

2015年9月17日托福口语超级小范围预测（18套题）

新东方点题班范围

新东方
XDF.CN

北京新东方北美研发中心

口语第一题：.....	1
口语第二题：.....	3
口语第三题：.....	5
口语第四题：.....	10
口语第五题：.....	14
口语第六题：.....	19

口语第一题：

NO.1

Describe the most important decision that you have ever made

NO.2

你是怎么保持健康的

NO.3

1. Imagine the situation where you can't use computer or have no access to internet for a month. How will your life be different? Use details and examples to explain.

NO.4

Please choose one of the following transportations that you consider to be most enjoyable.

Bicycle, automobile, train

NO.5

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.6

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.7

介绍一项你想要学习的技艺并且说明原因（运用细节和例子）

NO.8

问出去旅游最关心哪点，三选一？

low cost

good weather

various activities

NO.9

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.10

如果有计划来一次旅游,你会选择哪里

NO.11

说一件你在餐厅或者咖啡馆发生的事，描述并说一下你为什么记得。

NO.12

Describe a person whom you would like to spend time with. Explain why you would like to spend time with this person.

NO.13

wealth, education, xxx 三个选一个说说为什么最重要

NO.14

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, making new friends.

NO.15

森林, 沙漠, 平原...你喜欢住在哪种环境里?

NO.16

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.17

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

NO.18

当你遇到困难时会和谁说

口语第二题：

NO.1

Do you agree or disagree with the following statement? All students should be required to study art and music in secondary school. Use specific reasons to support your answer.

NO.2

The best lesson we can learn is through making mistake. Agree or disagree?

NO.3

Do you agree or disagree, in the future, people will read fewer books than they do today.

NO.4

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？

NO.5

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.6

同不同意学生在上之前先休息一年做准备？

NO.7

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

NO.8

高中毕业后,有些选择直接进入大学深造,有些要 take a break, 你会选择哪个, 陈述理由

NO.9

你喜欢有很多经验的老师 还是没有经验的老师。

NO.10

Do you agree or disagree with the following statement? Students should always study in quiet places.

NO.11

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

NO.12

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

NO.13

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.14

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

NO.15

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.16

旅游要做详细计划还是偏重当时感受

NO.17

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.18

group work和work independent更喜欢哪个 ?

口语第三题：

NO.1

学校改变了一个学期一次的 art 什么东西变成一学期两次，还加上要 paper.男生反对 (the man is against this for the following reasons), 有两点不喜欢被强迫(don't feel like being pressed to do something), 没有时间。

NO.2

Proposal: Library should install storage lockers. The lockers can help students to keep the books so that they don't have to take the books from library to their dorms. The library can pay for the lockers by charging fees from students.

Conversation: The man thinks it's a bad idea.

1)It is very likely that people will lock books in their lockers without checking them out, and no one will know. They can keep the books as long as they want. Like, if a student locks 20 books in his locker, no one will know where those books are.

2)Students like himself don't have extra money to pay for the fees. They already have many fees need to be paid. If only a few students are willing to pay and only these people can take advantage of this plan, the university should not carry out it.

Shortly summarize the proposal and state the student's opinion of this proposal.

NO.3

一个女生和一个男生对话，女生说 a few students' art works were chosen 在一个 art exhibit 上展出；男生 sounds great, so you are one of them；女生说是的，但是问题来了，她的那幅画太大，is a 3-meter canvas,会超出展览方给的 limited exhibiting space. 男生说真的吗？女生说，对的，他们不愿意给我更大的 space, because that will be unfair for other students. 接着说，但我可以把我一副 older painting 拿去展出 (one suggestion), which is smaller.男生说可以啊；女生说，但是那幅画是我以前画的，而我的 technique has improved a lot since then,所以那幅画不能体现我的真实水平；男生说，那要不你 draw a new one by the next week (第二个 suggestion)；女生说其实也可以，但是我最近很 busy,有 a couple of exams coming.

