

新东方点题班口语预测大范围

——新东方北美研发中心 张仪

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口语第一题

2013.11.22NA

口语一：版本一：Talk about what you like to do during spare time. Give specific reasons and details in your explanation.

版本二：Your friend has a bad eating habit. What suggestions would you like to give the friend?

2013.12.20NA

口语一：city should invest money in 1) transportation, 2) park, 3) can't recall, sorry

2009.11.14ML/2008.3.29NA

口语一：描述你生活中最难忘的一次成功以及你对它的感觉。 Describe the most unforgettable success in your life and your feeling about it.

2014.9.13NA

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

2011.2.12ML / 2009.10.10ML

Describe a special experience which has changed you positively. Explain how it changed you. Include reasons and details to support your response.

2011.5.28NA

If your friend had difficulties in mathematical exam, what would you like to suggest?

2013.1.18NA

1 What qualities should a leader have?

说了两点：(1)一要公平(2)二要有远见

2013.1.26NA

1

给孩子选一个课外活动，sports，music，还有一个啥，不记得了

2013.4.6NA

1

which is the most challenging place to work? Museum, hospital, business

office.

2013.5.17NA

口语一：下面哪个学生活动对社区最有利？planting or taking care of a garden; organizing recycling program in community; organizing cleanup day in park

2013.7.13NA

1

在医院做 volunteer，是喜欢和病人聊天，读书给病人听，照顾病人亲属

2013.11.9NA

口语一：你未来想从事什么工作

2013.12.6NA

口语一：Which of the following jobs would you like to do? Actor/actress, computer programmer or business owner. Explain yourself in details

2011.3.26ML

1

Describe a time when you learned a new subject. Steps

2010.3.20NA

1

描述一个参加过的活动，你是否认为每个人都 have a good time ?

2014.6.21ML

Task 1:

Talk about a subject you enjoy learning in school. Explain your answer in details.

2014.4.19ML

task 1:

Talk about an important decision that you have made. Explain why this decision was important for you in details.

2011.10.16ML/2010.9.25NA

口语一:

What are some of the benefits that cell phones bring to people?

2012.7.15ML

Task 1

You attended a school recently, if one aspect of the school needs to be improved, which one will you choose, describe it and explain why.

2010.1.31ML

1

What type of music do you enjoy most? Explain why you enjoy this type of music. Include reasons and details in you explanation.

2010.9.26ML

1

Describe a charater in a book , movie or TV program that deeply impressed you. Explain why you like this charater. Include reasons and details to support your response.

2013.12.21ML/2011.1.22ML

Describe the greatest period of your life and explain why?

2014.8.9NA

版本 1. Imagine that you have to stop using cell phone for a month, would that be difficult for you?

版本 2. Can you live without your cell phone for one month? Why or why not.

2014.1.12ML/2010.10.22NA/2012.9.8ML

说一个你和别人不同的学习习惯 & why

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

2012.2.18NA / 2011.11.26ML/2009.9.11NA

S1

你住的国家面临的问题... 翻译的不知道对不对 原题似乎是" explain your country's problem or OOXX

2012.6.9 ML



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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?

2012.4.22 ML



If your friend is dropping out of the college, do you think is a good thing?



2012.7.14ML

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Among the following three professions, which do you respect the most: photographers, musicians and painters. Explain why.

2013.10.12ML



版本一

聊一聊 shopping on the internet 的好处

版本二

Describe a skill that you want to learn



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2014.6.20NA

大学收到一大笔钱，你认为应该花在哪里来改善学生的生活：技术 运动设施，
研究



2009.5.16ML/2007.10.17ML

1

Describe the most important decision that you have ever made



2008.10.25NA/2010.7.24ML

Task1:

你是怎么保持健康的

2014.10.11NA

Task1:

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



2014.2.22NA



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S1 你愿意给别人辅导，还是当访问学者，第三个想不起来了，说原因

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

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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



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□ 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

口语一：

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

口语1.当你遇到困难时会和谁说

2007.4.29ML

Task1:



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



口语第二题

2013.12.20NA



口语二 : people who live in small town is nicer than those who live in big city, agree with disagree



2013.11.22NA

口语二 :版本一 :Some students like to learn by themselves,others prefer to share their ideas with others.Which one do you prefer?

版本二 : Some people like to share their thoughts through publications like newspapers and blogs,others prefer to only share them with friends.Which one do you prefer ?

2009.11.14ML/2008.3.29NA

口语二：People are never too late to receive university education to get a degree. Do you agree or disagree the above statement? Include reasons and examples to support your response.

2015.1.11ML

Some people prefer to live in old buildings. Others prefer to live in new and modern buildings. Which do you prefer? Explain why.

2014.9.13NA

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

2011.2.12ML / 2009.10.10ML

Some people prefer to learn from people and events in the pasts. Others prefer to learn from current people and events. Which do you prefer? Use specific reasons and examples to support your choice.

