自己做，或者选择把自己不熟悉的部分外包给别人做，这两种做法。一个教授说，他的朋友开餐馆，一开始都是自己做，包括 accounting 部分，后来发现在 accounting 上花了太多时间，还容易有错，就外包给 accounting 公司，这样他就能专注于自己喜欢和擅长的工作了。

NO.6

【名词解释】：

Explain the concept of Insight learning

【教授举例】：

Chimpanzee can't get the bananas which linked to the top of its cage, after thinking, he moves boxes below the bananas, and get them.

Conclusion: animals will find the solution after thinking.

Question：用听力的例子来解释对这个概念的理解。

NO.7

阅读讲了一个 fundamental XXX error，中间一个单词不记得了，反正阅读标题里就有...

就是说人们批评责备他人的时候，倾向于从这个人的本身性格特质出来，不大考虑当时的外部环境...然后讲座里面的教授举了个自己的例子来说明这个理论...说他有次去参加一个会议，迟到了 10 分钟，然后中途他问了个问题，结果会议的女主席皱眉了，没回答他就继续讲下去了，他就觉得很沮丧...后来他了解他原来会议一开始主席就说这次会议没时间回答问题，可以在下次会议回答，他晚来了没听到，主席也没留意到他晚来了，就觉得这人是不是故意捣乱呀，虽然教授自己是 intentionally cooperative 的...所以教授总结说，人比较容易 blame for personality

NO.8

【名词解释】：friend affiliation (群体归属) refers to the people's desire to be a member of a certain group. 广告商 make advisement by using people's affiliation 有两种方法：一是利用其 positive effect，通过宣扬广告产品可以增加 affiliation，在朋友之间寻求认同。二是利用其 negative 方法，如果用别的 brand 产品就会失去 affiliation。

【教授举例】：为一个软饮料公司策划一个 ad campaign，可有两种方案：第一种方案：在一个 happy party 里，everybody 都 drink the same kind of 新 brand 的 soda，都很 happy。The soda becomes a very important thing in this situation。第二种方案：some young people are watching a football game in a stadium，突然 one of them drink a wrong brand of soda，then all the people become quite and 用奇怪的眼神 look at him，and leave him alone，even his best friend left him。Then he realized he made a big mistake to drink the wrong kind soda。这是从 negative 入手让观众喜欢这个牌子的 soda。问教授是怎么说明 reading passage 中的观点的。

NO.9

多种方式传递同一种信息，比如 deer 在森林里面碰到狮子，她会翘起尾巴，别的鹿看了就知道了，但有些没看到，这个鹿就会跺脚发出噪音来叫大家走

NO.10

顾客锁定:厂家只制造能跟自己产品匹配的配件的一种营销方法。

例子：教授有个 A 牌相机，但不小心把变焦镜头摔坏了。后来在街上看到个价格合理、各方面性能比 A 还好的 B 牌镜头，打算买，但结果发现没法安在自己的 A 牌相机上。所以教授只能花高价卖 A 牌特定的镜头。

Consumer lock-in: A company makes a customer dependent on a vendor for products and services, unable to use another vendor without

substantial switching costs.

Example: The professor had a Brand-A camera but the zoom lens was broken. He saw a Brand-B zoom lens which was less expensive and actually might be of better quality, but it couldn't fit his camera so he ended up having to buy the zoom lens from Brand-A which cost more.

NO.11

The title of the reading material is about "observational learning ability of animals", 讲的是人类一直以为只有人类才有通过观察别人行为进行学习的能力, 而动物必须通过 "training" 才可以。但是后来发现动物也可以通过 observation 来学习, 而且学得更快。 In the lecture, the professor talks about experiments with octopus. 第一个实验, 给 octopus 两个球, 一红一白, 如果它碰红色的, 就给一点奖励, 比如吃的; 如果它碰白的, 就给惩罚, 尽管惩罚不严重。这是通过 "training" 对 octopus 进行培训。另一个实验是在两个分开的空间进行, 两个空间之间可以通过窗户相互看见。一只 octopus 在一个空间中不断的击打红色的球, 但只击打红色。另一只 octopus 在另外一个观察。最后这只 octopus 也只击打红色的球, 说明它通过 observation 学会了这种行为, 而且学的时间缩短。问题是用教授的讲座来说明人们原来的关于动物的观点是错误的。

