

## 新东方点题班口语预测大范围

---新东方北美研发中心

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**口语第一题**

2014.5.31NA

Task1:

现在很多地方都在发展旅游业,有很多外国人来旅游,说说发展旅游业的优缺点,各一个

2013.10.19NA

口语一:

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?

2009.2.28ML

S1

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)

2014.2.8NA

口1:

问出去旅游最关心哪点,三选一?

low cost

good weather

various activities

2013.4.14ML/2012.4.20NA

Task1:

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。

2008.9.28ML/2007.8.17ML

S1

如果有计划来一次旅游,你会选择哪里

2011.5.28ML

S1

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。

2012.6.23NA/2012.1.14ML /2010.2.21ML /2008.6.28NA

Task 1

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

2014.9.19NA

Task1.wealth, education, xxx 三个选一个说说为什么最重要

2012.6.17ML/2010.12.3NA

Task 1

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.

2008.11.9ML / 2007.4.21ML

口一：

森林, 沙漠, 平原...你喜欢住在哪种环境里?

2008.6.29ML

口语一: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

2011.3.19NA/2012.12.2ML /2013.3.19NA

Task1:

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

2008.12.7NA / 2007.9.29ML

口 1.当你遇到困难时会和谁说

2007.4.29ML

Task1:

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



2014.5.11ML

Task 1: Talk about an activity you enjoyed doing with your family when you were a child, explain your answer in details.

2008.5.17ML

口语一：写过最重要的文章

2014.11.8NA

1. Please describe one characteristic of a house or apartment that you think will make it a good place to live.

2014.12.19NA

1. The university provides three kinds of service to students:

- Concerts performed by students
- Drama played by theatre students
- Lecture given by a well-known professor

Which one do you prefer? Use details and examples to explain.

2014.12.6NA

1. University students are facing many challenges with their studies. What do you think is the most difficult challenge they face? Use details and examples to explain.

2014.11.29NA

1.

Among study, exercise and go shopping, which one would you like to do alone and why.

2014.2.28NA

Task 1: 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.

2014.4.5NA

S1

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

2014.4.12NA

口语一：

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.

2014.1.17NA

□ 1:

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.

2008.3.29NA/2013.8.24ML/2009.11.14ML

口语一：

版本一：Describe a most unforgettable success in your life. Explain why it was important to you. Include reasons and examples to support your response

版本二：Describe one difficulty you have encountered and how you overcame it successfully. Include reasons and details to support your response.

2011.2.11NA

Task1:

What personal quality do you admire most? creativity , courage or intelligence? Explain why? Please include details and examples in your response.

2013.12.28ML

口语一， Describe a memorable experience in a restaurant or cafe.

2014.5.10NA

口 1:

能不能不看电视一个月 为什么

2007.8.4ML/2009.3.29ML

S1

Describe a day you enjoy most or most special for you

2009.11.8ML / 2008.7.11NA

口语一:

选择什么工作?理由是什么?

2012.10.19ML / 2010.6.13ML

Task 1

朋友搬家了,让你 give advice about how to make friends in a new city

2014.10.4NA

Task 1. Your friend plans to go to your country to study but has concern about expenditure, what is your advice for your friend?

2013.6.14NA

□ 1

从三个 ability 中选一个,有 gourmet cooking,有 network design 还有一个什么能力我忘记了。因为我平时兼职是餐馆,对 cooking 比较熟悉,所以我选择 cooking skill。

2014.8.22NA

□ 1

Computer technology has influenced student' s study life in various ways. Give examples to illustrate the advantage that a computer helps in your study life.

2013.11.16NA

□语一: Which of the following activities would you do with friends rather than alone? Taking a walk, watching a movie or traveling?

2011.10.14NA/2014.6.28ML/2012.9.23ML

□ 1:

Which of the following periods in life do you think is the hardest, being a kid, a teenager or an adult.

2012.6.9ML / 2009.4.3NA

□ 1

A friend of you wants to make a big purchase but does not have enough money, what will you suggest him to do to get extra money?

2013.3.22NA

□ 1:

Which of the following Art classes would you be more interested in taking? Wood Sculpture, Painting or Photography?

三选一, 可以学一样 art, 选哪样? wood sculpture; painting; 摄影;

2011.5.29ML

□1

Describe a person that you look up to as a role model. Explain how this person influenced your life. Include details and examples to support your response.



北京新东方

2013.8.10NA

□ 1

别人到你所在的城市旅游给出建议。

2013.9.28NA

Task1:

nowadays many people move to cities for work and study .what advantages does moving to cities bring to people?

2013.10.11NA

Task1:

If your university plans to improve the life of students by one of the following methods, which do you prefer?

(1) build a new cafeteria

(2) build a new indoor swimming pool

(3) make improvements in dormitories



2012.12.14NA

□ 1 有个 group 要保护环境，你能提供哪些建议？

2007.8.4ML

□ 1:

描述你最 enjoy 的一天,AND WHY

2009.11.1ML

□ 1:

What is your favorite outdoor place to do exercise in a nice day?

2012.10.6NA / 2013.7.13ML

□ 1:

If you have a chance to go to the moon, would you go? Give reasons and details in your response.

2011.11.12ML/2010.10.29NA

□ 1:

你的一个朋友即将去面试并征求你的建议。你认为面试成功最重要的必需点是什么? A friend of you is going to have a job interview and asks for your advice. What do you think is necessary for the interview to be successful?

2012.3.24ML / 2010.3.12NA

□ 1:

学生应不应该在学期末给教授做评估?

2013.12.14NA

口语一:

从三个职员制工作 volunteer work 选一个。工作一能够帮助图书馆中人用电脑查书籍,工作二把书读给小孩听,工作三把书和杂志整理到书架上

**口语第二题**

2008.9.28ML/2007.8.17ML

s2

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

2012.1.13NA/2012.11.2ML

S2

你喜欢有很多经验的老师 还是没有经验的老师。

2012.6.23NA/2012.1.14ML /2010.2.21ML /2008.6.28NA

Task 2

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

2014.10.25NA

TASK2 Which one do you prefer, to game indoors or to game outdoors?

2013.1.12NA

口 2

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



2008.11.9ML / 2007.4.21ML

□ 2:

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?

2012.6.17ML/2010.12.3NA

Task 2

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

2008.6.29ML

口语二: 旅游要做详细计划还是偏重当时感受

2011.3.19NA/2012.12.2ML /2013.3.19NA

Task2:

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.

2008.5.17ML

口语二: group work和work independent更喜欢哪个?

2007.4.29ML

Task2:

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

2008.12.7NA / 2007.9.29ML

□ 2. 是否应该投钱给艺术中心, 美术馆

2014.11.8NA

2. People are more likely to enjoy themselves at concerts or films if they go with a group of friends.

2014.12.12NA

TASK2 2. Do you agree or disagree the following statement?

Children should start school earlier than 5 or 6 years old.

Give reasons to explain.

2014.12.6NA

2. Sometimes people will watch movies or television shows with their families and friends. Some prefer to remain quiet until the end of them movies or shows, while others prefer to discuss with families and friends during watching. Which do you prefer? Use details and examples to explain.

2014.11.29NA

2.

some people believe the government should invest money in program designed to save and protect endangered species of animal. Others believe that money for such programs should only come from private sources. What point of view do you agree with?

2014.11.8NA

2. People are more likely to enjoy themselves at concerts or films if they go with a group of friends.

2014.1.25NA

□ 2:

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

2014.4.12NA

口语二：

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.

2014.4.5NA

S2

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

2014.2.28NA

Task 2: 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.

2013.12.28ML

口语二， Do you agree or disagree with the statement that the most important class can't be learned in the classroom?

2011.2.11NA

Task2:

小孩子应不应该有自己的手机

2008.3.29NA/2013.8.24ML/2009.11.14ML

□ 2

Do you like to be taught by teachers with experience or new teachers?

2, would u like to study with teachers who have more experiences or just begin to teach. 就是问新老师好，还是经验多的好。当然选第二个容易点说。

2011.10.14NA/2014.6.28ML/2012.9.23ML

□ 2 :

Some people prefer to live in the present, others prefer to be prepared for the future and plan ahead. Which do you prefer? Explain why.

2013.11.16NA

口语二：when going on vacation , some people prefer to go camping in tents , others prefer to stay in hotel. Which do you think is better?

2014.10.4NA

Task 2.Do you agree or disagree with the following statement: Working in groups with people having responsibilities and duties is the most effective way to get the work done.

2012.10.19ML / 2010.6.13ML

Task 2

some think robots are useful in the future, some think robots will never be more useful and

smarter than human, which do you agree

2014.1.17NA

□ 2 :

Do you agree or disagree with the following statement? University education is more important than it was in the past.

2014.5.10NA

□ 2 :

有 free time 是和朋友一起 还是 alone

2011.7.23ML/2011.7.23NA

S2 Do you agree or disagree that eating healthy food is much easier now than 40 or 50 years ago?

2013.3.22NA

□ 2:

选择 participate in activities alone or with a team or group.

2010.1.30NA

□ 2

你是否觉得 it is important to study the history from ancestors;

2013.9.28NA

Task2:

school should ban on all junk food, such as hamburger, soda, and sugar from school property.

2013.8.10NA

□ 2

复习考试你喜欢在早上复习还是晚上。

2012.12.14NA

□ 2 送礼物是送实用性的礼物还是 for fun 的？

2012.3.24ML / 2010.3.12NA

□ 2 :

亲手做的礼物和买的礼物哪个好？

2011.11.12ML/2010.10.29NA

□ 2 :

你愿意一直居住在一个地方还是搬到不同的地方？Some people prefer to live in only one place for most of their life. Others prefer to move to different places. Which do you prefer and why? Use specific reasons and examples to support your response.

2012.10.6NA / 2013.7.13ML

□ 2 :

What would you build if you have the and land to do so, a park or a library? Give specific reasons and examples in your response.

2012.9.2ML

□ 2 :

长期住一个地方还是住在不同地方。

live in different cities or live in one place

2012.11.18ML/2010.9.24NA

□ 2:

Some students prefer to study for only one long time during a week. Others students prefer to study for several short times during a week. Which way do you prefer and why? Use specific reasons and examples to support your choice.

2013.3.2NA

□ 2

Some students prefer to have an early class schedule with classes in the morning, others prefer to have a late class schedule so they can go to classes in the afternoon. Which one do you prefer? Explain why.

2010.3.13ML

□ 2

Some students prefer to go to universities or colleges in their hometown. Others prefer to go to universities or colleges in new cities or towns. Which do you prefer and why? Include details and examples in your explanation.

2013.4.27NA

2 If you have time, would you choose to learn to play a new musical instrument or learn to play a new sport?

2011.4.23ML

2

Do you agree or disagree with the following statement? Parents are the most important teachers of a child. Use specific reasons and examples to support your answer.

