

## 新东方点题班口语预测超级小范围 (18 套题)

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口语第一题 : .....	1
口语第二题 : .....	4
口语第三题 : .....	7
口语第四题 : .....	13
口语第五题 : .....	19
口语第六题 : .....	24

### 口语第一题 :

NO.1

Your friend has been offered a job that's far away from his hometown. Do you think he should take it or not? Give specific reasons and details to support your response.

NO.2

Describe a news article or a story that you are interested in recently. And explain why you think it was interesting. (Include reasons and details in your response.)

NO.3

Which one will you learn: play a piano, swim, or repair a car?

NO.4

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

NO.5

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

NO.6

版本一

Describe one benefit of using the internet?

版本二

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

NO.7

Who should be paid more: a nurse, a teacher, or an officer?

NO.8

有一大堆事情需要做，怎么办

NO.9

If one of your friends is always late for events and appointments, can you give some suggestion and advice to help him not be late next time?

NO.10

Describe an important decision that you have made.

NO.11

Talk about your favorite book when you were a child. Explain why you liked to read it in details.

NO.12

自己和别人不一样的学习方法。

NO.13

Please choose one of the following transportations that you consider the most enjoyable to ride: a bicycle, an automobile, or a train.

NO.14

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

NO.15

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

NO.16

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.

NO.17

Which of the following do you think it's the best way to get to know a new school: joining a one-day campus tour, spending a weekend on the campus play field, or auditing lectures?

NO.18

1、 学校组织学生去社区做公益活动，其中有三项任务可选，1) 清洁那些 litter 和 trash， 2) 在公园种树和花， 3) 给小朋友们讲环保知识什么的。

**口语第二题：**

NO.1

Some students prefer to take a test where they must write an essay to a question. Other students prefer to take a test with objective questions. Which type of exam question do you prefer? Give reasons and examples in your explanation.

NO.2

Do you agree or disagree that teachers should encourage students to have discussions during class? Give specific reasons and details in your response.

NO.3

technology devices distance people far more now than before. 本来准备的是 shorten, 原以为题目也是 shorten, 最后发现是想法的, 但是都已经表达了观点。所以就即兴发挥了。希望不要太差。

NO.4

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 from any form of injury.

NO.5

Finding a place to live near campus. Option 1: a house to share with several other students; Option 2: an apartment to live alone.

NO.6

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 of 100 years ago.

版本二：

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

NO.7

Some universities expect students to choose their major when they enter university. Others let students wait until the second or third year. Which do you think is better and why?

NO.8

Do you like to go to the city or the countryside for vacation? <sup>®</sup>

NO.9

Which one you think is better: Some teachers want students to sit in the same seats throughout the whole semester. Other teachers think students can choose their own seats each time and sit in different seats. Use specific reasons and examples to support your answer.

NO.10

Some schools require music and art classes, while some don't. What is your opinion? <sup>®</sup>

NO.11

Do you agree or disagree with the statement that process is more important than result.

NO.12

喜欢去小商场还是大商场。

NO.13

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

NO.14

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

NO.15

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. Which point of view do you agree with?

NO.16

If you were given an empty piece of land, would you rather use it to build a garden or a playground for children?

NO.17

你喜欢一个经常出差的工作还是总在一个地方的工作。

NO.18

Do you agree or disagree that it is acceptable for students to disagree with their instructor?

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**口语第三题：**

NO.1

学校计划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、浪费纸张太多。理由 2、打印机经常卡纸。

女生不同意：一，研究论文过程中打印的纸张不能算作浪费；打印机卡纸是因为机器本身太旧。

NO.2

The university should sponsor organized bus trips for 1st year students.

1. 1st year students generally don't have a car.
2. Seniors are more familiar with the city.

The woman thinks it is a good idea. First, the city is far from campus and no public transportation is available. Second, because there is no bus, she hasn't figured out the time and place for the music concerts.

NO.3

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

NO.4

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 of the 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 campus to buy food from the bookstore.