2011.5.28NA

Do you prefer to write a long essay or give a speech in front of class for an assignment?

2013.1.18NA

2 Do you agree or disagree: people should always tell the truth?

依情况而定(1)有时应该(2)有时不应该

2013.1.26NA

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

一个

2013.4.6NA

2

which do you prefer: taking the course taught by a teacher 和 自学.

2013.5.17NA

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口语二：同不同意 agree or disagree: teachers should make learning fun

for their students

2013.7.13NA

2

你比较喜欢 job with communication ,还是不喜欢个人打交道的工作

2013.11.9NA

口语二：你认为学校有没有必要强调学生学习 HANDWRITING ？

2013.12.6NA

口语二：Do you agree or disagree the following statement:People should be required(forced) to retire after the age of 65?

2011.10.16ML/2010.9.25NA

口语二：

Do you agree or disagree that students should be required to go to school before they are 16.

2014.4.19ML

Task 2:

Do you agree or disagree with the statement that it' s important for students to study Art and Music in school. Explain your answer in details.

2014.6.21ML

Task 2:

Do you agree or disagree with the statement that children should do houseworks when they' re old enough.

2010.3.20NA

Task 2

2.你是否会一直表达你的真实意见,即便你知道这个意见可能不被认同。key words: honest opinion.

2. it is always good to keep honesty?

2,别人不同意你还坚持说实话吗

2011.3.26ML

2 北京新东方

Some people prefer to read or watch news every day, other people prefer to read or watch news regularly, which do you prefer.

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.

2010.9.26ML

2

Do you agree or disagree with the following statement? It's a waste of time for university students to take courses outside their major fields.

Use specific reasons and examples in your answer.

2010.1.31ML

2

Do you agree or disagree with the following statement? It's easier to teach children in primary schools than students in universities. Include reasons and details in your explanation.

2014.3.29NA

S2

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

2014.8.9NA

版本 1. Some people think that business and industry need to be developed, even if the development of them affect environment; other

people think that environment need to be protected from the development of business and industry. What do you think?

版本 2 有人认为工业发展需要以破坏环境为代价，也有人认为 industrial development should protect the environment。你同意哪个观点及原因。

2014.1.12ML/2010.10.22NA/2012.9.8ML

你喜欢在大的 grocery & department 购物，还是喜欢在小商店里购物 & why

2012.2.18NA / 2011.11.26ML/2009.9.11NA

s2

你喜欢早做完事情还是等到快到 deadline 在做，为什么，你的意见是什么

2014.6.20NA

有的大学强制上外语课，有的强制上计算机课。你认为哪个更重要？

2012.7.14ML

Which do you prefer, reading paper books or reading electronic books?

Explain why.

2013.10.12ML

版本一

有的人呢喜欢买 food prepared , others like to buy food and 自己 cook, which do you prefer

版本二

Advantage of group discussion

2009.5.16ML/2007.10.17ML

2

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

2008.10.25NA/2010.7.24ML

Task2:

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



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2014.2.22NA

S2 学生应该出席所有课还是可以选着上，没去的课自己看资料补上呢？



2014.5.31NA

Task2:

喜欢一年上 9 个月或者 10 个月的课，或者一整年都上课



2013.10.19NA

口语二：

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

2009.2.28ML

s2

同不同意学生在上之前先休息一年做准备？



2013.4.14ML/2012.4.20NA

Task2:

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

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

□ 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

口 2.是否应该投钱给艺术中心,美术馆

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 quite 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.

口语第三题

2011.6.25ML

3

newspaper 上有人写信说建议在宿舍增加厨房和冰箱等设备，让学生在宿舍做饭。男生同意，说 GREAT IDEA，然后说可以食堂可供选择的总是不想吃的，还可以几个人一个组做饭，learn from each other 之类的。那个男生最后还说了一点 paragraph 以外的理由，即 after graduation students will need to live alone and cook their own food anyway. 因此在学校就开厨房做饭可以 learn

some practical life skills.

新东方®
2015.1.11ML
XDF.CN

北京新东方

The letter proposes the school should open classes outside the classroom because good scenery will make the students focus and avoid boredom and the school has installed some benches and seats outside. The student disagrees with the proposal.

First, there are too many distractions outside. Students will be distracted when friends are passing through.

Second, there aren't enough seats available, it's inconvenient for students to take notes if they have to stand there.

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2011.2.12ML / 2009.10.10ML

阅读：教授要求学生在上讨论课程前发 email 给她。

The email from a professor says that require students submit her two questions about the reading material one day ahead on class discussion.

听力：男学生认为很好，1) 说可以节省时间，并举例上上次讨论花费太长时间。
2) 预习课程不仅有利于讨论，并对课程结束时的 paper 有很有好处，提供很多好 idea 和 topic.