2013.5.31NA

2

服务于当地小学的三个 volunteer activity , prefer 哪一个

1.和孩子们做游戏

2.给孩子们做一个演讲, 描述自己的兴趣, 专业等

3.辅导孩子做作业

2013.3.14NA

2

一个出差多但银子多的工作, 一个不需要经常出差, 但是银子少的工作, 你选哪一个

2011.8.13ML/2010.7.23NA

2

Do you prefer carefully choose the gift which your friends like or choose whatever you like ? Such as money



送礼时觉得给礼物好有人觉得给钱好，你觉得呢？

2011.3.20ML

老师是不是应该要求学生参加 regular discuss?

2012.10.13ML/2011.10.29NA

口 2

一个学校成功与否取决于他是否有很多的 textbook

北京新东方

### 口语第三题

2012.1.13NA/2012.11.2ML

S3

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。

2011.5.28ML

S3

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).

2012.6.23NA/2012.1.14ML /2010.2.21ML /2008.6.28NA

Task 3

**【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.

2014.9.19NA

**Task3**

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。

2014.10.25NA

**TASK3 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.

2013.1.12NA

□ 3

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

2008.11.9ML / 2007.4.21ML

□ 3:

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.

2008.6.29ML

口语三: 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.

2011.3.19NA/2012.12.2ML /2013.3.19NA

Task3:

【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

2008.12.7NA / 2007.9.29ML

□ 3.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。

2007.4.29ML

Task3:

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 fist-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。

2008.5.17ML

口语三 : 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



2014.11.8NA

3

A letter from a student to campus newspaper: Graduation speakers should be business leaders: 1. business leaders are excellent role models. They are successful and influential, earn high wages; 2. Inviting business leaders to speak will be beneficial to the school' s largest and best business program.因此更多人会知道。 By Ryan Brown

Listening: 男生说你看到 ryan 给学校写的那封信了吗? 女孩说看到了, 我觉得其实这样不好, 因为 people from other professions can also be successful and influential; 男生说意思是要增加 variety 吗? 女生说对, 比如可以邀请 teachers, 很多 teacher 也会对学生产生深远的影响; 男生问, 那他说的可以 benefit 我们学校的 business program 这一点呢? 女生说: 其实这个 business program is successful and famous enough, so it doesn' t deserve extra free advertising. 相反, 如果邀请教师, 会对我们学校的 education program 产生良好影响

2014.12.19NA

3. Reading part: Nowadays university news station hire students from different majors to write articles for the newspaper, while in the future, the news station should only hire journalism students to write. In this way, they can keep students who are really interested in news, and can have more articles completed.

Listening part: Disagree

1) Students in other major may also be interested in writing news piece, so the university should also encourage those students to write for newspaper. Take him for example, he' s now majored in history but he wants to enter news industry in the future.

2) Extra articles don' t help. There' s no point to have too much articles coming in, because the station may not have the resource and time to deal with so many articles. The process of preparing an article is complicated, which includes the efforts of both the editors and writers.

The writers write first and hand in to editors for reviewing, and then back to the writers to edit, and then back to the editors for final editing.

2014.12.12NA

TASK 3. 学校决定向全校开放“毕业典礼” /Open graduation to all

### Reading

The university decides to open the graduation ceremony to all students. The graduation ceremony was only opened to the graduated students and their family members. Attending the graduation requires a ticket. Each graduated student was given limited number of tickets, which only cover his/her family members. Other students are not allowed to observe the ceremony. Since this year, the graduation would open to all students in the university and it will be held in the open grass lawn to accommodate all the attendants, instead of being held inside of the gymnastic.

### Conversation

A female student and a male student are talking about the university's decision about open the graduation to all. The female student likes the idea and gives two reasons. The previous graduation ceremonies always invited famous people to give graduation speeches. They are either well-known in their professions or famous alumina. For example, last year the university invited a very famous alumina to deliver a graduation speech, the female student would like to go to. However, she did not have a ticket to enter the graduation. All her friends did not have a spare ticket for her. She was very disappointed. Plus, it would be nice that the graduation be held in open grass lawn, for the graduation always happened in spring. The weather at that time is nice. It would be comfortable to have the graduation in the open grass lawn then, instead of the crowded and stuffed auditorium in the gymnastic.



Question:

What is the female student' s attitude toward the university' s decision?  
Use her reasons to illustrate her opinion.

2014.12.6NA

### 3. Reading part: Items Available for Purchase in Residency Halls

"Items like toothpaste, aspirin, will be available for purchase at the front desk on residency halls. The store will be 24 hours open, and 7 days a week." Says a residency manager. "The university will conduct a survey asking students what they want for the items in order to provide stuff the students exactly need."

Listening part: Good idea.

1) It' ll be very convenient for students, since pharmacies or other stores only open till 9pm,

that' s when students need the stuff. For example, the man once had a headache during doing homework and was really in need of aspirin, but got nowhere to buy. If there' s a store at the front desk of residency, he would not have this problem.

2) They' re glad university is willing to spend some time finding out what items the students need. Because the need of students may not be known by the school since they don' t have the experience. It' s better for students to tell what the store should offer.

2014.11.29NA

### 3. Library to offer reference materials online only

Reading: The library decides no longer keep paper copies because run out of space on shelves.

Conversation: 男表示都在线查资料太棒了。因为男在图书馆工作，深有体会。书记资料太多，整理很麻烦，学生检索起来也不是很方便。女表示没有意识到会有这么大的问题。男的反问女的你上次什么时候去的图书馆查资料还记得吗，表

明去图书馆查阅纸质资料的人其实也不是很多。女的同意，表示反正宿舍也有电脑，查阅起来也很方便。

QUESTION: Please express his opinion, state his opinion and explain his reason for holding his ideas.

2014.5.11ML

Task3

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.

2014.1.25NA

□ 3

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，锻炼完走过来会很累

2014.2.28NA

S3

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。

2014.4.5NA

S3

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.

2008.3.29NA/2013.8.24ML/2009.11.14ML

口语三：

【学校通知】：学校计划将不再免费提供打印材料，并限定每个学生每个月只能打印 100 张。理由 1、学生们浪费纸张太多。理由 2、打印机经常卡纸。

【学生议论】：女生反对此计划。理由 1、不是学生想浪费纸，而是有太多的材料要用，而且有时候不知道什么材料会用到，什么不会用到。理由 2、打印机经常卡纸是因为打印机太旧了。如果换新的打印机，就不会老卡纸了。

问题：转述女生对公开信里的计划的态度和她持该态度的两个理由。

2011.2.11NA

Task3:

【倡议书】：university fair club。男生赞同。原因是 1、可以容易获取 club information，不会错过自己行参加的 club。现在的 club 太 disorganized。原因 2、男生比较喜欢得到信息 directly from club member。

【学生态度】：女孩赞同他的观点。然后好像说他俩都想参加同一个 club 之类的。

2013.12.28ML

口语三，学校调整住宿政策，大一只和大一住，因为大一新生之间要多了解交流，并且学校提供不混住的宿舍会吸引到更多学生。对话中女生觉得这样很没必要，因为：1 新生已经有很多机会相互了解了，比如活动什么的，而且他们很多课都一起上；2 很多学生喜欢混住的宿舍，包括包括她就是被这种 mixed type 吸引的，因为前辈可以给他们经验和建议。

2014.4.12NA

口语三：

版本一：文中说下学期开始，学生将不被允许在学生活动中心外面的墙上张贴海报，因为海报使建筑难看，海报可以贴在餐厅的海报栏里。女生不认同，她说如果不给贴，那个建筑就会变的很 boring，就是光秃秃的水泥墙，海报使建筑看

上去有艺术感，使它具有性格和个性，海报常常变化，也使得建筑不那么沉闷。关于海报贴在餐厅外，女孩说不是所有人都在餐厅吃饭，课后有的人吃点零食，有的在外面吃从家带来的饭，这样的话，他们就看不到贴在餐厅外的海报，可能会错过很多

版本二：

【 Proposal 】

The university prohibit students riding bicycles on campus next semester. 【Reasons】

1. There are some minor accidents. The university will reduce the accidents caused by riding bicycles.
2. Students can take free campus buses. So it will not affect students much. Listening

The girl disagrees. 【Reasons】

1. The accidents took place at night because of low visibility.
2. Free buses are not convenient. Buses are only available once an hour and waiting for

buses is a waste of time.

2007.8.4ML/2009.3.29ML

S3 阅读：是说学校决定把每个班级的人数从 8 人增加到 15 人。原因是有更多的学生 apply 这些课程，但是学校的 faculty 有限。

听力;男同学的意见：1、增加人数减少了 communication with faculty，降低了小课堂的参与程度

2、既然有更多的学生，就可以获得更多的钱，就可以请更多的 faculty 解决了人力不足的问题。简言之就是 more students, more money, more faculty

问题是：学校作出了怎样的决定，男同学的意见是什么？

2009.11.8ML / 2008.7.11NA

口语三：

reading：讲了学校出台的一个有关 raising funding 的材料，同时说可以给学生提供实习的机会。

listening：男生说了两点不同意的理由：1. 容易造成把 funding 分配给 friend group，不公平，应该有学校管理层分配；2. 学生很忙，没有时间到那些地方去体验。

2014.10.4NA

Task 3. 对话（大致如下，女生部分内容很确定，男生部分不是很确定）：

Male student: 为什么不开心？

Female: 因为我准备在 spring semester 写 thesis paper，但是我准备找的那作为我 academic advisor 的 professor 春季学期不在学校。我准备写关于 Irish history 的论文，这是她的领域（specialty）。

M: 这很重要么？

F: 是的，因为要经常沟通(regular), 她不在很不方便

M: 没有别的办法了吗？

F: 其实这个 professor 现在 fall semester 在，她说可以现在指导我写

M: 那你为什么不写？

F: 因为我很忙，我选修了很多门历史课，更重要的原因是我想修完这些历史课以后再写。

M: 那没有其他办法了吗？

F: 有，我可以写 U.S. history, 我也可以找到很好的教授。



M : 那你对这方面的历史有兴趣吗 ?

F: 我对 U.S history 也有兴趣 , 但不是最喜欢的 , 而且我都已经开始找写 Irish history 的资料了。

总结女生的问题 , 并且给出你的建议。

2013.6.14NA

□ 3

reading: a student wrote a letter to campus newspaper suggesting to make a campus garden for 2 reasons A) students can relax with flowers and trees (B) there is an empty land behind the scientist buildings which is suitable for being a garden

listening: the guy disagree (A) it's cold for most of time here. Only blooming time for plants is summer break. During rest of time when campus is full, the flowers can't grow, the campus garden is meaningless. (B) the empty land is gonna be used to expand the scientist buildings

2011.10.14NA/2014.6.28ML/2012.9.23ML

□ 3:

Reading: Campus newspaper

The university is planning to offer internship for students who majored in journalism. It takes 20 hours per week and helps the students gain professional experience. It can also replace one course of journalism.