NO.5

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 will prohibit students riding bicycles on campus next semester.

【Reasons】

1. There were some minor accidents. The university will reduce the rate of accidents caused by riding bicycles.

2. Students can take the free campus buses without any negative effects.

Listening

The girl disagrees. 【Reasons】

1. The accidents took place at night because of low visibility.

2. Free buses are inconvenient. Buses are only available once an hour and waiting for the bus is a waste of time.

NO.6

学校报社计划推出一个 pro-peering ? project，即，在学生提交 Paper 前，报社人员帮助同学修改，有利于 balabala

女生觉得 不好， 1) 报社人员也是学生，不一定给出什么好建议。

2) 即使好建议， 也不利于学生的长远发展， 还是培养独立意识比较好。



## NO.7

图书馆 furniture 旧了，换新的，原因一：舒服二：吸引更多人来图书馆。

女生不同意：沙发软容易困，不集中精力；现在人少是因为很多人用电脑，但是电源插头不够。

## NO.8

Letter: 学校应该让大家在注册了课程之后立马能够拿到课程的书单，这样能够有两个好处。第一，给学生足够的时间去找到价格低廉的教科书。第二，给学生足够的时间开始为这门课做准备。

To make the book list available to students immediately after the registration

- 1) Give students time to search for cheap textbooks
- 2) Let them have time start preparing for the course

Conversation: 男生完全同意信的内容

- 1) 学校书店新书太贵，二手书很便宜，但是数量少，而且卖的非常快。这样之后可以有足够的时间去不同地方找便宜的二手书
- 2) 开学了之后会很忙碌，有很多的 reading 要做。而开学之前就比较闲，有很多的空闲时间，可以利用起来阅读。

## NO.9

图书馆规定加一个人 proposal against the library's regulations that students shouldn't use cell phones in the library and that cell phones must be turned off before entering the library.

Two reasons: 1. Students are considerate enough to keep their voices low when answering calls, just like they do when talking to other people in the library. 2. They occasionally have important calls, so they need to keep the cell phone turned on so as not to miss them.

一个男生和女生讨论，女生的观点是这个 proposal 很挫，因为：1. If students answer calls, they have to whisper, but the other side 听不清楚，so they have to raise their voices up, thus distracting other students; 2. 如果他们重要的电话，可

以 check outside the library from time to time. (再次重复一遍这个意思)

NO.10

校园里建 museum. 男生不同意。一是 downtown 有周末还免费 二是都建图书馆和学生中心，没钱建博物馆。

NO.11

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；男生说 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.12

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 and earn top wages
2. Inviting business leaders to speak will benefit 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

NO.13

Library will only offer online reference materials.

Reading: The library decides to no longer keep paper copies because it is running out of shelf space.

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 state his opinion and explain his reason for holding his ideas.

NO.14

Reading part: Nowadays university news stations hire students from different majors to write articles for the newspaper. In the future, the news station should only hire journalism students to write. This way they can retain the 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 the news. The university should also encourage those students to write for newspaper. Take himself for example. He now majors in history but wants to enter news industry in the future.

2) Extra articles don't help. There's no point in having too many articles coming in, because the station may not have the time or resource to deal with them all. The process of preparing an article is complicated, and includes the efforts of both the editors and writers. The writers write and turn their article in for review to the editors, who then return the writing back to the writers for edits. Before publishing, the article is sent to the editors again for final editing.

NO.15

Reading:

学生写信，学校咖啡厅提供 beverages and cookies 很好，但建议增加两项：

一些如 sandwiches 这样难吃的食物

more light music

Listening:

The woman agrees with the proposal, 具体两点进行支持:

the cookies don't really help much when she's hungry, 所以的确要有一些其他吃的

the music there is too noisy now, she has to go back to her dorm to read instead of reading there

NO.16

大学要将 gym 开放给学校外面的人, charge 一部分费用用来更新提 sheng 设备。要求 summarize 听力里那女的观点。

listening: 一男一女讨论, 女的赞成, 因为 1) 有收入可以用来提 sheng 或更新那些设备 2) 男的担心人多拥挤需要等位。。。女的 explain 说学校在一个 small town 不是 big city, 所以人也不会太多。不会 crowding.