NO.4

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.5

competence 的两个阶段 conscious 和 unconscious 用了 typing 来作为例子说明在 conscious 阶段 比如刚开始学习 typing paper 他必须全神贯注并且在他谈话时 他必须专门停下来因为不能够同时作两件事 所以导致的结果就是他打完一篇文章很慢 但是那个时候的错误也比较少. 在 unconscious stage 人们通常认为自己已经完全学会了这项技能 所以不再聚精会神, 常常一心两用 所以他打字慢慢变快而且常常边打字便和寝室同学对话 但是这样做的结果就是他在打字的时候犯的错误也便多了题目就是让你 summerize 整个材料大意 还有如何用例子来说明观点的。

NO.6

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.7

【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.8

阅读: 学校决定让新生在入学前提前做一些以后会做的作业, 主要是文学方面的。

学校理由 1: 学生预先掌握一下写作技巧有助于大学学习, 教授也可以不用在这些基础技能上停留太多时间, 进而传授更多知识

学校理由 2: 学生预先阅读的一些东西可以成为他们入学后的共同话题, 从而促进交流, 广交朋友

听力: 男生反对理由:

1): 大部分学生在假期里面时间比较少, 比如有工作(我理解是实习), 所以无法完成这些阅读任务. 而一旦完不成, 开学就要 struggle to catch up, 有时不得不 rush, 结果就 skip 文章, 囫囵吞枣

2): 新生不会谈论文学, 他们更喜欢聊熟悉有趣的话题, such as some cool places to hang out.

NO.9

Passage 一个 letter 关于教学楼内 improvement proposal. 一是在每层楼多设 power plug. 二是每层楼设打印机。

Conversation: 男生同意这个建议。第一条他说现在很多学生都有 laptop. 举了个自己的例子, 说他带 laptop 去上课, 但没电了, 他找不到 power plug, 跑了很远充电。第二条是学生有可能在课间完成 assignment, 需要打印。

NO.10

reading:

好像是 complaint letter, Mary 什么的学生觉得学校不应该请人来 read poetry.

1: few students attend.

2: 浪费钱, 学生可以去图书馆去借 CD

女生 disagree: 1. 学校 advertising 少, 所以没有学生去, 学校应该贴一些 poster 到 on the newspaper 或者 in class, library.

2 listening to CD is different from the real people reading it. because when people read it, we can have eye contact, watch the reader's body language, and share the experience with other people (audience).

NO.11

【学校通知】:

学校要求每个 senior literature major student 在毕业前写一篇 research thesis.

好处 1: improve their research skills;

好处 2 :学校将给每个学生指定一个 advisor, encourage them to communicate with the advisors.

【学生态度】：男生赞成此计划。

理由 1：平时的论文 thesis 都比较短，学不到东西，图书馆里的资料都没有用到，现在有机会写一篇较长的 research thesis 很好。

理由 2：每个学生在写 thesis 的时候可以和 advisor 讨论，找出论文的不足，最终写出一篇高质量的 thesis, 这样比之前导师只给学生论文写几句 comment 好很多。

Question : Explain the man' s opinion towards the school announcement and why he holds that opinion.

NO.12

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.13

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.15

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.16

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.17

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.18

【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 储存在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

口语第四题：

NO.1

阅读：学习过程中，以前学习的东西对后来学习的东西的作用，分两种：Negative transfer, Positive transfer.

听力：教授分别举例：Positive transfer. 举了教授自己的例子。小时候学习钢琴，不看琴键，只看乐谱。后来到高中学习打字，只看屏幕，不看键盘。很 Helpful。Negative transfer 举了教授朋友的例子。以前是舞台剧演员，习惯了大声念台词，后来做 movie actor，不需要大声了，但还总是大声。此为 negative transfer.

NO.2

动物的 specialization 的长短处(advantages and disadvantages)

NO.3

4. Seagoing fish: live in freshwater when young and migrate to water contains higher density of salt to increase survival rate.

Lecture:

A good example of seagoing fish is a kind of Salmon in Japan. Live in the river when they are young (babies and hatchlings) until grow to full size, because they're vulnerable when young and there're less big fish (predators) in the river. While after mature, they migrate to oceans where they can find more food. Now they're less vulnerable and need more food. Ocean provides more kinds of fish for them to eat than in the river. They can eat more and grow stronger. In the end they go back to rivers to breed their babies.

Use the example in the lecture to explain the concept of seagoing fish.

NO.4

Reading:

Professor evaluation

这个 student 写了个 letter 给校方希望能改变 professor evaluation, which is carried out

at the end of every class,的方式。之前的 evaluate 之后都是教授自己看，不具有公开性；所以学生 propose to put the evaluations online. 有两个好处：1. Professors will get more motivated to improve his teaching skills if he knows that the evaluations will go public. 2. 学生也可以通过这些评估做出 more informed decision as to which course to take.