Listening:

The woman agrees with this plan.

On the one hand, as a journalism student, having real work experience is quite important and it's good for the resume.

On the other hand, it can replace one compulsory course , which helps to save time and she can choose other subjects to learn.

2014.1.17NA

□ 3:

Listening:

Announcement: The university decides to add music concerts during the lunchtime.

Reason 1: Good for music student to have chances to perform

Reason 2: Provide food during the intersection

Listening:

The woman agrees

Reason 1: The university usually has only one concert at the end of the year, so that music students are not able to perform many pieces of music. Adding concerts during the lunchtime would provide them opportunities to perform more pieces of music that they practiced.

Reason 2: The music building is far away from other class buildings. Students have to squeeze their time to attend to the concert. So it is great that the university provides food for them for their convenience.

2011.7.23ML/2011.7.23NA

S3 通知上说的是学校要实行 bicycle borrowing program. 有两个 rules 让 program 更好。一是学生一天最多借 4 小时，这样有更多的学生可以接到车。二是学生要抵押 credit card，在换车的时候再拿走。对话中男的不同意这两个 rules. 一是因为学生有时需要到 off campus to do stuff 比如 hiking，需要借一天的车。二是学生进入某些 building 需要 credit card. 比如 library.



2014.8.22NA

□ 3

工程系停止“辅导项目”——the engineering department discontinued the tutorial program

Reading: the engineering department decided to <sup>⑥</sup>discontinue the tutorial program. Usually, first-year student come to the tutorial program and sign up for a tutor, an upper-class student tutor the first-year student on course material. However, upper-class students are busy in their study and the engineering department is short of upper-class students. One of the staff even said: “the tutorial program does not help the first-year students at all” .

Conversation: 男女对话。男生反对工程系停止辅导项目。他认为,如果 upper class students 没有时间辅导 first-year student, 那就让 engineering ph.D students 辅导 first-year student, 反正博士生一大把时间, 辅导低年级学生也不会耽误他们太多时间, 何况 ph.D students are supposed to be the most knowledgeable students, 辅导学生合适。女生赞同并说, 应该强制博士生每学期辅导一个低年级学生 ( require ph.D student sign up at least one student for tutoring as a mandatory )

男生还说, 他不同意系里说的辅导项目 doesn' t work , 他觉得 very helpful, 有些 first-year reading material 很难, tutor 讲解一下豁然开朗, 尤其是 before big exams , tutor 的作用更大。

Question: briefly summarize the decision of the engineering department, then state the male student' s opinions about the decision

2013.12.7NA

口语三：Reading: University is going to cancel its lecture series.

2 reasons: 1) low students' attendance rates.

2) Expensive to pay professor' s housing.

Male student disagrees with the announcement because he had a good time there. He thinks it is the advertising problem. The university only put the information on its website and not too many students will see. He suggest to hang out posters which can be seen everywhere on campus. In terms of expensive, he suggests university can put professors in empty dormitories instead of hotels.

2012.10.28ML

Task 3

学校计划改变校车服务：增加班次和走更合理的路线。两个学生讨论这个事，女生认为很好，因为班次太少，她以前坐校车经常迟到，所以她只有开车来学校，但现在汽油很贵，很花钱，这个计划可以使她省很多钱。

2013.3.22NA

口 3:是学生写了一封信提议学校 Improve library,集中两个方面，一个是增加可以查书的电脑；另一个是 add faculties

男生表示很支持。第一很多学生在图书馆发邮件做 research, 要排队才能用上电脑 look up books.第二 这些 faculties 都是学生可以增加工作机会。

2013.9.28NA

Task3:

某学校的 summer school 招生状况一直不好，没多少人愿意报，所以从本年开  
始要采取一些对策增加招生数量。第一个是缩短时间，由 6 周变成 4 周，这会  
让很多同学有时间在 summer 课结束后回家或者出去玩儿，有放假的感觉；第  
二个是减少 summer school 的住宿费，尽量减少钱的问题带来的困扰。

Conversation：对话中，男生认可学校的做法，在缩短时间上，他觉得这样可  
以让学生和家人见面或筹划旅行，举例说他自己去年上了 summer 之后离秋季  
开学就只剩一周了，最后他觉得自己假期都没得到休息，现在这样会更好。在减  
少住宿费上，他觉得这样可以让更多原来想上 summer 但是因为钱的问题上不  
了的同学有能力上课。

2012.3.24ML / 2010.3.12NA

□ 3:

学校要办一个 cleanup in campus 的活动，让同学们意识到保持学校整洁的重  
要性。

student agree

1，看到你的同学在捡垃圾，你在扔垃圾的时候就会 think twice。

2 . have fun. attracts more students 做志愿者，还可以 socialize , enjoy the  
music。

2007.8.4ML

□ 3:

学校准备增加每门课的学生,原因是学生增多了但是教授不够.学生认为学校不应  
该这样做,因为小课堂更好讨论和参与,如果增大了他们会没有这些好处.而学校  
有更多的学生就会有更多的收入,所以完全可以请更多的教授

2012.9.2ML

□ 3:

proposal 建议学校增加 international channel to receive international programs 方便学习外语学生和 international students。女生同意 她在学习西班牙语 这样可以 strengthen force 她的西语 还可以知道 how native speaker use latest expressions 方便 international students 知道本国新闻 还说她曾经在西看美

2009.11.1ML

□ 3:

报纸出通知：新生统一住校，原因有二：一是向 students 提供建立学习小组的机会；二是缓解 campus parking 的压力。女的不同意：一，她以自己举例，根本没有因为住校而建立学习小组；二，新生住校非但不能缓解 parking 的压力，反而会因为更多的学生住校带来更多的长时间霸占车位的现象而造成车位短缺加剧。

2011.11.12ML/2010.10.29NA

□ 3:

学校要取消 art entertainment newsletter 把 information 都放到 web 上去。女生不同意 1) 不方便大家获取信息 2) 可以适当付稿费增加 review

2013.12.14NA

口语三：

给大学新生建议周末去野营，并且学校提供道具和方案，女的不同意，理由 1 第一年应该在学校校园环境 理由 2 装备很贵，一年只用一次，性价比不高。

2012.12.14NA

□ 3 music building change

reading : music building 改造完成，有地方拿来做 locker，来保存学生的乐器。还有建专门的联系房。

男生支持：原因 1 更加方便，不用 carry instrument back and forth。淋雨或什么的会损坏乐器。2 现在只能在 dorm 练习，现在有练习房，不会影响别人休息了

2013.8.10NA

□ 3

文章说的意思是教授亲自批改学生作业，而不是让一些研究生批。

2010.1.30NA

□ 3

文章内容: 学校出公告要建一个 housing office for off-campus.

对话: 女生同意觉得很好.原因: 1)是 on-campus 的 dorm 已经 overcrowded 了.2)是新生不熟悉本地环境.这个 office 正好帮助他们.问总结女生观点。

2009.11.20NA

Task3:

有个学生写了封信，说能在教室吃东西。好吃有 2：有利于学习；在每周最后一天可以开 party。一个男生正义地反对写信的人。理由是：1、在教室吃东西让别的学生不能集中精神；2、周末的最后一天，往往是非常重要的，准备考试什么的，不能开 party。

口语题

2013.8.31NA

Task3:

create a new study lounge in humanity building .男生 agree，离教室不近不用走很远去图书馆自习，节约时间；2 方便小组讨论。

2010.10.31ML/2009.9.25NA

□ 3 :

讲学生建议学校开个快餐店，解决学生工作，给学生提供方便  
学生讨论，赞成

理由 1、可以 learn how to run business，便于以后发展。

理由 2、另外一个就是节省时间，咖啡店排队，别的地方要往返半个小时车程，  
可以用这个时间来学习。

2013.5.31NA

□ 3

阅读材料——校报上的建议：某个 lobby 原先是 for group study，建议把它改  
成 for individual study，同时建议 group study 在图书馆的会议室  
( conference room ) 进行

听力材料——重点在于 women。她同意校报上说的。她表示根本不愿意去那里，  
有一次为了赶 paper 在那里学习，吵得要死不能专心，要求同学安静，但周围  
人只安静一小会然后又继续吵吵

同时她赞同 conference room for group study。因为有门，不会吵到别人，  
同时桌子很大椅子很多；然而 lobby 的桌椅很小，需要拉到一起拼起来

### 口语第四题

2009.2.28ML

S4

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。

2014.2.8NA

口 4:

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。

2013.4.14ML/2012.4.20NA

Task4:

【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。

2008.9.28ML/2007.8.17ML

S4

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

2014.10.25NA

TASK4 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.

2014.9.19NA

Task4

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。

2013.1.12NA

□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。

2012.6.17ML/2010.12.3NA

Task 4

【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。

2008.6.29ML

口语四: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

2011.3.19NA/2012.12.2ML /2013.3.19NA

Task4:

【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。

2014.5.11ML

Task 4

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买 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.

2007.4.29ML

Task4:

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。

2008.12.7NA / 2007.9.29ML

□ 4.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。

2014.1.25NA

□ 4

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

2014.12.19NA

4. Reading part: Nectar Corridor

Nectar corridor is a distinctive type of migratory corridor comprised of a series of stepping stones placed in a dissimilar matrix. Some of the migratory species time their migration to match the flowering and fruiting of various food plants. The flowing plants serve as nectar trials to fuel their flights. In the process of moving from one plant to another, these species are not only feeding, they are also pollinating.

Listening part: A species called Rufous Hummingbird follows the nectar corridor. They migrate each fall to southern Mexico, feeding off flowering plants on their way. In the spring they again follow the nectar trail as they

return to Northern California, Washington and the Rocky Mountains and well into southern Alaska. This small bird plays an important role in plant reproduction by moving pollen from plant to plant on its winter grounds, breeding grounds, and any area over which it migrates. From Alaska to Mexico and throughout the western US, the Rufous Hummingbird drinks nectar and pollinates flowers year-round throughout the habitat that it visits annually.

How does the example in the listening part explain the concept of priority effects?

2014.12.12NA

#### TASK 4. 焦点效应/Spotlight Effect

##### Reading

The spotlight effect is the phenomenon in which people tend to believe they are noticed more than they really are. An accurate evaluation of how much one is noticed by others has shown to be uncommon. This tendency is especially prominent when one does something atypical. If a person made a mistake, he would think everyone is judging him and pays attention only at his mistake. Such overestimation of other's attention at oneself is spotlight effect.