NO.12

短文: supernational 的定义和好处, 可以加大合作, 整合多国资源等等

讲座: 以 WHO(世界卫生组织)和欧盟为例讲了 supernational 的好处。前一个听到 WHO 有一百多个成员国一国发生危机可以动员别国力量去解决, 不用干等着, 后一个提到加入欧盟, 可以自由贸易, 免税和自由来往欧盟国家。

问: 以 WHO 和欧盟为例说明 supernational 的好处。

NO.13

阅读: 群居动物里都会有个 control animal 阻止打斗

听力: 举了 monkey 的例子: control animal 即使阻止了, 他们还会再打

NO.14

版本一：说的是 animal coloration，说是动物会具有一种独特的颜色，这种颜色会警告它的捕食者，如果被侵犯，它就会攻击，吃过苦头的攻击者下次见到这种颜色的动物就会避而远之。教授说了一个例子，skunk 臭鼬是一种全身黑的动物，只有一缕白毛从头部延伸到尾巴，它被攻击时会竖起毛，尾巴上的腺体喷出十分难闻的气体。比如说一只狼接近它，它就会把这种难闻的液体喷狼一身，由于这种液体十分的恶心难闻，狼就记住了这种动物的颜色特征，下次这只狼再看到全身黑，背上有从头到尾巴的白毛的动物就会远远的避开。

版本二：

Test costumers, are people who are hired by employers to evaluate the employees'

performance during work. They pretend to be normal customers.

【Examples】

A restaurant manager wanted to observe how well the waitress and waiter did. She watched in person, but it was successful, because people who were observed behaved better than usual. So, she hired a man who pretended to be a normal customer in the restaurant, and ask employees questions, then the man gave the manager a feedback about employees behavior, for example, whether she is friendly and polite.

NO.15

Reading: Compound Nesting (biology) two species live together, which are different enough not to compete for food.

Listening: Example of ants in Africa. The bigger ant collects food, and the smaller one eats the left over scrambles. For the smaller one, it doesn't need to search for food. For the bigger one, the smaller one makes the nest clean by eating the left-over food, which prevents bacteria.

NO.16

Concept testing. A marketing technique company use to find out if customer likes a new product idea

Two benefits : to gain information; use feedbacks to improve the product Example . A bicycle company introduced a folding bike. Marketing ppl talk to a group of consumers. Information gathering; consumers like the folding back .

New feedback: wants to have an attached lock
And the company adapted the product and the bike sells well.

版本二：

口四：一市场科技公司用 concept testing 方法来检测消费者是否喜欢一个新的产品概念。两个好处：一获取信息二使用 feedback 来提升产品。举例：一个自行车公司推出了一个折叠自行车，用此方法告诉大众

NO.17

阅读讲 Nomadic phase 指动物的迁徙，主要因为一些生活危机，例如食物枯竭或其他灾难。听力举例蚁群居住在地下，但当新蚁出生后他们就会迁徙，以满足对新生蚂蚁的食物源头。

NO.18

零收益，说一个行业成功了，其他类似的也模仿，以为自己也能成功，实质根本赚不到钱，一个买房的公司在一个镇上卖的特别好，其他外地呢机构也想分一杯羹，结果卖房机构过剩，互相抢客户，导致新旧公司谁都没得赚

口语第五题：

NO.1

Conversation: Jackie, the girl in this dialog, worried about the research course with a biology professor. She likes the course and wants to get involved. However, the deadline to register the course in this semester passed last week. She only have two options:

Wait until fall semester to register this course. But the fall course will be very boring and the one this semester is more interesting for her.

Fill out a special permission form to register a course after the deadline. But she needs to pay 75 dollars late registration fee for it. This is not much money but she thinks there is not many money to spare this semester.

NO.2

Gap analysis.

There is a difference between what a firm wants to perform and how it actually performs. Gap analysis is to identify this gap. There are two steps to gap analysis. One, identify the gap. For example, in a grocery store there is always a long line. There is a gap between how the store wants their customers to be satisfied and how they are annoying customers by making them wait long lines. To close the gap, which is the second step, the store should hire more cashiers during rush hours.

总结 gap analysis 的两个步骤。

NO.3

【1 个问题】：某男生牙痛。

【2 个方案】：【1】明天去医院看医生，但他有一门课好差，已经约了几个人去复习，有 time-conflict.