There are two beneficial. First, it can to promote students finish reading assignment better. Second, it can add class discussion to aim at students' interests. The man agrees with the professor' s requirement about the discussion for two reasons. Firstly, he thinks it is good for the discussion part because it would save time. Last time, it took him a long time to finish discussion. Second, it is useful for their finals. Because students have interesting ideas ready and they are easy to write paper.

Question : Explain the man' s opinion and why she holds that opinion.

2011.5.28NA

版本一：【主题】A letter to a university, Witten by a girl .Seats are planning to be built outside (on the lawn).

【1 观点】男反对：

【2 理由】【1】.Another dining room is closed .I t will be better if that dining room is open , and students can use both.

【2】 . Some people will play soccer on the lawn ,and they will hit some people.

上设些桌椅

版本二：【主题】在食堂附近的草地

【理由】 【1】 .食堂太挤， 【2】 .可以享受好天气

【1 观点】男的不认为这是个好主意。

【2 理由】【1】.还有食堂其它的 halls 可以用，只要学生们不要只集中在一个 hall 里用餐就可以解决这个拥挤的问题了。【2】.好像是室外草地可以用于运用

2013.1.18NA

3 Reading : 大学准备关闭学生的 art gallery.

Listening: 男生反对该决议 :1. 该大学艺术系学生多 ,作品来源不成问题。2. 学校的宣传做得不好 ,经常是展览结束后了 ,才有介绍文章出来 ,大家都不知道有展览。

附录原文 :

W: Did you read the school newspaper? The art galley will be closed in a few days.

M: Hum, I knew the decision. You know what? I am going to write an e-mail to Dean to complain about this plan.

W: So, what are you complaining about? It looks they have done nothing wrong about it. You know, not too many art majors take the advantage of

the gallery and display their works there.

M: Ah, that is true, obviously. But...but they see only part of the truth.

W: What do you mean?'

M: Well, let me put it this way. The reason that many majors don't display their works in the gallery is that they take the chance of exhibiting in the gallery very seriously. So they always wait until everything is perfect before sending their works to the exhibition.

W: Aha, I didn't know it before. But how would you explain that only very few students come to the gallery even during the period of exhibition?

2013.1.26NA

3

学生写信限制诗歌课的人员数量，控制在 15 左右，以让学生能够更多 get feedback from professor, 控制的方式可通过选 TOP15 的学生，被选出的学生一般都是对课程 serious

2013.4.6NA

3

announcement: Ice-skating rink will be converted into student house holding.理由: 1, not enough space to hold all the students in campus 所以要改建滑冰场给新生做宿舍 2, 那座 building is convenience, near town.
conversation: the man disagrees with the change.

理由: 1, 很多学生都喜欢去那里滑冰, 是一个有趣的场所, 企鹅附近没有那样的场地了。

2, 学生住的地方应该里教室图书馆等地近才好, 如果有学生住到改建的那里要来回折腾, 浪费时间。

2013.5.17NA

口语三 :: 学校组织 meeting 邀请教职员工和学生参加以了解学校发展, 在主会场和俩分会场举行; 分会场人不能提问。女生反对, 认为可以把报告放到学校网站, 一来所有人都能了解全部内容, 如果 meeting 的话不是所有人都能参加; 二来可以发邮件提问演讲者解答疑惑, meeting 的话分会场人不能提问

2013.7.13NA

3

阅读, 两种方法提高读者数量, 降价和送货上门。 听力, 女学生不同意, 1 价格已经很便宜了 50 分, 价格没什么影响。2 没有那么多工作人员, 没有人力和车

2013.11.9NA

口语三：【学生倡议】：有一个学生在校报上发表了一个 proposal, 建议学校设立 student committee 审查给每个社团的预算, 因为 :1. 学生更了解学生组织 ;
2. 能够锻炼学生的领导力。

【学生态度】：男生反对：

1. not objective and not fair, 学生会给朋友或自己的社团更多钱；
2. 大多数学生没兴趣，而且都很 busy, 没人愿意 volunteer 他们的时间在这个 committee 上。

2013.12.6NA

口语三 : reading: proposal: the student suggests to cancel the school news announcement.

reason1: Not helpful, because it is provided at the very beginning of the semester, most students would forget the news later.

reason2: Not necessary, because the news have already been posted on websites.

listening: the woman disagrees

reason1: It is useful sometimes. For example, she bought cheap books in the book fair because she saw the news, it helped her save a lot of money.

reason2: It is not realistic to hope that students would check websites often. They have other things to do, for instance classes and on-campus

events.

新东方®
2014.1.25NA
XDF.CN

北京新东方

口 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，锻炼完走回来会很累

2010.3.20NA

新东方®
XDF.CN

3

阅读:a letter about humanistic study lounge

听力：男的说真不错，这样就不用浪费时间了，不用跑多个地方去上课了，来去各 10 分钟，课间 30 分钟，如果有了这个，就可以在一个地方不用跑了。另外，有的课很难，有助于学生们交流提供一个场所，比如 Hamlet 很难，找不到同学讨论，如果有 lounge 就不一样了，可以在一起讨论解决。

2014.6.21ML

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TASK3
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R: There is a proposal that the theater assistants should be paid and

trained.