##### Speech

The male professor gave a story of his in college to illustrate the spotlight effect. When he was a freshman at college, he joined the university's newspaper (校报). On the first dinner held in a nice restaurant for welcoming new members of the newspaper, he was well dressed and prepared to make a good first impression to his colleagues and the editors. For the first 30 minutes, he did very well. He delivered good ideas and gave constructive suggestions on how to improve the newspaper. He saw everyone was smiling at him and people applauded for his ideas. Out of sudden, he knocked off a glass of water by accident,

and the glass broke into pieces on the floor. He felt so embarrassed about such a mistake and he felt very uncomfortable for the rest of the dinner. However, when he talked about such an event one week after the dinner, his colleague only remember his good ideas presented in the dinner and did not recall anything else. He asked his colleague whether the colleague remembered that he knocked off a glass of water. His colleague seemed confused and stated that he cannot recall such a thing at all.

Question:

Use the professor' s experience to illustrate what is the spotlight effect.

2014.12.6NA

4. Reading part: Priority Effects

environment before the other species come and avoid them to utilize the habitat.

Listening part:

alter the

Priority effects occur when a species that arrives first at a site impacts a species that arrives

later by reducing the availability of space or resources. The species coming first may

There' s a kind of small ants(文中始终未给出该蚂蚁名称), when they first arrive a new habitat, say an "askentia(音) tree" , their unique habit is to eat part of the tree which produces nectar, because they don' t rely on it. They are altering the environment before any other species come.



There is a kind of bigger ants, they're more aggressive and can easily occupy the trees as they want, and can force the smaller ants to leave. However, they rely on the nectar produced by "askentia" tree very much. So the smaller ants stop the tree producing nectar to avoid the bigger ants to take up the tree, so that they can stay living there.

How does the example in the listening part explain the concept of priority effects?

2014.11.29NA

4.vertical migration

Reading: we usually associate migration with birds. But other species do migration too. 目的: warm climate and more favorable condition for reproduction.

Lecture: squid. 每天晚上它会在水的表面找东西和活动, 会一直到天明。但是白天的时候会回到水的下面, 因为上层不安全, 阳光容易使得squid很容易捕猎者发现, 所以它需要刀深水来躲避。

QUESTION: Use details from the reading and lectures to explain vertical migration and how it benefits the squid.

2014.11.8NA

4. 女孩说 summer is coming, 你都准备好了干什么啊? 男生说准备去 professor 的 lab 里面做一个 chemistry research internship, 女生说 seems that you are all set. 男生说其实没有, 还有很多问题。我的这个 internship is unpaid, but I need to earn money. 女生说我听说 campus book store 在招人, 你可以 work in the lab during weekdays and go to the book store at weekends. 男生说 then I cannot relax much. 女生说倒也是, 或者你可以 ask your professor to see whether you can share then internship with others. 你就可以在没有工作的那几天出去赚钱。男生说, 对的, 我听说以前也出现过几个人 share 这个 position 的情况, the professor was fine with it. 女生赞同,

男生说但是那样我就不能 learn as much as I can if I do it for full-time. I cannot follow up with the experiments and results.

新东方®  
2014.4.12NA  
XDF.CN

北京新东方

口语四：

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.

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2014.4.5NA  
S4  
XDF.CN



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.

2014.2.28NA

S4 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。

2008.3.29NA/2013.8.24ML/2009.11.14ML

口语四：

【课文要点】:advancing crediting 是如何让小孩能够表现的好。小孩对 praise 的不同反映，你要是事先表扬他们，再让他们做什么，他们就不太听话。你要是等做完事情后在表扬他们呢，他们就能够表现的好。【教授举例】：教授讲一组个实验：第一次，把小朋友放一个房间里，给他们糖吃，大部分小孩子们都把糖纸扔地上 DRORP ON THE GROUND，后来老师教导他们说爱干净，要保持环境 NEAT，很舒服。还表扬那些表现好( behavior proper )，保持环境的小朋友，说他们是干净的小孩。过了一段时间，再做这个试验，大部分小朋友就都把糖纸仍在垃圾桶里。

2007.8.4ML/2009.3.29ML

S4

阅读：动物有固定的 patterns of behavior

听力：1、一种小鱼：male fish 会 do attack dance to the finish entering its territory 而且是有 red mark 的，如果没有 red mark 就不会

2、goose：female 鹅生过蛋后会 move its head back and forth，但是当它的 egg 被 moved away 以后，它仍然这样

问题是：讲一讲什么是动物的这种惯性行为（文中用了缩写，好象是 AFS 还是 FAS 记不清了），然后讲讲 lecture 中间的例子如何证明的。

2009.11.8ML / 2008.7.11NA

口语四：Reading：Operant conditioning 的定义，大意为：Operant conditioning is to modify the occurrence and form of behavior by the use of consequences

Listening：教授举例予以说明，说一个学生 always interrupts the professor's lecture, by asking questions without raising hand. The professor punished him by taking his play time out, so in order to avoid the punishment, he changed his behavior. Professor praised him whenever he did things right way, by doing this to help him behave better.

2012.10.19ML / 2010.6.13ML

Task 4

好像叫 information cascade, 说人们做选择前看别人怎么选择再模仿, prof gives an example when he went to a new city, choose place to have dinner between an italian restaurant and a French, guidebook suggest

Italian, but he find italian is empty while French is crowded, so he choose French, but food was mediocre, after he go to the French, even more people choose French and Italian is still empty.

2013.6.14NA

□ 4

reading: v 开头单词 说明动物花时间环顾四周以确保没有天敌的行为。独处时这个行为耗时很多，群居时平均减少很多，可以做别的事

listening : 黑猩猩很显眼会吸引老鹰。自己一个在树上觅食要 continuously 注意天上有没有威胁觅食很低效。树上同时有好多只，一个把风别的觅食速度快很多

2014.1.17NA

□ 4:

Definition: Environment impact assessment, "The purpose of the assessment is to ensure that decision makers consider the environmental impacts when deciding whether or not to proceed with a project.

Example: The professor gives an example of a construction company. The company was going to build a shopping center on a large land. Before the construction, they did a study and found the land was wetland. Their original plan was to fill solid soil into this land. But the environment impact assessment said that the wetland was very important for the environment. It could prevent flooding because it could hold water. So they decided not to fill the land and cancel this plan. Alternatively, they moved to another piece of land.

2014.5.10NA

□ 4:

当一个人得到 higher rate of payment ( 高于他们应得的 ) 就会

1.工作的更快更有效率 2.会在相同的时间下做更多的工作。

没太听出来 professor 的态度 举了一个出版社的校对人员 ( proof read ) 的例子。加薪后效率高，薪水回去之后效率也变为从前。

2011.7.23ML/2011.7.23NA

S4 一个概念叫 carrying capacity 是指一个地区能容纳某物种的最大数量。教授举例子说一种 moth 吃一种植物 ragwort。有一年雨水少，r 长得不好，很多 m 死掉了，而且下得 eggs 也少。第二年雨水恢复正常了，r 恢复正常了，m 的数量也增加了，下得 eggs 也多了。第二年恢复过来的 m 数量和之前的数量差不多没变。

2013.3.22NA

□ 4: sociology, 一个女教授说不同种群的人会用自己创造的语音来进行对话。

举了两个例子；一个是医生们用自己有的专业知识来进行交流，但对病人就要详细说明；一个是一群 share experience 的人，有过共同经历，只要 mention 事情的 keyword 就能引起共鸣。summarize 一下就可以了。

版本 2 是 developmental response 就是植物可以调整自己适应环境的改变。教授举了 pine trees 作为例子。这种树可以长在阴凉地方或者 sunny place。<sup>®</sup> 长在阴凉地方，SOIL 湿，就不需要发达 extended roots system 去生存。长在阳光好的地方，土地干，需要发达的根系汲取充足的水分。

2011.5.29ML

□4:动物利他主义 Animal altruism, 动物有时会做 altruistic behaviors, 尽管这样做可能危及自己的生命。教授举例：加利福尼亚有一种松鼠 squirrel, 他们

成群生活，生活在山上，他们的天敌 predator 是山狮 mountain lion。群中有一只母松鼠有强烈的保护他们成员的冲动，在敌人来的时候他们会尖叫以报警。然后让其他松鼠可以跑掉 escape。但是她们自己也暴露了自己的位置 location，引起了 mountain lion 的注意力，陷入危险境地 will be attacked，他们的危险 risks 比其他松树多一倍。

2014.8.22NA

□ 4

用户推广内容--User generalized content

Reading: User generalized content is a strategy used in companies' advertising campaigns. Companies use customer' s experience and words in the advertisement to convince potential customers. Because all the customer' s experience are real, their words are more believable to the public.

Lecture: Some company use user generalized content and obtained favorable results. An athletic shoes company invited the customers who bought their shoes talking about their customer experience—how do you like the shoes, and video those customers. The company picked one of the video in which a girl expressed her likeness of the shoes. The video was later aired in the national TV station. It received very well. The girl looked obvious not a movie star or a model. She looked like a girl could live next to your door or sit beside you in high school. Ergo, her words are very convincing.

Question: use the example the professor stated to illustrate the concept of user generalized content.

2013.9.28NA

Task4:

阅读话题是 biological mimicry ,即科学家通过观察动植物的生活习惯和生活方式获得灵感 把其中的一些值得借鉴的方式应用到人类生活中。听力里 professor 谈论的是一种叫 lily pad 的宽大扁平的植物 (睡莲叶), 一般漂浮在水面上, 根茎在水中, 科学家们由此发明了 solar lily pads , 一种太阳能装置, 扁平的太阳能 panel 漂浮在水中, 而发电装置放置在水中, 可以大面积吸收太阳能然后快速转换成电能, 为人类生产生活服务。

2013.8.10NA

□ 4

说一种症状是人们能记住一个事情的具体内容但是不记得在哪什么时候发生的。听力文章是教授和姐姐说起他们一起经历的在山谷走累了看到美丽蝴蝶, 有力气继续爬山, 教授的姐姐说这不是他的亲身经历是看电视节目看的。

2013.10.11NA

Task4:

文章: 一个 proposal, 建议学校拿出一部分 activity budget 给学生参加 academic conferences.

男生 觉得这个建议不好 有两点原因 :1) 活动经费应该就给那些原来 intended for 的活动 比如 cultural activities, extracurricular activities, for example, concerts. 2) 学校其他的 academic departments 已经有给学生参加学术会议的经费预算, 学生只要申请, 教授会决定是否给钱让学生去开会。

要求: summarize proposal, 然后说男生的评价



2013.12.14NA

口语四：

permeable group 的概念，意即相比于一些封闭的动物种群，有一些动物种群的 group 愿意接纳外界的个体加入 group 一起生活，相互交流一些经验。Lecture 中，professor 举了 female chimpanzee 的例子，chimpanzee 到了十岁的时候就会离开家庭，独自寻找一个 group 生活。而新的 group 也很乐意接纳她，因为她会带来一些新的知识。比如说在捕食上，由于她从另一个地方来，她在捕食 ant 的时候采取一种借助 stick 的方式，即让 ant 都从 stick 的一端爬上，然后她再在另一端等着吃掉它们。这个 group 里的其他成员会看着她完成这一切，记录下来并应用到以后的生活中。

2012.3.24ML / 2010.3.12NA

□ 4:

Short-term memory: a temporary storage of information 两个特征 :decay (not being used) 和 interference (new information).