Listening: XDF.CN

男生女生对话，男生说，哎挺好的啊。女生说，我觉得一点都不好。教授肯定 feel not happy about his course being publicly criticized，他不会 take it seriously 而这些 evaluation 也不会 influence 他的 Teaching skill。男生说，但至少学生们表达自己的观点啊。女生说：这就是问题所在。The evaluations are usually 在 the end of the last class 举行，很多学生都 in a hurry to leave，所以不会 take the evaluation seriously，也不会提一些 specific 的建议。

NO.5

一种人类行为，说人们做事习惯有思维定式，但如果有情况不符合的话就会 make mistake. Prof. 举了一个自己的例子，说他一次把包落在 cafeteria, 包里有很多重要文件。他想他肯定没办法拿回了，因为 cafeteria 人很多，任何人都可能拿走包。但是因为包里的重要文件，他还是回去找了。他发现包还在。但是前台的 woman 不让他拿，因为 cafeteria 人很多，她不相信 prof.

NO.6

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

NO.7

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.8

女生要去机场接人 但是自己的车轮胎出了问题 她只有两个解决办法 一是打车去 但是这样的话她就没有足够的钱去看演唱会的 而她本来和说好要去演唱会的 第二个 solution 就是借用她室友的车 但是目前她室友在上课而室友很可能课后也要用车子 然后，问你哪一个解决方法更好并且解释你的选择。

NO.9 XDF.CN

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.10

【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.11

阅读：文章介绍一种艺术作品，并且给出了定义，然后介绍了 2 种类型

听力：讲座介绍分别举例子介绍这两种类型：第一种好像介绍了一个浴缸，艺术家在其外面 cover rubber, make it yellow, 参观者觉得很漂亮，没有想到这种平常的东西会如此 soft, smooth; 第二种好像说的是撑衣架，是 factory manufactured, 没有经过任何 modification, just stay as it usually looks like. 同样让人们惊叹好看

NO.12

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.13

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.14

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.15

【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.16

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.17

【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.18

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.

口语第五题：

NO.1

Reading:

Reactance: 人们都很重视自己的 freedom。因此当自己的行为被 limited and 自由受限 by some rules and regulations 时，人们尝试去逃脱这种限制。很多 adults and children's behavior are results of the urge to 重获 freedom. "Reactance" indicates people's desire to reestablish freedom and break away from(具体的词组不是 break away from，但意思一致) the control.

Listening:

两个例子可以验证 reactance 的现象 1. Imagine a child, who used to play very happily on the playground, having a lot of fun, 但是突然有一天 his parents don't allow him to play on that playground again. 小孩会感到很 upset, 于是他会 sneak to the playground and play despite his parents' rule. 2. A town recently ban on a kind of soap because it's harmful to the environment. 但是这个 ban 并没有降低 the soap's ability to clean things. 因此人们会感到很 upset, " why can't I choose any type of soaps that I want?" 因此人们会 attempt to buy a large number of this kind of soaps, a lot more than they used to do, 尽管 town 会限制他们做这件事。

NO.2

讨论旅行要改地点问题:女的要great trip去xxx.有个waterfall 还有个 natural museum. 去哪个...

NO.3

女的 note 丢了, 解决办法是要么借, 要么参加晚上的一样的课(第五题模板较多, 希望各位紧记之)

NO.4

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.5

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.6

一个讲座关于 industry cluster 也就是说同一行业集中于某个区域 然后文章举例服装业的 industry cluster 来说明这种商业形式的优点 1 供货商多所以选择多 2 有相关技术的劳动力也多 所以即使有员工生病或者退休 想要找人替代也很简单 然后题目就是让你讲讲听力里面主要讲了什么然后是怎样解释的。

NO.7

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.8

【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.9

一个 MM 精心准备的最感兴趣的 presentation topic 和别人重了！

猛男给了 2 个建议：

1) 坚持用它，也许她们关注的重心不同，但 MM 说有可能让另一个同学 unhappy, 同时 make the class boring

2) 换个话题，教授曾建议大家尝试新的话题，因为可以 learn new knowledge 同时也可以在课堂上 teach other students. MM 说自己一开始的确想过其他话题的，但对它并不熟悉。同时换话题就意味着自己放弃最感兴趣的话题。她要好好斟酌一下。

题目：Describe the two possible solutions offered by the man and your own choice and reasons.

NO.10

修路啦，女的开车上学不方便了。要不就坐火车吧，能在车上学习，还是花很长时间。要不就住学校边上吧，要花钱的啊。咋办？

NO.11

女生要排戏，选角色试镜的时候发现大多数人没有经验，很犯愁。有两个解决办法，一是再来一次试镜，二是干脆换一出戏，演员是原来要求的一半。但是要排一出戏需要几个月，她现在只有两周时间了。

The female student is the director of a play, and there are many characters, 她组织了一次 audition, but most players are beginners with little acting skill.