L: The man holds a positive attitude towards it.

1) Firstly, he says that most assistants have their main job. For example, one of his friends gave up the rehearsal because it conflicts with his boss's job.

2) Furthermore, he says the training will help the assistants work better. Some professional staffs teach the assistant how to use the equipments will also improve the quality of the play

2014.4.19ML

3

一学生写信申请图书馆让用手机 cellphone ,女生反对 ,理由 1:低声说话对方听不见 ,大声势必 noise 理由 2:急事可以出去打电话 , check message

2011.10.16ML/2010.9.25NA

口语三 :

阅读 : 学校打算在寝室加装电脑 with Internet。有人在等的时候 , 每个人限用 10 分钟。

听力 : 一个女生赞同。因为 : 一 , 这样她有时候忘记查邮件或者要出去但是忘记路线了 , 查起来就方便了 , 不用 go all the way down back to her room。因为她住四楼。二 , 有些人总是坐在电脑面前发信息 , 而有些同学是急着用电脑写 paper 的。

2010.9.26ML

3

大学计划 close down 洗照片的暗室 the photography darkroom。理由有二：
理由1、现在，many students use their own digital cameras，所以很少有人会到 darkroom 去冲洗照片。理由2、学校的 money is scarce，学校应该用 the saved money improve academic programs，而非把钱浪费在 photographing 这种 minor hobby 上面。女生反对。理由1：还是有很多人使用 both traditional cameras and digital cameras。handle ordinary pictures，用数码相机。professional 摄影师需要用 traditional cameras 去 capture 照片 background details。而这是用 digital camera 很难做到的。所以，darkroom 有用，不能关。理由2、女生认为 photographing is not merely a hobby，更是一项 special skill，可以 help students find jobs in the future。例如她一个学姐就是靠 photographing skills found a job as a professional photographer。

2010.1.31ML

3

阅读：【大学通知】：美国大学要求参加西班牙Spain留学交换项目的美国学生到西班牙以后住校live on campus。好处1、住宿费便宜cheap。好处2、可以和

native Spanish speaker住在一起，有利于学习西班牙语learn language (Spanish) 和西班牙文化。

听力：【学生议论】：女生反对此计划。理由1、其实学生在校园周边也能找到便宜的房子。她举了她sister home stay的例子。她已经找到一个本地家庭local family愿意租，房租相当便宜。理由2、和美国学生住在一起，大家都说英语，没法学习improve西班牙语语言和文化。所以要搬出去住，只是不要说英语。

Question : Explain the woman' s opinion towards the school announcement and why she holds that opinion.

2012.7.15ML

Task 3

increasing attendance on student art show。给学生发邮件通知，时间改在学期中而非学期末。女生同意，1.作为艺术系的学生，很需要看这种照片，现在用邮件通知，知道的人多了，去的人就多了。2.期末事太多，大伙儿都呆在屋里或者图书馆，如果改在其中，大家就有时间去了。

2013.12.21ML/2011.1.22ML



阅读里面说学生建议取消读诗会，因为很少有人参加，而且可以从图书馆借 CD

来听。听力里女生不同意，因为现在读诗会只会在网站上发通知，如果他们能在教室、图书馆和学生中心还有报纸这些其他形式上也加以通知，肯定会有更多人来。而且参加读诗会和听 CD 感觉不同，可以 make eye contact, use body language, 和其他人分享这种经历。

2014.1.12ML/2010.10.22NA/2012.9.8ML

阅读：学校要建一个 new art museum, 因为：别的很多学校都有，然后可以提高学生鉴赏力

听力：男生不同意。1、说 downtown 也有 museum，好像还有个大师在那里有展览，学生 Monday free; 2、这是个 expensive project，学校不舍得花钱啦

~

北京新东方

2012.2.18NA / 2011.11.26ML/2009.9.11NA

s3

是讲一个学校推出了一个新的 announcement 给 freshman, Biology department. 说学生一起学习(group study) 可以 best know the equipment and improve academic study, and in addition, can meet and make new friends.

However, in the conversation, the girl said the study group sort of thing

doesn't help. Because people have their own way to study, expect those who don't know how to study. So she prefers to work alone.

The second point is that she thinks that if people in the same department, they will have class together, so they eventually will meet each other. So you don't really need to go to the study group.