For example , you are out with your classmate and you want to dial someone's cell phone's number which you don't know . So you ask you classmate and call your friend . But after two hours when your friend are not with you , since the number has been used after that , you couldn't remember and recall the number again because it has fade away . That's decay.

The professor uses his own experience to illustrate interference . He went to the bookstore and made a list of the books he wanted , but he forgot to take it with him and left it in his car , but he thought he could remind himself of the books listed . However , when he ran into his friend in the bookstore and talked for a while , all he could remember is the booked his friend mentioned that were quite interesting . The new information interfered with the original one . That's interference.

2011.11.12ML/2010.10.29NA

□ 4:

Teacher-learned center 一种学习方法, learner-centered teaching:

讲一个现象是老师提供学习材料让同学学习,不如让同学自己找自己感兴趣的材料,更能激励学生。教授用自己女儿 Anna 学吉他的例子说明此事

2012.10.6NA / 2013.7.13ML

□ 4:

Reading: Advocacy Journalism

Listening: The professor's friend used to work for a newspaper. One day the city decided to demolish a historical building. When the professor's friend found out about this, he wrote an editorial starting with how demolishing the building will make ways for new buildings, and it's a great plan. But he continued to write about how historical the building was and it's full of memories for so many people in the city. So people decided to give the demolishing plan a second thought.

2009.11.1ML

□ 4:

报 dormancy 这一概念, 阅读材料讲到冬眠的涵义: 帮助渡过恶劣环境; 降低自身生理能耗。听力材料里 professor 讲述了一个肺鱼的例子: 在河水干涸之后鱼就躲在河床上之前就打好的洞里, 这样一方面可以隔热、保湿, 另一方面可以降低呼吸、心跳频率。

2012.9.2ML

□ 4:

讲个什么人会在 awareness 和 tired 之间反复的状态。教授举了自己经历。大学时喜欢夜间做事

2007.8.4ML

□ 4:

阅读讲了一种动物的行为, 就是说它们会养成一种习惯即使是情况改变了。



听力里教授讲了两个例子,一个是一种公的鱼,他们会有自己的领地,然后攻击其他的公鱼(Which is remarked in red),后来即使是看到其他的红色的东西也会攻击.另一个例子是讲母鱼会怎么 MOVING THEIR HEAD 来保护他们的卵,后来即使是卵被拿开了他们仍然会这样做.

2010.1.30NA

□ 4

business class 讲 lateral view (侧面观点).就是从一个新的观点来看问题.

对话里的教授举了一个例子:一个经营宾馆的人老遭到顾客抱怨说等电梯时间太长.然后经理先去找了电梯生产商,发现解决问题成本太高.然后他的员工给他提意见说可以在电梯前装个电视,顾客就不觉得无聊了.问题让你用这个例子来说明 lateral view.

2009.11.20NA

Task4:

心理学: comfort zone--人们在熟悉的环境里面觉得舒服.在新的、不熟悉的环境里就不舒服.教授举了个自己朋友的例子:他以前是电影专业的,想毕业后写电影(不确定?反正跟电影有关),但是后来毕业了当了 reporter.后来又有机会来写电影,但是他又觉得不适应,想还是回去当 reporter.

2011.4.23ML

Reading part:

【名词解释】:

## backward framing 事后重塑

消费者尝试一种新产品后会做出评价，如果不喜欢，可以通过广告改变其记忆，使记忆趋向积极的一面。

Listening part:

【教授举例】：

Professor 举例说，他们提供了 coffee sample 给一组愿意接受市场调查的人喝，在他们不知情的状况下加了盐和醋，喝起来味道会怪怪的。喝完 coffee 后，给他们看了一组广告，广告里人们坐在一起喝咖啡，很 happy 并且还面带微笑。因为看了广告，所有人都还是跟广告里面的人一样评价说这咖啡很棒。

Question：用听力的例子来解释对这个概念的理解。

2013.5.31NA

□ 4

阅读材料 Negative Externality 的概念 两方达成某个协议，但是没有卷入该协议的外人可能因此受到利益损害

听力材料 关于 Negative Externality 的一个例子：教授小时候家附近有片漂亮农田，风景好，周围居民都很 enjoy，但是农田主人想退休，于是把地卖给一家公司，公司建厂，厂房破坏美丽景致，工厂烟雾造成污染，周围居民尽管没有参与这个土地转让的协议，但他们利益受到损害，却无计可施

2013.8.31NA

Task4:

backward framing，教授让 volunteer 喝 coffee，里面放了盐，很难喝，但是测试者不知道，喝完后让他们看广告，广告里说这种 coffee 特别好喝，然后让

他们写对 coffee 的评价，很多人都说 delicious，证明了 backward framing。

2012.11.18ML/2010.9.24NA

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□ 4:

【名词解释】：friend affiliation (群体归属)：refers to the people's desire to be a member of a certain group。想让顾客买产品，必须要有 affiliation。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 音乐和 party 也就此 stop 了 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，然后这人就换了个口味。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。

2011.1.8ML /2009.12.11NA

□ 4:

stimulus discrimination 例子说 seal 海豹听声音来决定 keep on eating 还是 leave，predator 和 harmless 的情况声音不同。

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### 口语第五题

2013.4.14ML/2012.4.20NA

Task5:

【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。

2008.9.28ML/2007.8.17ML

s5

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 说有可能会让另一个同学 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.

2012.1.13NA/2012.11.2ML

S5

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？

2011.5.28ML

S5

女生要排戏，选角色试镜的时候发现大多数人都没有经验，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.

2012.6.23NA/2012.1.14ML /2010.2.21ML /2008.6.28NA

Task 5

【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.

2011.3.19NA/2012.12.2ML /2013.3.19NA

Task5:

【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

2008.12.7NA / 2007.9.29ML

□ 5.对话

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，直接和他说生日 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？

2008.5.17ML

口语五：一个女生组织 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

2014.11.8NA

5. Impression management:

Reading: We often control or manage their impression unconsciously in order to convey information to influence how other people perceive us. 这种 impression 既可以是外表也可以是自己的行为。

Listening: 1. When a student wants to do a presentation, you would see him more formally dressed. Even before he starts, you can feel that he is taking the presentation very seriously and is very responsible. 2. 教授举了个自己的例子，校长第二天想 take 这个 professor 的 ride to school. Right before the day when I will take the ride, I took the trash out of the back of my car and even had my car washed. And when the president got in my car, I changed my radio music into classical music. But I even don't like classical music.

2014.12.19NA

5. Girl's problem: She's going to give a presentation on her studying-abroad experience, but her laptop crashed and she was unable to show the audience her pictures.

Possible solutions:

1) She has an album book containing some of her pictures taken during her studying abroad, she could pass the book to her audience

- In this way audience will be able to see her photos

- Not all pictures she wants to show are included in the book

- but there are a lot of audience, she's not sure everyone will be able to see it

2) Her pictures are still in her camera and the camera is in her parents' house. She could go there to get the camera, and show her audience through the camera.

- She has the time to go to her parents' house to pick up the camera and come back before the presentation

- But she's going to use the time to practice her presentation, rushing to her parents' house will take up the time

2014.12.12NA

TASK5 5. 复习电脑软件/Be familiar with a computer software

对话/Conversation

男生刚获得一个Research Assistant的职位，女生对他表示恭喜。男生说这个职位要求他熟练运用一款电脑软件分析数据（use a specific computer software to analyze data）。女生问男生是否会运用这款软件。男生说他在简历上说他会运用，实际上他也会运用，但是太久没有使用这款软件了，对它比较生疏。女生问，这个职位要求什么时候上岗。男生回答，从下周一开始，因此他还有一个周末的时间可以复习这款电脑软件以达到熟练运用。但是问题在于他已经与朋友们一起约好周末去night camping，女生回应night camping 听上去很有趣（that sounds fun）。男生自己给出两个解决办法：要么他放弃露营，安心复习电脑软件，要么他去露营，利用工作的第一周的业余时间复习电脑软件。可是男生有说，工作第一周有很多培训（training），schedule might be very full，可能没有时间复习电脑软件。



Question:

Summarize the male student's problem and the two solutions he gave, which solution you would suggest him to follow, give your reason.

2014.12.6NA

5. Man's Problem: He has a study group the next day with other students for Physics exam, but there's a presentation on writing novels holding at the same time.

Possible solutions:

1) Attending study group:

- Cannot change the time since other students are busy at other time
- It's better to study with them because they're better on Physics than him, and he got some materials that he didn't understand (emails may not be helpful enough)
- Can read the article recording the presentation on the website afterwards

2) Go to the presentation:

- He's crazy about writing and he really wants to go
- The writer who gives the presentation may not come to his university again
- Reading the article on website is not the same as listening to the presentation in person
- The man can study himself, and the other members in the group study said he could email them if he have questions studying alone

2014.11.29NA

5.conversation: 女生向男生诉苦

女的ankle在soccer时候break了。不能开车，但是女的还得在高中和其他地方教书。男的问那可怎么办。女的可以说可以打车啊，但是女的最近没那么多现钱。男的问就没人接你吗。女的说有啊，我的朋友，但是我不想麻烦她，况且我教课的一个小时我的朋友还得在那里等着我啊，她说她可以去咖啡馆学习，但是还是不太妥当。男的回答到：哎呀，她是你的朋友嘛，朋友不就是应该互相帮忙吗，而且是你朋友主动提出来的。

Question : explain what happened and state which solution you recommend and explain why.

2014.5.11ML

Task 5

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.

2014.1.25NA

□ 5

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

2014.2.28NA

S5 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。

2014.4.5NA

S5

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.

# 北京新东方

2008.3.29NA/2013.8.24ML/2009.11.14ML

口语五：

【学生困难】：女生在图书馆看书，忽然想起要赶去教室做她的 presentation，路程是 10 分钟，时间很紧了。男生告诉他下大雨了。没带伞。

【解决方案】：有两个解决方案：男生说出方案 1、男生借给女生雨伞，但是雨伞在不远的另一个地方，去取的话要几分钟，然后女生会迟到。女生自己说出方案 2、冒雨跑去教室不会迟到，但全身湿淋淋，书和笔记本也全湿掉。描述女生遇到的难题，男生给的两个建议，你的建议，为什么。

2013.12.28ML

口语五，学生把车钥匙留在车里了，书也锁在里面了，没书就没办法上课，两个建议：一，找一个 locksmith 来开锁，但这样很贵；二，向她父母要 extra key，但要一两天时间才能送来。

2014.4.12NA

口语五：

版本一：男生想去参加一个电影鉴赏会，但是那天晚上他 cousin 要来，他要和他在餐厅吃饭，给他介绍学校的情况。他有两个选择，女孩说她可以陪他 cousin 吃饭，介绍学校情况，因为她天天晚上都在餐厅吃饭，男孩说让一个不同的人介绍学校确实好，但是他 cousin 有些害羞，他有点担心他会感觉不舒服，另外一个办法是不去看电影，以后再补，但是他又非常想参加后面的讨论会。女生让他决定好了告诉她

版本二：

【Problem】

The girl attended the rehearsal of a school play, the rehearsal is time-consuming. She is too busy to take many classes and not doing well in study. She does not know what to do.