NO.17

Reading:

Proposal: The lounge in the dorm should be changed into a study room.

Reason 1: People can go there to study.

Reason 2: The study room should be equipped with computers.

Listening: The man agrees.

Reason 1: It's too noisy in the lounge because people watch TV there. The dorm rooms can be noisy too because his roommate is always on the phone or listening to music. The students have nowhere to study.

Reason 2: Computers make it so much more convenient to study. Because not everyone has a computer, the students have to go to the library to use the computers there. The library is closed at late hours.

NO.18

学校报纸上有个建议将在校生和 alumni 联系, 讨论 career 和 activities, 女学生对话里说, 她认为学生现在很忙, 没有时间拜访, 而且学生已经有学校家长给

他们建议了，太多的建议只会更加 confusing



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**口语第四题：**

NO.1

advanced crediting 这一概念：老师在学生没有完成某任务之前就鼓励学生们说他们会做这个可以帮助学生最后完成这个任务。

听力材料里 professor 讲述了 advanced crediting 的一个例子，总是鼓励一开始乱仍糖纸的小孩子是讲卫生，爱干净的孩子，他们到最后就会变得不乱丢糖纸了。

NO.2

Term: Impact Bias

Definition: people have inaccurate expectations of the impact that certain events will have on them. It includes both the event's intensity and how long it would last.

Lecture:

The professor's daughter wanted to apply to this university because her best friends were applying and because of the university's great educational program. She thought her life would be ruined if she didn't get it. It turned out that she wasn't accepted. While she got very upset about it, she was busy taking care of her high school graduation and planning her summer vacation. Pretty soon she forgot about her misfortune of being rejected by the school and moved on with her life.

NO.3

commitment device

The professor wanted to run a 10-kilometer race and planned to get up very early in the morning. But he often went back to sleep after getting up. Then he had a friend who ran with him together so that he was able to have an early run every morning.

NO.4

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

NO.5

Reading: Compound Nesting (biology) two species that are different enough so as not to compete for food when living together.

Listening: Example of ants in Africa. The bigger ants collect food while the smaller ones eat the scraps. For the smaller ant, it doesn't need to search for food. For the bigger ant, the smaller one keeps the nest clean by eating the leftover food and prevents bacteria from growing.

NO.6

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 waitresses and waiters did. She watched in person, but the employees who knew they were observed behaved better than usual. So she hired a man who pretended to be a normal customer in the restaurant. The man asked the employees questions and provided the manager with feedback about employees' behavior, such as whether they were friendly and polite.

NO.7



Behavior scaling, 动物总会根据不同环境展现出不同行为。T 动物, baby T,有的生长在食物丰富的地方-----not social,alone

食物不足的地方-----social and work

NO.8

教授给儿子买积木儿子第一次玩 stack a tower 积木 fell down he call his father for help.儿子 play the blocks everyday and everytime his blocks fall down he'll call his father.the professor 故意 stay longer day by day than before... 儿子在等他爸的时间里学会自己搭积

NO.9

讲的是 procedural memory

文章：procedural 记忆和普通的记忆不一样（比如记住名字啥的），它是一种时间中根据步骤 step by step 而记下来的。是能够自动 automatically 执行的记忆（act automatically if frequently practiced）。

讲座：男教授用自己学和弹吉他的经验来说明这个 procedural memory

他开始学吉他的时候，从如何 hold 住琴，如何 place fingers 开始到练习弹奏歌曲。每次回去之后都会练习很久，一段时间之后，他可以拿起琴就知道如何放手指，轻松的弹奏歌曲。但是有段时间有事儿，没有空练习（貌似是好几年）。当他再有机会拿起琴的时候，他以为自己忘了如何弹奏。可是当他拿起琴之后，他就知道怎样放手指，并且弹奏歌曲了。

NO.10

Reading:

Convergent evolution: two different locations that pose similar challenges, allowing unrelated species to develop similar physical features.