2014.6.20NA

阅读：停止爵士合唱团，因为感兴趣的人少，没有必要继续了

听力：女人觉得真不好。

理由一：主要是因为平时训得太勤了，导致很多学生不来了

理由二：没有其他选择了，很多是经典，但不是爵士，女人不喜欢，其他学生也不喜欢。

2012.7.14ML

女生遇到困难：她想上 Professor Cline 的 creative writing class，但是她上课后发现班里人太多，太 crowd，无法更好地和教授同学互动。共有两种解决方法：1、上另一个教授的写作课。但女生说她不知道另一个教授会不会和 Professor Cline 一样好。2、上下个学期同一个老师的课。下学期的课在早上，人应该会少，但是女生说她想现在就得到 feedback。

2013.10.12ML

Reading Material

TOPIC

学校打算给不住在学校坐车上下课的学生也建立一个 lounge , 里面有 bulletin board 可以贴 posting

Listening Material

Attitude woman agrees

Reason 1

学校 dorm 有 lounge , 是很重要的 social 和 relax 地点 , 坐车的学生也很辛苦 也很需要

Reason 2

posting 可以提供信息学生们一起搭车省钱

2008.10.25NA/2010.7.24ML

Task3:

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

2014.10.11NA

Task3:

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

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

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

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

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

2014.2.22NA

S3 学校通知说禁止在学校人行道骑自行车

, 女生同意, 第一太危险, 尤其是在午饭和课间人多的时候, 好像要给汽车的弄个 line, 她认为这样对汽车的人来说既安全又快

2014.5.31NA

Task3:

学校要在春季休息的时候修操场, 避免给学生造成不方便, 而且室外设施还是开放给想锻炼的人

2009.2.28ML

S3

competence 的两个阶段 conscious和unconscious 用了typing来作为例子说明在 conscious 阶段 比如刚开始学习 typing paper 他必须全神贯注并且在和他谈话时 他必须专门停下来因为不能够同时作两件事 所以导致的结果就是他打完一篇文章很慢 但是那个时候的错误也比较少. 在 unconscious stage 人们通常认为自己已经完全学会了这项技能 所以不再聚精会神, 常常一心两用所以他打字慢慢变快而且常常边打字便和寝室同学对话 但是这样做的结果就是

他在打字的时候犯的错误也便多了题目就是让你 summarize 整个材料大意 还有如何用例子来说明观点的。



北京新东方

2014.2.8NA

口 3

先阅读，内容是建议给 premedical school 的第一年学生，让他们在第一年去社区医院或者小诊所做 volunteer work。原因有两个：1) 可以让他们更早的积攒经验和熟悉医疗的 procedure 2) premedical 学生第四年本来也要求做实习，这样他们第四年可以不那么紧张。然后两个人针对这个讨论，sam 是这个学院的学生，他认为：写这篇文章的人一定是第一年的学生，因为他不了解 premedical school 的 structure，因为这是 preclinical 离 clinical 还很远，他们主要学一些基础临床医学知识，为 medical school 学习做准备，那些社区医院的医疗 procedure 经验和他们的学习不相关，第四年他们要忙着申请 medical school，所以不相关。

2013.4.14ML/2012.4.20NA

Task3:

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

【1 观点】女生同意。

【2 理由】【1】可以让学生知道自己专业是否有办法 handle .

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

版本 2:

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

2008.9.28ML/2007.8.17ML

s3

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

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

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

听力：男生反对理由：

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

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

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. 举了个自己的例子,说他带laptop 去上课,但没电了,他找不到power plug, 跑了很远充电。第二条是学生有可能在课间完成assignment, 需要打印。

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

2014.12.12NA

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.

2014.5.11ML

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.

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。



北京新东方



口语第四题

2013.11.22NA

口语四 : Definition: Latent demand means that potential customers needs can be identified by the companies thus better meet the needs of the customers.

Examples: People used large stereos to listen to music at the beginning, later smaller stereos appeared and people started bringing them to outdoors to listen to music. Some companies sensed this latent demand, and they figured that isn't it great if people could listen to music in public but privately instead of playing it out loud? So they made tiny stereos with ear buds, and it was a huge success and there was no competition back then.

2013.12.20NA

口语四 : virtue by association 因为某人的背景或是和组织的关系而判定这个人, lecture 里 professor 举了个他投票给一个市长候选人的时候, 仅仅因为他的家庭在当地名声很好, 结果这个被选出来的市长并不行

2011.6.25ML

4

阅读 :讲 AD efficient strategy——modeling(这是题目)当产品 complicated to use 时这个会说得很明白 而且有演示什么的。

lecture : 作者自己 experience : 儿子要 ice-cream 机 , pro 说那玩意太复杂买回来也不会整啊 , 结果偶然看到 modeling 的 AD 还有演示 (step by step) , 说这个简单又快捷 , 于是乎就买了 , 最后教授承认真的很好用。

2015.1.11ML

Population cycle in ecology system: mice and wolf. Wolf is the predator and mice is the prey. There are three steps : 1. When mice are numerous, wolves have enough food. Then the number of mice decreases and the wolves get increased.