【Solutions】

1. Drop out of play and focus on study.

Con: Her major is theater. Attending rehearsal helps her progress. If she quite, it may make trouble for her professor to find someone to replace her and the professor may be angry with her.

2. Decrease the number of classes, take it next semester.

Con: She has taken the course for 3 weeks and put in so much work in that class. It is a required course. If she drops the class this semester, she has to take it next semester.



北京新东方

2007.8.4ML/2009.3.29ML

S5

woman 收到一个去 marine research 的 offer , 但是给的钱不够她去交下学期的 tuition. man 说 : 1、 explain to them and ask for more money ( women 怕他们收回 offer ) ;2、 take a part-time job( woman 说怕时间不够太累 ) 问题是 : 这个女生的 Dilemma 是什么 , 你认为应该怎么做 , 为什么 ?

2009.11.8ML / 2008.7.11NA

口语五 :

女生的遇到的问题 : 和室友的 schedule 有冲突 ( had some schedule conflicts with her roommate )

解决 : 1.调整自己的 schedule , 因为她室友的不能调了 ( change her schedule, since there is no way for her roommate to change in any way )2.早起学习 , 利用白天学习( get up early and study in the day time )  
3.到图书馆 ( go to the library )

2012.10.19ML / 2010.6.13ML

Task 5

男生定错机票 have a physics test on that day, two solutions, one is to change the flight, charge \$150 fee, another is to ask the prof to change

the date of exam, only Tuesday is available, but have another two exams on that day, don't sure if he will be ready for the three exams.

新东方  
XDF.CN

北京新东方

2014.10.4NA

Task 5. Publish newspaper once a week

平时校报都是一周发刊 6 次，周一到周六，但是现在决定改为一周一次。因为 1) 学校的 funding 减少了，不足以维持校报开支 2) 只有 small percentage 的学生会看校报

女生不同意两个原因，因为 1) 校报可以提供更多的 advertising place 用来刊登广告赚钱，open to more local business, 比如 clothing store、运动用品店等等，而不只是给 restaurant 刊登广告。2) make it available at more places. 目前校报只有 student center 和 library 有，如果想看的话只能去这些地方，因此还可以扩大范围，把它放到 cafeteria, gym 之类的地方，这样的话会有更多人可以看到。

2013.11.16NA

口语五：男生因为原来的上学路线（M.H bridge 名字不确定，不过不重要）在整修，需要几个月才能竣工，只能选择另外一条更远、交通更拥堵的路线。结果是他历史课已经迟到了好几回了。

解决方案及优缺点：

1. 早起
  - a. 能够按时到校
  - b. 有时晚上打工，起不来>.<
2. 把课退了下学期再上
  - a. 刚开学俩星期，损失不大，比较灵活
  - b. 喜爱这个教授；)

2011.10.14NA/2014.6.28ML/2012.9.23ML

□ 5:

The man has a problem: he is flying back home, but he doesn't know how to get to the airport.

There are two possible solutions:

1. take the train: He can get to the airport directly and it's cheap. But the plane leaves at 5 am, the train leaves at 6:30 am. The only way to go is to get to the airport in the evening before the plane leaves.

2. take a taxi: it's convenient, but much expensive. It takes 40 dollars by taxi, but it only takes 5 dollars by train.

2014.1.17NA

□ 5:

Problem: The girl dropped her cellphone at her parent's house, but she needs it to make calls and send text messages on campus.

Solution 1: Drive back to pick it up

Pro: /

Con: It would take 3 hour. And she will have a chemistry exam this week. She wants to prepare for it rather than spend time on the road.

Solution 2: Ask her parents to mail it to her

Pro: She could use someone's phone first while waiting for hers

Con: But they cannot mail it until tomorrow, it would also take time for her to pick it up from the campus drop box.



2014.5.10NA

□ 5:

春假来了 男学生问女学生干嘛去 女学生很纠结 每年都回家和父母呆一周 但是今年不行 因为她 sign up 了 geology trip to a mountain 去做 hiking 和观察 rock 她认为很有趣 但是这件事一直没告诉她父母 最近她才知道她 sister 春假从国外回来 她也很想和她一起过春假 她 sister 甚至已经把她想要一起做事物的清单给他发过来了 她自己分析了两种办法,一个不去 trip 因为可以下次,一个是不回家 夏天再和 sister 见面 男的没提出自己的观点 只是一直在旁边附和。

2014.8.22NA

□ 5

Conversation: 男生向女生诉苦。He ordered a printer online and asked it delivered to his dorm address. He needed a printer to print 3-4 response papers to submit every week. However, he mistakenly filled his parents' address as his address. The company sent the printer to his parents' house. He was thinking asking his parents to send the printer to him, but the printer is in a big box and the shipping fee could be high. He could also drive home later—he drove home once every month—and brought the printer back next month, however, he needed the printer to print response papers very soon. Plus the library where he could use a printer was very far from his dorm.

Question: Summarize the boy' s problem and the two possible solutions, which do you prefer, state your reason.

2011.7.23ML/2011.7.23NA



S5 男的本来答应那个女的干啥（干啥没听清），但是男的忘了晚上有乐队排练（为了个演出）。但是那个女的已经有了安排，应该是要去看 play。两个解决方案：一是女的不去看 play，二是男的和乐队 leader 请假不去排练了。

2013.12.7NA

口语 5

The man has got a prize for his outstanding term paper and he is going to have dinner with university president. The problem is that he does not know what to wear. He asked peers and one said he is going to wear suit. But he does not have one. He wants to buy a suit but he does not have time because he is busy. He also can dress casual, usual pants, but he is not sure whether it is ok.

2012.6.9ML / 2009.4.3NA

□ 5

【学生困难】：女生所在的 radio club 要招新，负责招聘的同学病了，明天不能去了。

【解决方案】：女生自己说出两个方案。

方案 1：女生自己去，但是明天有 group meeting, 时间冲突。

方案 2：她室友愿意帮忙，室友不是 club member, 但她人很 nice, 还喜欢 talk to others, 可以招到更多人。

2011.5.29ML

□5

男生要搬到 a new furnished apartment 住一年。他自己的 old furniture 没地方放。女生给了他两个建议：建议 1、to store the furniture in the self-storage, 一年以后搬家时可以用，但会 too expensive。建议 2、to sell the furniture,

可以得到一笔钱。但男生说他并不缺钱，而且他只在那住一年，一年以后搬家还得再买家具 after one year he will buy some furniture ,and doing this might be expensive



北京新东方

2013.10.11NA

Task5:

一个女生生病了，不想外出，但是她是 youth center 的 volunteer，应该带一帮小孩子去 zoo 看动物。两种解决办法，方法一是 reschedule 去动物园的时间，但这是一个 special exhibit of 一种老虎，孩子们会很喜欢，而且是最后一天，不去很可惜。方法二是让另外一个志愿者 Megan 代孩子们去，但是 Megan 自己要复习物理课内容参加考试，女生觉得让朋友做出这种牺牲自己过意不去。

要求：让考生描述情况和解决办法，并推荐一个选择一个方案还要说理由

2013.8.10NA

□ 5

女孩工作的咖啡馆裁员了因为生意不好，她没有多余的钱和朋友一起玩。一个方法是去舅舅的咖啡馆打工，但是太远。另一个节省开支不玩了。

北京新东方

2007.8.4ML

□ 5:

女生有个问题是她有个机会去参加一个 Research team,但是她又要去参加 internship,因 Research team 给的钱太少了,然后男生就给了她两个建议,一个是去要求 research team 给她多点的钱.还有一个我没听清楚.好像是找其他时间做 internship 哇...然后女的说有很多人都想参加这个 research team,如果她再去提这个要求的话可能就会把这个机会给别人了.

2012.9.2ML

□ 5:

解释科学名词 英语是 cicrutism rathem 貌似是这么拼写的 意思就是 每个人

都有自己的作息规律 有些人晚上精力好 有些人早上 听力一个教授说他以前上学的时候晚上精神杠杠的 什么事情都晚上做 早上就想死 经常不起床上课 上课睡觉 然后毕业了做老师了 情况就完全调转过来了

2009.11.1ML

□ 5:

【室友困难】：室友挂了整墙的画，但很丑且占地方，不过直说又会造成对室友的打击。

【解决方案】：

一男一女讨论对策，对策有二：一是忍气吞声，慢慢习惯；二是告诉她真实想法，希望她画点别的。

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

2012.10.6NA / 2013.7.13ML

□ 5:

Problem: The woman's roommate always watches TV at a high volume and that makes it hard for the woman to concentrate on her school work

Solution 1: go to the library to get her work done

Pro: it's quiet and full of books and journals in the library

Con: it's far away, lots of time is wasted coming and going

Solution 2: change to another dorm room

Pro: she asked and there's a room available now

Con: it could be embarrassing to run into her roommate in the dorm

2012.3.24ML / 2010.3.12NA

□ 5:

In the conversation, the man has a problem. He lent his mathematic book to his friend Ted, but the book got ruined, all soaked out when left outside.

There are two possible solutions. The first one is to ask Ted to buy a new copy for him. The second one is to use the copy in the library as the professor put the material on reserved for them.