Lecture: Aardvark in Africa and echidna in Australia. They eat the same insects as their main food. The insects' nest are of hard crust, so predator 很难吃到这种昆虫，因此 these two animals have the same long, sticky tongue in order to capture the insects.在昆虫的巢穴上凿洞，把舌头伸进去吃.....

NO.11

biological monitor(这个我当时有点蒙圈，说到一半才突然弄明白了 TAT)

用来 check health of environment

听力是一个机场每天有飞机，用蜜蜂的蜂蜜产量来判断环境好不好，结果发现蜂蜜产量没有变化，所以环境是好的

NO.12

广告对环境的负面影响。

NO.13

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:

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.14



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.

NO.15

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.

NO.16

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 flowering plants serve as nectar trials to fuel their flights. In the process of moving from one plant to another, these species not only feed, but also help with pollination.

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?

NO.17

Reading:

动物之间 cooperation , 协同作战抵御捕食者

Listening:

动物迁徙时, 如果一只停下来喝水, 其他也会一起停下喝水, 再继续一起迁徙, 因为 there might be predators like lions on the dry open grass, 单独行动很危险。

NO.18

trial offer. 几个月前我看见电视上的一个广告 ( commercial ) 在推销 stretching machine, 在广告里都是一些很健美的男人, 有很漂亮的肌肉, 并且告诉你使用效果很棒, 我看了很动心, 但是那个广告只提供了一个购买电话在屏幕上, 我对此犹豫不决, 因为我不知道这个我没有听说过 ( unheard of ), 不熟悉 ( unfamiliar ) 的机器究竟是好是坏, 它是不是真的像广告中的那样起作用, 因此我没有买。

几天后我在另外一个频道中看见了关于这个健身器材的同样的广告, 这次不仅有购买电话号码, 并且提供一个月的免费试用期, 可以先使用后付款, 于是我就订购了一台, 试用期满后我付款买下了这台健身器。

**口语第五题：**

NO.1

Problem: the man is invited to go to a conference in NYC with the professor he's been working with. Only the hotel will be covered, and he will have to pay for transportation himself.

Solution 1: He can buy a plane ticket and fly to NYC.

Pro: He will have an opportunity to meet people, learn something, and get more time to be prepared for presentation

Con: It's expensive

Solution 2: Take the train to NYC

Pro: Save some money

Con: The train ride takes a whole day and he will miss an important class.

NO.2

女生要展出的画忘在家里了，但今天晚上就要展出，且她的朋友要来看，所以想今晚取来，但是今晚她又要 review physical test，没时间。第二个解决方案是可以让她妈妈送来，但是妈妈明天才有空送来，今晚她的朋友就要来看。

NO.3

The woman plans to go home during the Winter Break. However, the ticket is expensive and she hasn't bought one.

Two solutions: 1. Take the bus. It's cheap, but 8-hour trip is a pain. 2. Take the 3 AM flight. This interrupts her parents' sleep and makes it inconvenient for them to pick her up.

NO.4

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

NO.5

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

NO.6

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，以后再看，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 is not doing well in her studies. She does not know what to do.

【Solutions】

1. Drop out of play and focus on studying.

Con: Her major is theater. Attending rehearsal helps her progress. If she quits, it may cause trouble for her professor to find someone to replace her and result in the professor becoming angry with her.