2. When the number of mice decreases, the wolves lack of food and then the number of wolves decreases. Later the number of mice increases. 3. It turns back to step one.

2014.9.13NA

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

2011.5.28NA

版本一：【讲座主题】Reading: In the world of animals ,一些动物 confronting and fighting

Against predators.

【相关例子】Lecture: A kind of dove always likes to build the nest on the ground .

It's easy to hurt .When the fox comes ,one dove always pretends to be hurt, and cannot fly(luring).So the small dove will survive.

版本二：文章 distraction display

讲座：教授举了一个例子某种鸟把窝建得高，很多动物就够不着了，但有一种什么狐狸还可以够得着，会伤它们的鸟宝宝和打破它们的蛋，所以成年鸟就会转移这些狐狸的注意力，把它们引到远离它们的窝的地方，当它们达到目的后也逃走从而保护了它们的孩子。这种行为就是文章里说的 distraction display。

2013.1.18NA

4 Reading: 心理学一概念：讲你希望对方成为什么样的人，你就应该按照你希望他(她)成为的那个样子去对待他(她)。

Listening: 一个实验，一组随机挑选的小学生，告诉教师他们(她们)都是是精挑细选的优秀生。老师因此努力教学，经常鼓励，小学生短期内成绩提高。

2013.4.6NA

4

阅读 :concept 是 invasion meltdown. 这个 definition 我只记了 :animals can help plant species to reproduce and spread, 应该还得加上入侵的部分。

听力 :example 是 fig tree. 有人把这种树种到 yard 里 ,但是它就只长在这 yard 里不会传播到别的地方，因为这树本来是在 Asia , Asia 有一种 insect 叫什么 wass(音)的来传播他的 seed 才能 reproduce. 然后这种 insect accidentally 也到了美国以后 ,fig tree 就开始 reproduce 到各个地方了。然后他就在一些区域 dominant 了，那里原本的植物就没了

2013.5.17NA

口语四：closeness-communication bias：人们以为自己对亲近的朋友交流更有效实际上不是的，可能对陌生人更有效因为人们认为朋友会自动了解自己的意

思基于相同的经历。例子是教授叫一个老朋友 jack 和一个不太熟悉的新教授聚会，在一个意大利餐馆。他告诉 jack the Italian restaurant,以为 jack 知道是哪里。但是告诉新教授全名。结果后者到了准确的地点 jack 去了另一家餐馆

2013.7.13NA

4

natural consequence 阅读讲的小孩做错事，大人口语不用惩罚，由着做错事的结果来惩罚孩子。听力，教授给了个例子，教授 5 岁的女儿经常把玩具放在后院，平常教授都帮女儿收拾。一天女儿还是把玩具放在后院，教授没有帮收拾，那天晚上下雨，把她的玩具损坏了，女儿在这件事后认识到自己的错，以后再也不帮玩具放后院了。

2013.11.9NA

口语四：【名词解释】：scope creep: ask for more than origin

【教授举例】：教授举了他 friend 的例子。他的 friend 开了一个建筑公司，要帮一个女的建一个 fence yard, 他们只是 verbally 说了，没有签合同。快完工时，女的说要他 paint white。 friend 说只是帮忙建 fence,女的说聘请他的时候以为还会帮忙涂颜色。经过争论后，friend 答应帮她免费 paint white, 但是很不高兴。

2013.12.6NA

口语四：阅读：大概介绍了定义：人们通常为了遵守事先制定好的 procedure，

结果出现了事与愿违(unsuccessful)的情况。

听力：教授举例：school policy that students shouldn't be late，老师们为了让学生能够接受完整的教育(attend the entire class)，规定学生按时到校上课，否则就不能进班，但是这个规定的结果就是，一旦学生迟到了，他们就一堂课都上不了，导致的结果反而更糟糕。



2011.10.16ML/2010.9.25NA

口语四

animals living in different places share the same eating hobby. 住在 Africa 和 Australia 有两种动物。它们虽然生活在 totally different places，但是它们吃东西的方法一样，就是有一种什么东西，很难吃到。它们都是 make a hole, and then put their tongue in it。就是这样吃到的。

2014.4.19ML

4

convergent evolution 不同动物形成同样得 feature，举例 africa 的 Aardvark 和 Australia 的 echine 都吃同种虫子 which live in deep mud，都有 long and sticky tongues

2014.6.21ML

TASK4

R: The term is the subject-expectancy effective, it means that the thoughts of people will depends on what they already know.

L: (The professor) Well, today we will talk about the subject-expectancy effective. I will give some examples to illustrate this term. For instance, a manager told a group of officers that they will be offered more works and they should be more concentrated on it. However, the amount of works was the same as the amount before the officers were told, the results showed that the officers work harder before they were told, just because they knew there will be more works. Another experiment is a company gave their fatigue and tired workers a kind of vitamin which can energy people up, but actually the pills are normal placebo, the results showed that the work efficient improved after works took the fake vitamin.