【2】那医院的人说他要是紧急的话，可以去另一个 30 分钟车程的牙医诊所，但他不知道路。

版本二

男子牙疼 toothache 正在犯愁是否立即去看牙医，遇见一女同学，故把情况跟她述说，因为他经常看牙的那个牙医正好不在，他打电话去人家说他可以去急症，但是如果他去看急症则要开车到 30 分钟外的急症医院，他因此会错过上的物理课，他不想错过，但又担心自己牙疼的利害。

NO.4

学生本来暑假要去杂志出版社工作的，房子都和同学合租好了，找好了。结果工作被取消了。现在面临两种选择 1.回家，不过要先给同学找好另外一个分房租的合租人，但是他不忍心让同学和陌生人住在一起。2.留在市立面，虽然不能做梦想中的杂志出版社工作了，就找个别的工作，不过要付房租的话，就要多工作一些时间。

NO.5

Mary 本来要 Jack 去帮她搬东西。但 Jack 忘了，约了和朋友去 Art Exposition. 票都买好了。如果放 Mary 鸽子，Mary 只能找其他人，如果帮 Mary，Jack 就要把票卖给其他人。问怎么办。

NO.6

【学生困难】：女生的问题是不知道现在交作业好还是明天交好。

【解决方案】：

方案 1：现在交可以解脱了，并且还可以和朋友们出去玩。

方案 2：明天交可以再改改，争取好成绩。

NO.7

Problem: 女的一个室友整晚打电话，搞得她睡不着，找老师也没用

SOLUTION:

1) Formal Complain, 应该是个学校得强制管理系统, 会解决问题, 但有点太严重了, 而且女的怕惹麻烦 2) Move to extra room, 缺点: 女的舍不得其他室友, 还有一点说太快了, 我没听到

NO.8

【学生困难】：女生要在周末组织一个户外音乐节 outdoor music festival, weather forecast 却说周末可能会下雨，女生担心活动没办法按时举行。

【解决方案】：男生两个建议：一、postpone 到下周末。但是女生怕请来的学生乐队 student band players 会有人无法出席，他们下周末可能有其他 plan 了。二、就这个周末，雨势不大 shower，在雨中进行，因为有可能只下一会雨，天气还是好的，这样也很特别，女生说怕大家开始看到窗外在下雨就不想来看了。就在窗口看而不买票，她希望提供的是现场的音乐享受。第五题，学生对话，说因为天气原因，一个演唱会就收到影响

男生给出两个建议

NO.9

男的遇到问题，在公共学校的一门课有15个人，人太多，他不到老师的有效反馈，决定退课，他自己给自己提了两个solutions，一个是换到晚上，人少，但是晚上他可能有作业，课什么的，二是到暑假再选，但暑假他已经有两门课了，可能三门太多了

NO.10

那个女研究生既要在明天之前帮教授出本科生的成绩又要写自己明天要交的论文，两种方法：1 请教授多给她时间出成绩，2 熬夜把两个任务都完成

NO.11

男生对女生说我想给我室友 Richard 一个惊喜，给他办一个生日 party 这个周末，叫了好多人，一切都在秘密进行中，而且很顺利，但是有个问题，现在 Richard 接到了高中同学邀请这个周末要去牙买加，今天下午要去买票，然后又自己提了两个建议，第一，直接和他生日 party 的计划让他放弃去牙买加，但是费了好大的力气保持这个神秘性，有点不甘心，第二推迟到下礼拜，但是和别人的生日冲突，有些人可能不来。

问：男生有什么问题，他的解决方案以及你支持哪个，为什么？

NO.12

一个女生组织musical festival,可是周末要下雨,她想postpone又怕找不到band,男生说不要postpone了不会有人介意rain的,女生说可能有人看见窗外下雨根本就不来

NO.13

问题：男的要穿礼服参加朋友 Brian 的婚礼，但没有礼服，向哥哥借的又短

解决方案一：，朋友可以帮忙改，但水平难保证，risky

解决方案二：买新的，但是贵，不过下周有工作面试，也可以穿

Problem: The man is supposed to wear a suit to a fancy wedding, but the one he borrowed from his brother is too short for him.