2. Decrease the number of classes and take them next semester.

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

NO.7

女生室友忘带冬季外套让她开车到机场送，她去，时间太长；不去又不好，况且她室友最近帮了她的忙。

她室友还说自己可以去借什么的。

NO.8

问题女生在图书馆写历史 paper 被人打扰。

方法一：跟图书管理员 report.但是害怕被状告人的 mad,或者 in trouble

方法二：换地方。但是她所在的区域有所需书籍，换地方版书籍很麻烦。

NO.9

Conversation

对话中的女生遇到了困难。她说自己明年毕业，有一个强制的外语要学习才能毕业。但她之后一学期会非常忙，所以在暑假，她选了自己喜欢的 Russian online course。可是注册的人不够，被 cancelled 了。

现在能够有的两个选择：

- 1)选择在校内上的 on-campus 的 Russian 课。因为 Russian 是她喜欢的，这样她就要在学校待上一个暑假了。不能够回去看自己从中国工作回来的姐姐。
- 2)选择其他的网上外语课程，西班牙语。但是她不喜欢，可是如果上网上课程她就可以回去和她姐姐见面了。

NO.10

一个男生和女生讨论 spring break,男生要去蒙特利尔 Montréal,但是不能 afford train ticket.他给女生说但我有两个 option: 1. To work extra horse in the next week, maybe another 10 hours to earn enough money, 然后女生说哎呀很 tough,因为很多 exams are coming. 2. To sell his guitar.他两年前买了吉他但一直都没有弹,而且是个很 nice 的吉他。那个女生说,是还可以,但是 there's no guitar any more...

NO.11

女生的老师组织看 play 和打工时间冲突 1.和 manager 请假，但是上次已经请过一次假了 2.和 professor 请假，事后看 vcd，但是她喜欢和大家一起看

NO.12

学生论文不及格，老师让重写，但是他又要参加家庭聚会。

NO.13

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 and have a lot of fun, 但是突然有一天 his parents don't allow him to play on that playground anymore. 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 banned 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.14

Impression management:

Reading: We often control or manage their impression unconsciously in order to convey information and 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 agreed to 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 to classical music, even though I don't like this type of music.



NO.15

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.

NO.16

Girl's problem: She's going to give a presentation on her study 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 study abroad. She could pass the book to her audience

- This way audience will be able to see her photos
- Not all of the pictures she wants to show are included in the book
- There are a lot of audience members and she's not sure everyone will be able to see it

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

- She has time to go to her parents' house to pick up the camera and come back before the presentation
- But she's needs to use the time to practice her presentation. Rushing to her parents' house will take up that time.

NO.17

Problem: his landlord is going to sell the house and there's a buyer who's eager to buy it. He has only a bit over one week to move out.

Solution 1: A friend of his is looking for a roommate near his university

Pro: /

Con: He can't concentrate on his study

Solution 2: He can live with his parents

Pro: /

Con: too far away

NO.18

man 的 roommate 要搬到 in campus , 所以他要找一个新室友。俩 solution , 一个是前室友的朋友, 人不错但是有些 messy。第二个是学校里贴 advertisement。问你支持哪个, 为啥。

### 口语第六题 :

NO.1

The professor talks about what animals that don't live underwater do to stay underwater. The first way is to reduce movement in order to save oxygen. For example, an alligator hunts underwater by staying very still, with basically no movement. In doing so, it can cut down its heart rate and reduce the need for more oxygen. The second way is to minimize the time spent underwater. For example, a brown pelican dives down to catch fish in the water. It doesn't go deep and it has air sacks that open in the water. That will help the pelican get back to the surface as fast as possible for oxygen.

NO.2

The professor talks about two types of suspense in a movie.

The first type is when the audience tries to guess the ending. For example, two heroes set the same goal, but the audience has no idea who will come out first.

The second type is that the audience knows the ending but has no clue about the process of getting there. For example, in a love story, the hero and heroine will



undoubtedly meet in the end, but how they meet each other becomes the intrigue.