2010.3.20NA

4

问题：男人说要写一个作业关于 poem 的，他发现一本好书在图书馆，但他出去玩疯了，忘了在 Weds（大概是）借书了，而且他点背，那天图书馆关门早。

解决方案

1 女的说可不可以用别的 poem 书呢，他就觉得这书好。

2 另外一个就是，明天早晨早点儿去图书馆，然后快点儿看，因为没啥时间了，必须的他交作业了

2011.3.26ML

4

阅读：关于动物的 migration (其实主要是讲 vertical migration)。

文章说动物迁徙有三个目的，一个是到温暖的地方，一个是寻找食物，一个是躲避天敌。然后讲了 vertical migration 的含义 (其实这个是重点，因为举的例子就是垂直的迁徙)。

听力：教授举例：以 squid 例子。squid 晚上到水面吃食，太阳出来了躲到水底，因为白天有日光，光照使得 squid 可见，避开 predators；squid 每天都重复这个从水面到水底，又从水底到水面的循环。

Question：用听力的例子来解释为什么海洋动物要垂直迁移

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



北京新东方

2012.7.15ML

Task 4

stimulus reduction。举了那老师教小学班时一个叫 STEVEN 的例子，一学生靠窗坐，总是在做作业的时候看窗外，不集中精力。后来老师就把座位调了 rearrange，他就集中精力了，学习也好了。

2014.3.29NA

S4

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

Two benefits : to gain information; use feedbacks to improve the product

Example. A bicycle company introduced a folding bike. Marketing ppl talk to a group of consumers. Information gathering; consumers like the folding back .

New feedback: wants to have an attached lock .

And the company adapted the product And the bike sells well.

版本二：

口四：一市场科技公司用 concept testing 方法来检测消费者是否喜欢一个新的

产品概念。两个好处：一获取信息二使用 feedback 来提升产品。举例：一个自行车公司推出了一个折叠自行车，用此方法告诉大众

2010.9.26ML

4

inequality aversion (不平等厌恶) : 不仅仅是人类 , 动物也有 sense of unfairness and refuse unfair rewards。教授以一个关于猴子拣石头的实验为例。researchers 让 a group of monkeys pick up small rocks and give them to the researchers。给搬得好的猴子 cucumbers 做奖励 , 它们会很高兴。后来 , researchers gave a member of the group some grapes 做奖励。猴子虽然很喜欢黄瓜 , 但更喜欢葡萄。Other monkeys 就 felt upset。Refused to pick up small rocks and refused to accept cucumbers , 甚至 threw cucumbers away immediately 以表示抗议。

2013.12.21ML/2011.1.22ML

阅读讲 Test Marketing 用来测试潜在客户对一个产品的反应 , 帮助公司对产品的问题进行修改 , 听力里举了电影公司的例子。比如他们做一个动画片给小孩看 , 但他们没有经验 , 所以就找来一些小孩看这部片子并且问他们最喜欢的角色 , 小孩都说喜欢里面的狗 , 于是公司以此为判断 , 把狗作为了动画片的主角 , 然后大

获成功。



北京新东方

2014.8.9NA

版本 1 : 文章讲了 generalizing。 Early childhood 小朋友的学了一个词以后就会觉得那个词是特指某件物品 (single, specific object) ,直到他们长大一点后学会了 generalizing, 才会知道知道一个词是代表一类物品 (similar general objects) 。

Professor 用的是他儿子的例子, 儿子小时候玩儿 Toy train,他就告诉儿子那叫“train”。有一天带儿子去坐火车,看到轨道上的火车,他告诉儿子这是 train, 儿子就很 upset。不过一年以后, 儿子稍微大一点了, 就知道 real train 和 toy train 都是 train 了。

版本 2 : 心理学——generalizing

阅读部分: 在学习语言的过程中, 儿童很容易把一个词的意思理解为仅仅是用来表示一个特定的物体 (one specific object) , 随着年龄的增长, 儿童能逐渐理解一个单词不仅能用来描述一件物品, 而是可以用来表示某一类物品。这种现象叫做归纳 (generalizing) 。

听力部分: 教授的儿子三岁时, 他有一个玩具火车, 爸爸妈妈就教给儿子这个东

西叫做“train”。有一天爸妈带着儿子出去玩，途径火车站，爸爸就指着火车说这是“train”，当时儿子就显得非常不理解（upset and confused）。而到儿子四岁时，他就能够正确使用“train”这个词了，并且能明白这个词不仅能够表示他的玩具火车，还能用来表示火车站里真正的火车。