Solution 1: His friend could help make the suit longer, but she' s not very professional, so it' s risky

Solution 2: He could buy a new one. He has a job interview next week and he could wear the suit as well, but it' s expensive.

NO.14

室友要搬走，带走他的 tv，他有两个选择：(1)买个新的，太贵。(2)电脑上网看，屏幕太小

NO.15

女生要搬出学校和朋友住，可是她得回学校做实验，路上话时间，两个解决方法第一跟教授说没时间来，反正也没给钱，但是这个实验对毕业上研究生好，第二是搬回学校，她又想朋友而且房子就空了

NO.16

女生刚刚搬家要开暖房聚会，得收拾屋子。但明早她约了朋友去参观博物馆，要耽搁一天，发生了冲突。男生建议可以今晚收拾房间，但女生担心明天逛博物馆会累，或者可以不去博物馆，但女生担心朋友不高兴，而且展览机会难得。

NO.17

一个男生接他同学笔记本写论文，第二天要交。笔记本突然死机了。该怎么办？回去找他室友。但是已经很晚了，他应该睡了。而且他也不一定会修。二 第二天起早去 computer lab 重写

NO.18

The girl is on her way to buy groceries for the party tonight. She suddenly remembered that there will be a chemistry review session in 10 minutes. Option 1: go to the sessions, but feel bad because she has promised her roommates and they are going to cook. Option 2: leave early at the session to buy groceries. But there's a quiz next week. She's worried that she won't pass.

口语第六题：

NO.1

Lecture: Business Class – Way to best use employees

The job rotation is the way to best use of employees for a company. The prof. gave two reasons and examples.

The employees can help out at where they are most needed because they have been trained at different roles. For example, at a clothing store, the sales person will be rotated from shoes, children clothing and other divisions. When shoes division needs help in busy time, any other employees from rotation program will

be able to help out at shoes division.

When promoted to be managers, they will have better understanding of the business and big picture. For example, at a clothing store, if an employee is promoted from rotation program to be a manager, he will be very familiar with all the business because of his rotation experiences. Therefore, she can better lead with her thorough understandings.

NO.2

【讲座主题】

两种处理工厂 carbon dioxide 的方式。

【相关例子】一种是 in factory, 讲了一个 process; 另一种是 out of factory, 就是在厂子周围种很多树。

NO.3

是讲一种工资支付方式。就是我们所说的员工计件回扣。

说了这种支付方式的两个坏处 1. 有时候不能正确的支付员工奖励。例子, 电子产品商店, 顾客来了, 员工 1 给讲了很多, 回答了很多问题。顾客走了, 第二天来了, 直接从员工 2 买东西, 于是奖励算给员工 2。那就不公平了。坏处 2. 员工之间增加竞争。老员工不愿意给新员工教经验, 新员工学不到东西, 商店产品越卖越少。

NO.4

Wetland 的两大好处: 1. 可以在雨多的时候防洪水, 因为土质好, 可以吸水。2. 可以过滤有害化学物质。

NO.5

【讲课要点】: Archeologists use different ways to decide the places where they should dig for findings.

1. Surface feature of the land. E.g. New Zealand. It has a typical structure. High land?

2. Plant: certain plants grow in certain places. E.g. Banana nuts tree were planted in

Central American. These trees continue reproduction. So archeologists find the place which has banana nuts tree to dig.

NO.6

Social Cooperation 动物的互助行为

1)鹿进食, 一个进食的时候老得提防狩猎动物, 所以效率很低, 一群进食的时候可以倒班, 提高效率

2)蜜蜂找蜜. 蜜蜂找到花浆以后回巢跳舞告诉食物在哪, 与大家分享信息.

NO.7

是说植物怎么保护自己, 尽量不被吃掉, 一个是把自己弄的 physically difficult to chew or eat, 举例说有些草有锯齿, 人一碰手指就可能割伤, 比较锋利, 动物咀嚼的时候会把嘴里弄伤, 就不愿意吃它了...另外一个办法就是靠外表来愚弄动物, 说有种什么植物, 蝴蝶喜欢把卵产在它的叶子上, 这样幼虫孵化出来直接可以吃它, 但是蝴蝶如果看到上面已经有卵了, 就不产在同一叶子上了..所以这个植物的叶子上就产生出了一种小的黄色斑点, 蝴蝶会认错, 那么就靠伪装活下来了