Solution:

1 hold another audition, 招到 more skilled actor, but it can make the actors who have already taken this audition feel insulted, and they will feel that they are not good enough.

2 switch to another play written by the same playwright, which only calls for half of the number of the current characters. but she had been working on this play, Preparing for a new play calls for a month, but now it has only two weeks, they have to start over.

NO.12

【学生困难】：男生想在 coffee house 办个 poetry reading, 但是 coffee house 只能提供一个小时，一共有二十个人报名，一个小时肯定读不完。

【解决方案】：女生提了两个建议：

1. 让前 10 个报名的同学读，剩下的下次再读，但是没能读诗的同学可能会 disappointed;
2. 把活动地点从 coffee house 改到 lecture hall, 时间可以很长，但是环境没意思，咖啡厅有吃的喝的，比较有意思。

【问题】：Briefly summarize the problem and two possible solutions. Then state which solution you recommend and explain why.

NO.13

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.14

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.15

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.16

【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.17

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.18

【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。

口语第六题：

NO.1

电影中摄像头角度:电影技巧中采用不同视角的镜头对人物形象塑造的影响。从低处往高处拍, 显得actor很powerful, larger. Queen of England(?? 不清楚了) 就采用了这种手段。使得她显得很高贵。从高处往低处拍, 显得actor很小, 无助。A man lost in desert就用了这种手段。和广大的desert比, 这个人就显得很无助, 很hopeless。

NO.2

6. Two situations of price inelastic

Normally, if the price goes up the demand will go down, because people don't want to buy products when they become more expensive. But there's also a situation when the demand stays the same when price goes up. It's called price inelastic.

Two situations of price inelastic:

1) When the products are necessary. Though price goes up, consumers still buy them because they need them.

For example, the electricity, even if the electricity company raises the price of electricity, people still purchase it because it's necessary and people need electricity for electric appliance like lights.

2) When the company has a strong brand loyalty. The customers will continue buying them even if the company raises price.

For example, the blue jeans, customers are loyal to the brand so even though the price goes up, they continue to buy it because they feel comfortable to buy blue jeans. Use the examples in the lecture to explain two situations of price inelastic.

NO.3

历史课

以前 early human beings 是去 hunt wild animal for meat, 但是大概 10000 年前开始驯化 (domesticate) control animals. The domestication of animals 有很多 benefits, 下面我们来说一下: 1. The domestication of animals will provide consistent and reliable source of meat. Early people 去打猎, 有时打得到, 但 often 打不到猎, 而把 animal 养在身边可以随时随地有吃的, 举了 goat 山羊的例子, 山羊是最早被驯化的动物。Goats can be easily controlled and can be organized by the herd and move with

the people. 因此这个 source 非常 reliable. 2. The domestication of animals will supply a variety of food other than meat. 又举了山羊的例子, goats produce milk. People can collect milk and drink. Also people can process milk and make it into yoghurt and cheese.

NO.4

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.5

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.6

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.7

【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.8

讲座讲: 广告商经常利用广告带给观众的 emotions 来促进产品销量,

第一种方式: Produce positive emotions

eg: 一种 shampoo 广告, 一个 baby 用这种 shampoo, 笑得好甜, the smiling face relax the mother 消费者, 尤其是妈妈们就将使用这种 shampoo 和自己宝宝和自己愉快的经历联系起来, 进而购买.

第二种方式: Produce negative emotions

eg: 一个 man 的 car 在雨天 broke down 了, 他没有手机, 只好在雨中不行前往公用电话厅打电话求助. 观众自己就会 worry about themselves, they don't even want to imagine how terrible the situation is, 然后自己就赶快去买了."

NO.9

城市比农村温度高的原因。第一点是工业化原因，比如工厂排放的废气以及汽车尾气。第二点是城市里有很多深色的覆盖物，比如道路，这在夜间都保持很高的温度。

The professor says that the temperature in city is higher than that in rural places. And there are two reasons. First, there are too many machines in the city, and they are concentrated in one place, and they release heat into the air. the example is car, it eat gasoline and produce heat into the air. Second, many cities are covered with some dark surfaces, and there are many roads and streets, and most of them are made of concrete, so it can absorb the heat from the sun in the daytime, and emit heat into the air all the time.

NO.10

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.11

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.12

【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.13

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.14

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.15

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.16

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.17

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.18

保留住顾客的 strategy :

- (1) 设立 rewards program，给折扣和优惠，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

新东方®
XDF.CN

北京新东方

新东方®
XDF.CN

新东方®
XDF.CN