2012.12.14NA

□ 5 女孩遇到的问题：回家看了父母，却把作业忘在家里。第二天要交。两条解决方案，1 回家取，路程来回 2 个小时，来得及。2 重新画，但是非常喜欢本来的那幅

2010.1.30NA

□ 5

一个女生的笔记本电脑坏了，修不好。里面有期末考试的复习文件。

两个建议：

一个选择是 rent 电脑。但是她觉得太贵了不值。

另一个选择是和 roommate 共用，就是需要 arrange the schedule。问你推荐哪个建议？

2009.11.20NA

Task5:

男的又一个 housing 的问题。原来一起住了 2 年的人现在要搬走了。他有 2 个选择：第一，找个新的。但是他说自己每天晚上 10 点睡觉，怕新室友不能适应。

第二、搬去校外的一个地方。但是远死了，而其自己都是早上的课。

2013.8.31NA

Task5:

男生的颜料用光了，但他要完成一幅 painting，他可以在网上买，但要 5 天才运过来，或者 take a bus to city，但是要一整天，并且他还有很多考试

2011.4.23ML

口 5

【学生困难】：一女生的 part time job 是 working with young，然后计划下周要带一群孩子去参观 science museum，但向导 tour guy 生病了 very sick。于是女生没办法带孩子去了。

【解决方案】：两个方案：

女生说出方案 1、女生自己带孩子们去参观博物馆。但女生担心自己没向导懂得多，没向导解说得好。

男生说出方案 2、换个时间再去参观 reschedule her time。但女生说换时间的话，又要和博物馆重新预约，又要从家长那里拿 permission，还要 arrange tickets。

问题：选择谁的 idea 好。

2013.5.31NA

口 5

women 表示她为了 coming presentation 准备了 handout，马上就要上课讲，却发现 handout 落在住处，而住处 off campus 所以她没有时间坐公交车回家

拿 ( Problem )

Man 表示他有车，women 可以开车回去

W 表示即使如此还是有困难，M 表示可以当司机送她回去 ( Problem 解决方案一 )

W 又说可以不发 handout 直接讲 ( Problem 解决方案二 )

你建议哪一种方案 and why

2012.11.18ML/2010.9.24NA

□ 5:

【学生困难】：一个女生和 her friend 要搬出校园，要 share 租 a new apartment，本来昨天已经看好了 an apartment，价钱合适，也很大 just OK，准备今天下午去 sign the contract for the apartment。但她今天自己又看到一个 nicer 的，larger and closer to school，就是价钱有点贵，她想租这个。想要的话，今天必须签合同否则就没了。但她室友 went to hiking 了，要一周后才回来 the next week。has no access to emails and mobile。So, she can't be able to contact her friend to make a decision together. 女生不知怎办。

【解决方案】：女生给两个解决方案：方案 1、sign the new contract for the new apartment which is more expensive, closer to campus, nicer and due today without her friend's opinion。这个女生可以接受价格，但 She doesn't know her friend's financial situation，担心她室友负担不起。方案 2、stay with the previous apartment they have agreement on which has right price and a OK place，毕竟这个是两人一起同意的。但这个女生不喜欢。

2013.3.2NA

□ 5

男生弄坏了 gym 的 racket,他可以赔给 gym,但很贵要 60 刀。

方案一：他可以用家里没有过的代替还给学校

评价：但是他开车回家要 4 个小时，而且那天有场比赛他想看

方案二：直接赔钱

2010.3.13ML

□ 5

【学生困难】：女生着急回宿舍写 a sociology paper，但她把自己的钥匙忘在了宿舍 is locked out of room because her key is inside the room。

【解决方案】：女生自己说出两个解决方案：方案1、她可以到图书馆 library to read some material for her research。但是，她发现 most of her relevant stuff are in the dormitory。方案2、可以找她的 roommate and get key from her roommate。但 she is afraid to interrupt her roommate due to her roommate is in the process of rehearsal。

【问题】：认为哪个方案好，并描述两个方案。

2011.1.8ML /2009.12.11NA

□ 5:

女生周末回家，数学书放家里了，作业没做，改天要交。男生建议 1 找室友借 2 开车回家拿书



## 口语第六题

2008.9.28ML/2007.8.17ML

S6

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."

2011.5.28ML

S6

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.



2014.10.25NA

TASK6

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.

2013.1.12NA

□ 6

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。

2012.6.17ML/2010.12.3NA

Task 6

【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.

2008.11.9ML / 2007.4.21ML

□ 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.

2008.6.29ML

口语六: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面弄伤, 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

2008.5.17ML

口语六 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。

2007.4.29ML

Task6:

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 an 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.

# 北京新东方

2014.1.25NA

□ 6 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

2014.2.28NA

S6 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。

2014.11.8NA

6. Environmental science:

我们一直在寻找保护环境最好的方式，但有一种就是 Moral suasion 道德劝告，it means to appeal to people's moral sense of duty, their civic duty, to make people voluntarily to protect the environment. 教授说有两个例子，

1. 比如 Smokey the Bear (全班笑。这个查了一下背景资料：就是 1944 年美国的一个防止森林火灾的 propaganda 标志), a bear dressed like a man, 举着标语说 "please don't hurt my animal friends" or "please don't start forest fire". People will become sensitive to it and their awareness to protect the environment will be promoted. 2. recycle campaign. People often recycle. 但是怎样保证 high compliance, 就需要 moral suasion, 告诉你这样做是正确的。When you see your neighbors are recycling, you will follow what they do.

2014.12.19NA

6. Lecture: Two advantages about Beta Testing method using in business<sup>®</sup>

A beta test is a testing that gives the intended audience some samples to try the product out.

1) Getting feedback from the customers

The producer can get feedback from the customers who try the product out, so that they will know what aspect they didn't do well. Take a camera for example, the camera company may give some professional

photographers samples to test how well the new camera work. If after the testing the photographers report the flash doesn't work well because it produces extra light, the company will know they need to work on the flash to make it more desirable.

## 2) Providing free advertisement

If the testing audience think the new product is satisfactory, they will have a positive evaluation about it and tell others how well the product is. If it's not perfect at first and the company spends effort to fix it, they usually have a better evaluation. Take the camera. After the company fixes the flash, the photographers will think the camera is now very good, and they will tell other photographers about the camera, encouraging others to be willing to buy"

2014.12.12NA

TASK 6. 动物对干湿两季的适应/Animal's adaptation to dry and wet seasons

讲座/Lecture

Waterplain在干季时地面没有水，在湿季就仿佛海洋。在waterplain的动物都需要具备适应干湿两季的生存能力。其中有两种方式，一种是迁徙 ( migrant )，一种是拥有不同的器官 ( organs )。

迁徙是动物在干季时生存在地面上，在湿季迁徙到高处以避免淹没的方法。比如千足虫/Millipede这种动物，在干季时在地面爬行，在湿季就爬到树上 ( climb to a tree ) 躲避地面上的水。

另外，如果动物拥有两种不同的器官但是具有同一功用也可以适应干湿两季。比如土鳖虫/woodlouse拥有两种器官用来呼吸 ( breath )，一种在干季呼吸，一种在湿季呼吸，这样土鳖虫/woodlouse可以在干湿两季存活。

## Question

Use Millipede and woodlouse to illustrate how animal adapt the dry and wet season in waterplain.

2014.126NA

### 6. Lecture: Small business- Drawbacks on home-based business

For many small businesses, instead of renting places, they prefer to do their business at home. Though enjoying some merits, home-based business has some drawbacks.

#### 1) Cannot create a professional image

People working in home-based business don't have a clear boundary between business and personal life. The customers may think they're not professional and are not serious about the business. For example, if the home-based business is a catering which provides food for some events. A customer calls and want this catering to provide food for a big event, a wedding, say, and there's a baby crying in the background of the phone, the customer will for sure think the business is not professional enough and don't trust their ability to provide good-quality food.

#### 2) Will affect the lives of the neighbors

Back to the catering example. The business may hire two workers to help prepare the food, and they may park their cars on the street, which will take up the neighbors' spots. Having no place to park the cars, the neighbors will complain.

Describe two drawbacks on home-based business.

2014.11.29NA

### 6. History of newspaper

在19世纪，只有少数人卖报纸，但是现在，大家都读报纸，为什么呢。

原因一：advance in technology. It is easy for publisher to produce a large quantity of newspaper. Late in 19th century, new technology made the printing process faster.

原因二：less expensive of newspaper. 因为newspaper publishers had other funding. And they are able to sell newspaper at low price. 因为有了广告，所以可以卖很低的价钱，甚至1 penny。

Question : explain two reasons for the growth in newspaper readership in the late nineteenth century.

2014.4.5NA

S6

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.

2014.4.12NA

口语六：



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."

2013.12.28ML

口语六，讲如何推断出 ancient climates。教授说可以研究化石，因为气候会对形成化石的微生物产生影响。举例，某种有硬壳的 shellfish,壳里的镁含量和 sea water temperature 有关，温度高的时候镁的含量就高。所以就可以通过对比这种矿物质在化石和现在那个地方的 shellfish 壳里的含量，然后就知道气候变暖了还是变冷了。



2011.2.11NA

Task6:



心理课，一个女教授，讨论了 2 action。(具体这两 action 叫啥名我忘了，是在记不得。因为当时直接照着笔记念的。抱歉。) 讲人的记忆力。举了俩例子。一个是开车去什么地方，刚离开家不久，就想起来忘了什么事情。第二个例子是我们煮咖啡，然后放了水，放了咖啡，这时候电话响了，我们接电话，但是接完电话，想准备和咖啡了。结果发现，我们根本没开咖啡机的按钮。

2008.3.29NA/2013.8.24ML/2009.11.14ML

口语六：

【讲课要点】：动物欺骗捕食者 predator 以保护自己 defense 的两种方法 behavior：举了一个动物(蛇)，说是这个动物用 2 种方法：第一种、威胁 fool。说是做出它们要反击的动作 (bite)，其实它们不是真的要 bite。第二种、装死以 misleading 捕食者。翻白眼，张嘴巴，让捕食者以为它们死了。题：用要点例子，讲解动物欺骗捕食者的两种方法。

2007.8.4ML/2009.3.29ML

S6 讲广告

教授说一种广告是让大家记住商品名字

然后讲了 How to do it and why it is important to 记住商品名字 (问题就是让你总结这个)

How :repeat the name over and over again, show the name on the screen of the TV

example：一个洗衣机叫 “quick washing”

Why：1. people are likely to buy sth. they know the name 2.把产品的名字和 advantages 要对上号，不然消费者光知道 advantages 但不知道是哪个东西有这些优点也白搭啊

问题是：广告的作用是什么，为什么让顾客知道 name 很重要？

2009.11.8ML / 2008.7.11NA

口语六：

General Marketing: if company wants sell products which can be used by general public, they use TV or magazine to AD and let everybody can see the AD.

Industrial Market: if company wants sell special products only for business or service, such as office furniture, they can use small scale marketing, like sales person.

2014.10.4NA

Task 6. 总结教授提出的两种捕猎方式：

教授：一般 prey 为了避免被捕食都比 predator 跑得快，因此为了吃到 prey, predators 进化出了一套可以缓慢靠近不被发现的捕食方式 (approach without noticing)。

a. physical adaptation. 外表和周围环境很像，所以不容易被猎物发现。比如 Lion, 他们 brown 的 fur 和非洲草原 where they live 的外观很接近，因此靠近猎物的时候不容易被发现。

b. behavioral adaptation. 动作不容易被发现。比如 cheetah 在捕猎时如果被猎物看到，它就会一动不动，猎捕不看他的时候他再移动，不断这样 repeat, 直到接近猎物。

2013.6.14NA

□ 6

teachers should make their materials easier to remember in 2 methods: 1) various activity 2) review before ends. 两个都以 literature class 讲 short story 为例子

2011.10.14NA/2014.6.28ML/2012.9.23ML

□ 6:

Two benefits of plant shedding

1. prevent from damage. For example, maple trees. The leaves fall down during winter to free from being damaged by ice and snow.

2. conserve nutrients. For example, avocado trees. It bears many fruits and shedding offers more nutrients to them.