### NO.3

顾客买东西一般看产品的两种 cues，一种是内在的，由产品自身的质量决定，比如果汁好喝所以买，一种是外在的，由产品的外在包装决定，比如果汁的瓶子漂亮，并且商标 fancy，所以买。

In the lecture, the professor talks about two cues consumers use to judge the qualities of products. The first is the intrinsic cue, where the customers judge the products' quality by their physical characteristics, such as color, texture, and size. For example, customers will think a food possesses good qualities if it tastes good. The opposite is the extrinsic cue, where the customers don't judge a product's quality by its physical characteristics. For example, if a juice is placed inside a good looking glass bottle and has a good label, consumers will think it has good qualities. Here the product is evaluated by the external packaging but not by the taste of the juice itself.

### NO.4

control fires 的好处 1.做出更好的 tools，举了 knife 的例子，这样 knife 更有效，更锋利，更耐磨 2.digest better，举了 potato 的例子，生土豆不利于消化，熟土豆利于消化吸收，可以获得更多卡路里

### NO.5

There are two ways whales use sounds to survive in the deep ocean. The first is navigation. Whales detect the reflection from objects in order to get a sense of the right direction. The second is feeding. Since whales travel in groups, they can call on other whales to see if they found any fish.

### NO.6

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

### NO.7

How do consumers reduce risks when purchasing?

(1) Perform a thorough research. Eg. If you want to buy a computer, you can search online to see which manufacturer is better and read 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 a long time, you may want to stay with this brand next time.

NO.8

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 up the characters' image.

1: Low angles give the effect of children looking 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 puts the character within a bigger environment and makes the 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.

NO.9

老师总希望得到 feedback , feedback DE characters 1 focus on students 2. focus on 其他

## NO.10

用 dinner 为例子阐述两种 theater 对观众的不同。在 theater 里，一种是 player 表现的观众不存在，比如在吃饭，那就认认真真的吃饭，和下面没交流。一种是 style 是 player 意识到观众的存在，还是比如吃饭，player 可能问下面观众 food smell good? 甚至 invite audience to join them..."

## NO.11

关于 living in group 的不足

两个群居的不足和例子：

1)Visible to predators and easy to be captured. 单独的时候就不会这样。比如沙丁鱼，当他们一直单独行动的时候，就不容易被发现然后被吃。但是当他们成群的出现，就会有鲨鱼捕食他们。

2)Carrying the young. 很多生活在一起，不容易找到自己的小孩。比如成百上千的 bats 蝙蝠生活在洞里，当他们出去捕猎回来想给自己的小孩喂食的时候，找不到。可能给别的小孩喂食，而自己的却没被喂到。

## NO.12

Why companies will change their product packaging.

1.In response to technology. 技术发展会有 new material 出现，举了牛奶的例子，牛奶以前是装在 glass bottle 卖，后来技术发展，出现了塑料，于是牛奶现在装载 plastic box 里面卖。

2.为了更好与其他公司竞争。比如会改变包装的 size。又是牛奶，其他公司已经改变了自己 juice 啊软饮料啊的包装，变成 portable size,让人民可以再车里啊路上喝，于是牛奶也变了，由以前的 large bottle 变为现在这样。

## NO.13

control fires 的好处 1.做出更好的 tools，举了 knife 的例子，这样 knife 更有效，更锋利，更耐磨 2.digest better，举了 potato 的例子，生土豆不利于消化，熟土豆利于消化吸收，可以获得更多卡路里

NO.14

animal foraging.

NO.15

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 heard 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.16

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.

NO.17

## 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.

## NO.18

Lecture: Two advantages about the Beta Testing method used in businesses.

A beta test 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. This will allow them to know if there are any aspects that need to be modified. Take a camera for example. The camera company may give some professional photographers samples of a new camera to test out. If the photographers report after testing that the flash doesn't work well because it produces too much light, the company will know they need to work on the flash to make it more desirable.

### 2) Providing free advertising

If the tested consumers think the new product is satisfactory, they will provide a positive evaluation and tell others about how well the product works. But even if the product is not perfect at first, the company's effort in making the improvements will result in the product receiving a good evaluation. With the camera example, the photographers who recognize the company's responsiveness in fixing the flash will gain a good impression about the new camera and encourage other photographers to buy it.