NO.8

publicity 相对 advertising 的优点, 一是更便宜, 比如游戏厂商在电脑杂志上发表文章比广告便宜, 二是可信度更高, 电脑杂志如果描述一下那个电脑游戏, 购买者更容易接受, 相对于广告

NO.9

new business 选地址的时候要考虑的因素, 一个是 cost, 给的例子是美国公司租地时候要给 tax, 不同的地 tax 不同, 第二个大致是说周边是否能成为雇员提高便利生活, 像有超市购物中心就会比较吸引雇员

NO.10

高山植物如何适应高山的严酷环境

1.长得矮, 抵风; 2. 保存水

The professor talks about two ways alpine plants adapt to the harsh environment.

The first is by keeping the plants short. Because of high wind, the plants only grow a few centimeters so that they don't break. The second is to save water by having wax skin, because the soil is very dry on high mountains.

NO.11

讲survey的方法，分为两种，一种是statistical,另一种是administrative。statistical survey:select a small group of people and ask them some questions.use the answers to guess the number of the general public.EX:公司要新建停车场，要调查需要有几个位置。不需要每个每个问，抽样调查，大概的数字就行，因为this would change daily and depends on the different situations.administrative survey，直接举例:在一个大学调查有多少professor是教science的(包括sci相关科系的prof)，问一个代表，也就是校长就可以得到准确的数字了。

NO.12

It is a lecture in product marketing class. 教授说了 product marketing 的目的是提高销售量。然后她说了 traditional marketing 的方法，就是美化产品的包装，让它更吸引人。但每个厂家都这样，就显不出什么新意。她又说了一个 alternative approach for marketing. 她举了一个食品产品的例子。这个食品公司要出一个新的产品 cereal (谷类)。在 marketing 的时候，公司没有把包装做的很漂亮，反而是做的 boring, 没有色彩，没有图片，只有一个单词 cereal，这样反而更吸引目光，最后销量很好。问题是用教授的讲座说明 what is alternative approach for marketing.

NO.13

保留住顾客的 strategy :

- (1)设立 rewards program，给打折和优惠，比如：买 10 个三明治送一个免费的三明治
- (2)product design。公司的产品要配套使用，比如：电子游戏公司的游戏机和游戏光盘只能配套用

NO.14

介绍一种鸟的身体特殊的功能捕猎，第一是耳朵有个什么环，能捕捉猎物细小声音，帮助定位，第二是它在空中飞行没有声音，不让猎物发现

NO.15

讲 telecommute 的好处，一个更加绿色环保，不用开车，减少空气污染，另一方面给乡村居民提供工作机会，大公司也可以招收远距离的乡村居民。

NO.16

生物课，老师讲动物怎么改进来使用南极寒冷气候。两个例子，一，北极熊爪子上很厚的毛。这样 full speed 跑起来也不会滑倒

二，一个叫 wol ris 还是什么的动物 在冰下游泳，为了 make break hole through the ice，adapt 出了很长的牙

NO.17

How do consumers reduce risks when purchasing?

(1) do a thorough research. Eg. If you want to buy a computer, you can search online to see which manufacture is better and see the reviews of other buyers.

(2) stay loyal to one brand or company. Eg. If you have bought a car that functioned well and lasted long, you want to stay with this company next time.

NO.18

版本一：为什么有的事情会记得比别的事情清楚。两个原因，第一是如果你对这个事情预先有所了解，你就会记得比其他事情清楚，事后也更容易回忆起来。比如你 去参加一个古典音乐会，如果你对古典音乐有比较多的了解，一年后让你回忆这个音乐会，你就很容易记起很多它的细节，相反你可能什么也想不起来。第二个原因 是某些事物可能和其他的事物有比较大的区别，这些不同的事物更容易被记住，比如你去上大学里的一节大课，一年后让你回忆，你可能记起来的是那个个子非常高的男生，或是非常聪明的一个女孩。

版本二： Film makers can choose two angles of camera to build characters images.

1: low angle, just like children look up to adults. It makes a character look really huge and powerful. For example, using low angles to make Queen Victoria look more prestigious. 2: high angle, put the character in a big environment, and make character look small and weak. For example, shooting a man lost in a vast desert from high angle makes the character look hopeless and weak."