2014.5.10NA

□ 6:

infant animal 有一种天生的 escape from predator 的能力 ( 只在小时候 长大就消失 ) 例子 1 是一种狮子 身上有花纹和其他 pattern 可以隐藏在 shrub 和其他东西里 2 是一种鸟 他的小鸟在水里生活 长大后飞出来

2011.7.23ML/2011.7.23NA

S6 在一家已有的公司下开一家分店会有利于成功。franchising 有两个优点。第一个有总部可以给你培训员工, 举例子, 开一家新 pizza 店, 总店会给员工培训, 都他们如何 operate the pizza 店。第二个优点是, 和总部有同样的顾客群, 因为有一样的名字, 所以会有很多顾客对新开的分店有信心。

2013.12.7NA

口语 6

There are two ways of survey method based on what you want to get from the interviewee. First is unstructured method. They are usually open-ended questions and do not look to specific information. For example, what do you want to the government do to improve our city? Second is structured method. They are usually close-ended questions and looking for specific information. For example, choose from the three to improve our city: build more bicycle trail, building more parks, planting more trees.

2014.8.22NA

□ 6

动物识别和跟踪—identify and track animals

Lecture: Nowadays, biologists prefer to study animals in fields instead of laboratory. Observing animal behaviors in fields can better understand animal's real habit, but how can biologists track the same animal in a long period of time? There are two methods that biologists usually use to track and identify animals.

First, biologists use photographic technology. Some animals have remarkable markings on their body or special physical characteristics. You can take photos of them and compare the later pictures with the previous pictures to track and identify the animals which have special markings. For example, whales have tails with special scales and scars, biologists take photos of whales and identify them by their tail's special markings.

Second, for some animals are similar to each other, biologists use labels and tags attached to their bodies. In this way, biologists can follow and track them when they are moving, and observe their behavior. For example, biologists use colored tag attach to frogs' necks to watch their behaviors.

Question: Summarize the examples the professor use to illustrate the two methods that biologist use to identify and track animals.

2013.3.22NA

□ 6: 是 restricted codes, 就是 same group 的人可以用很少的话语就可以让彼此意会。第一方面是 SHARE same pro knowledge 的人用这个。举了医生例子, 医生间用很少的话就可以解释, 但是医生和病人间需要更多细节才能明白。第二个没听见走神了。例子是出去 picnic 食物被 goat 吃了, 以后大家提起简单地提起 goat, picnic 就笑, 很快就明白意思。

2011.5.29ML

□ 6

In the lecture, the professor introduces two advantages of business network. Firstly, there are many skills and members in the club who can help each. Secondly, members in a business network often recommend non-members to their clients. There is one example. if an accountant is good in one restaurant, the restaurant owner may introduce him to another restaurant owner. It is a kind of mutual help and also a proof of the recommendation to non- members.

2013.9.28NA

Task6:

Psychology! 核心是人们做错事都会想一些 explanation, 而最常见的 explanation 是 attribution 和 justification. Attribution 指的是人犯了错然后认为是别的东西导致自己犯错, 责任不在自己, 又叫 excuse. 举例是她作为老师, 经常收到学生诸如我闹钟坏了这样的迟到理由, 表明他们自己不想迟到. Justification 指的是人们确实有意识的做了这件所谓的错事, 但做这件事的出发点是合理的, 可被正名的. 举例是她同样收到过这样的迟到理由, 比如说某人去参加 job interview 而没去上课, 觉得这个比上课更重要, 这样的 explanation 就是 justification, 为自己的行为正名。

2013.10.11NA

Task6:

restraint bias

文章介绍 restraint bias 讲的是 people usually overestimate their power in restraining their actions, thus usually put themselves in situations of temptations and fail to refrain from temptations.

Professor 给出一个 example of his daughter. 他女儿非常喜欢买衣服, 总是把钱花在衣服上. 去年, 女儿需要 save money for a trip to Mexico, 于是很长时间都没去 shopping. 但是有一天她的朋友叫她一起去逛街, 她觉得自己应该能控制住而不买东西, 但最后结果还是买了。

问题: 问教授的例子如何 illustrate 文章中的概念

2013.12.14NA

口语六:

telecommute. 教授讲到现在的公司为了追求利润经常会采取 telecommute 的方式, 意即通过 email 和 telephone 工作, 而不再到办公室去上班. 之后重点讨论了两个 advantage:

- 首先, telecommute 为公司带来了许多“overhead cut”, 即办公经费的开支。通过减少办公室面积和办公室的设备, 公司节约了很多成本。比如说 professor 姐姐的公司, 上一年要求 25% 的员工以 telecommute 的方式工作, 结果到了年底节省了 half million
- 其次, telecommute 留住了以前必定要流失的人才。公司培养一个人才需要花很多的财力人力, 而这些人才如果因为计划外原因流动出公司, 会对公司造成极大的损失。Telecommute 可以使这些员工即使流动到其他城市或国家也能参与工作, 从而保证了工作效率并减少了人才方面带来的损失。Professor 又举了她姐姐的例子, 她姐姐本来要移到 Texas 去居住, 因此不能继续参与原公司的工作, 但公司提出可以让她以 telecommute 的方式继续工作, 保障了公司的利益。

2012.12.14NA

□ 6 seabird 的 challenge adaptation :

- 1) sunlight too bright. 但是 seabird have small eyes, 阳光不易射进去, 所以也能看
- 2) salty water : seabird 体内有一个器官可以 absorb and remove salt, 这样就能喝道 fresh water.

2012.10.6NA / 2013.7.13ML

□ 6:

生物老师介绍海里动物如何防御敌人, 在水下发育成适合水下环境的防御器官。

有两种方式: 第一种是有 compound eyes 可以一对眼睛露出水面, 一对眼睛依然在水里;

第二种是触角可以根据周围水的震动判断并防御

2011.11.12ML/2010.10.29NA

□ 6:

犁地 plowing 对庄稼的两个好处:



1. 雨水把营养物质冲到了下面，犁地可以让 nutrition 上来，让庄稼更好吸收。
2. 可以除草，防止杂草吸收营养影响庄稼

2007.8.4ML

□ 6:

讲的是广告学...说一个什么 name recognition 很重要,先是说怎么样子做到 name recognition,是要重复产品的名字,同时这个名字也应该出现在电视屏幕上.后来又讲为什么 name recognition 很重要,举了两个例子,一个是说消费者在看到很多同类产品的时候肯定会买名字比较熟悉的一种.另一个是说广告中介绍了产品的优点以后必须要让消费者记住名字才有用.

2012.9.2ML

□ 6:

教授讲了 RISK OF PRICE DISCOUNTING。 第一这样会导致大家停止购买正常价格的商品。举了一个家具公司的例子，他们在 12 月有个非常大的促销，几乎所有的商品都打折。过了几年，公司发现顾客在一年其他时间不买他们的商品，就等 12 月打折时候买。另外一个 RISK 是大家会认为打折商品质量就比较差。举了汽车公司的例子。为了促销新款汽车，打折了。然后顾客就会怀疑是不是因为零件有问题，质量差才打折。

2009.11.1ML

□ 6:

演员如何入戏？比如一个人要扮演国王，现在要会见一位来提亲的男子，那么他登台之前就应该像一个国王那样想问题，比如说他应该想到来提亲的是不是要夺我王位，冲着我的权力而来，这样演员一上台就进入了国王的角色，观众也可以很快融入戏中，感觉真实而不是做戏。

2010.1.30NA

□ 6

讲 irrigation (灌溉系统) 的缺点：

一是水量不好控制经常多,这样就促进了 disease 的生长.所以要小心设计.

二是有些水盐分多,灌溉了之后土就不方便长农作物了.问题总结缺点。"

2009.11.20NA

Task6:

海洋生物学：adaptation:适应

教授说：在海洋里，表层的水里面事物多，但是在下面深海里又冷又黑的，动物怎么适应呢？举了两个例子：1) eel (不记得怎么拼了) 说它吃什么东西补充营养什么的。2) angel fish，说它能 generate light, 便于捕捉事物。

2011.4.23ML

□ 6

【讲课要点】：

ProtectiveAdaptation

1. structureadaptation -- grow specific body structure

通过改变身体的部分来适应环境，或是防御掠食者

EG:说一种 B 鲨鱼，个头小，身体弱，vulnerable to big sharks，最后经历漫长的演化尾部长出 spike，防止其他比他大的鲨鱼的 attack。

2. behavioradaptation -- change behavior

通过装死、改变自身的行为来骗过掠食者

EG:说北美的一种动物，当遇到天敌攻击时就会 pretend death, shut eyes, heart beat slow, breath slight...

2013.5.31NA

□ 6

防止沙滩侵蚀的两种方法——1.用混凝土等材料 build construct in shallow water or near shore, 这种 construct 减轻 force of the wave, decrease amount of water that reach the beach, 降低被浪卷走的沙的数量

2. 从近海挖沙填回沙滩

2013.8.31NA

Task6:

根据季节动物有不同的变化，1 应对 weather changing, 一种鸟冬天的 fur 变成夏天的两倍长和厚，2 应对 predator, weasals 夏天是 brown, 冬天 white, 很好的 blend surroundings, hawk 很难 spot out。

2012.11.18ML/2010.9.24NA

□ 6:

【讲课要点】：早期人类 two benefits of domesticating animals : 好处 1、驯养了动物以后，人们随时可以吃 meat，省着打猎有时候打不到，没得吃。举例：goats were easy to control and they would move with people, then people could have consistent and reliable food resources。好处 2、人们可以得到很多 product。举例：Goats could produce milk。People could not only drink milk, but also use milk to make yogurt and cheese, which were easy to restore。

2013.3.2NA

□ 6:

动物为了防止自己陷进雪里，有两种方法

方法一：身体特殊的构造

举例：一种小型的哺乳动物，他脚很大，脚趾很\*\*（没听懂）在雪上是覆盖的面积很大。

方法二：改变行为模式

举例：一种 moss(没听懂)，会组团在雪上，flat,其他的成员就不会陷进去

解析：根据听力笔记进行两种方式的阐述，注意方法和举例的统一性。

2010.3.13ML

□6

【讲课要点】:During long distance travel, animals navigate themselves by two ways :

方法1、by sight :举例 :美国—Ducks ( 野鸭 ) fly at night. Stars help them to distinguish their own flying way. They can distinguish different groups of stars.

方法2、by smell: For example, Salmons ( 大马哈鱼 ) track a unique scent released by plants or something in the river/stream to get to游回它们出生地sites to 产卵lay eggs. Every stream has its unique scent because of the chemicals released by soil and plant.

2011.1.8ML /2009.12.11NA

□ 6:

comparative marketing risk1 让公众知道了 competitor 的名字,publicity of the name 例子某某 soup 的广告让观众把 taste better 和竞争对手的名字



联系起来 risk2 insult consumers 例子某 A 香波广告说某 B 香波广告不好，会 insult 某 B 香波的使用者。



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