问：用教授给出的例子解释什么是 generalizing。

2014.1.12ML/2010.10.22NA/2012.9.8ML

阅读：解释了一个名词叫 optimal foraging（最佳觅食理论），

听力：举例鸟儿会把 shellfish 从高空扔下在石头上敲开。但他们有两个选择标准，一个是会选最大的扔，另一个是为了节省体力会选在特定的高度扔。

2012.2.18NA / 2011.11.26ML/2009.9.11NA

S4

讲的是货币的形式，说的是 1，货币是 coin and paper bonds。例子是如果你坐出租车，你付给 driver 的是钱。

还有一种方式是以物易物，说一个农夫坐出租车，他可以给司机他的农产品，如果司机同意了，那这个时候农产品就是钱。

但是，政府规定了我们现在使用第一种方式。

2012.4.22ML

Reading part

Listening part 【名词解释】:

emotion display (情绪表达规则):

It means the expression of emotion depends on the society in which we are live in. 【教授举例】:

The professor uses an example of his 4-year-old daughter. She had a birthday party. Prior to the party, parents told her that she should hide her negative emotion when she did not like the gift received. Her grandmother gave her cute clothes as a gift. But the girl did not like it and felt disappointed. Before her negative emotion became too obvious, her mother said the clothes were very cute. The girl suddenly realized that she should say thank you to grandmother and she did that.

Question : 用听力的例子来解释对这个概念的理解。

2012.7.14ML

学校给志愿者提供住宿，进行一周的志愿者活动。好，1 很多学生想做义工，但是没钱 stay over night，这样解决了问题。2 一周的时间并不长，因为前几天要 training 一下 skills，真正做义工的时间只有几天。

2013.10.12ML

阅读：

signaling

商家在 selling 的过程中请 third party 来提供一个 objective 的 idea 表明产品质量好

听力：

教授的朋友开一家珠宝店，她请了一个 20 多年经验的专家鉴定了每一样珠宝都是 real 的，然后在门口挂个牌子说我们家珠宝都是 certified by 专家，让大家放心买贵的珠宝。

2009.5.16ML/2007.10.17ML

4

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

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

2008.10.25NA/2010.7.24ML

Task4:

动物的 specialization 的长短处(advantages and disadvantages)

2014.10.11NA

Task4:

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

Lecture:

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

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

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2012.1.13NA/2012.11.2ML
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北京新东方

S4

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

2014.2.22NA

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S4 零收益，说一个行业成功了，其他类似的也模仿，以为自己也能成功，实质根本赚不到钱，一个买房的公司在一个镇上卖的特好，其他外地呢机构也想分一杯羹，结果卖房机构过剩，互相抢客户，导致新旧公司谁都没得赚

2014.5.31NA

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Task4:

昆虫觅食的时候遇到困难会召集同伙一起，举的例子是南美的 fire ant

2013.10.19NA

口语四：

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

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。

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2013.4.14ML/2012.4.20NA
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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。

新东方®
2008.9.28ML/2007.8.17ML
XDF.CN

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.

Crows. Crows 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

口 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。

2014.12.12NA

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 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?



北京新东方



口语第五题

新东方
2013.10.25NA

口语五：听力，一男一女 discussing about 女的的 problem, 她早上总是错过

吃早餐，因为她起不来。她的课在早上 8 点，她总是赶在提前刚好的时间起床，所以没能时间吃早餐。男的建议她是不是可以买些零食在 room 里，不用 cook 的那种，女的说不行，因为她平时错过早餐所以大概只吃 2 餐，现在再加上一餐虽然是零食，但是 still cost 她一些钱，不行！然后又自己建议其实她可以 switch 到另一个在上午晚一点才上的课程。还是同一个 professor teach 的。

要求总结女的问题以及 solution

2013.11.22NA

口语五：

Problem: The man was supposed to go to the seaside with friends, but Mary asked him to go help her to move on a short notice because she has to move out by tomorrow. Solution 1: Find someone replace him. Pro:/ Con: It might not work at this last minute.

Solution 2: Cancel his appointment with his friends. Pro:/ Con: He has been planning to go for long, and later the weather will turn cold, and they can't go to the beach anymore.

2011.5.28NA

版本一：【1 个问题】A boy needs to read a novel in order to write a paper. However, the library on campus is closed.

【2 个建议】【1】. To go to another library. But it's too far away. It will

cost a lot time ,and the student will miss some interesting courses.

【2】.To read another book. However ,the student doesn't like the book.

版本二：【1 个问题】他想买一本对她完成 assignment 有用而且是刚出版的书，但学校的书店要关 1 个星期，所以打电话问其它地方，但只有 1 个离学校很远的地方有这本书而且只答应给他 hold 明天一天，而明天他又有课。

【2 个建议】

【1】.如果有另外的书同样可以替代这本书，那就不用另一本易获得的书，但男的认为新的可以让他的 assignment 更新颖。【2】.开车去取那本新书，但他又认为开车去这么远就为了新颖有可能不值得

2011.2.12ML / 2009.10.10ML

学生会要在期末考试的 study break 办个 party 让大家放松一下，结果请的乐队主唱病了，不能来演出，option：要么放磁带里的音乐，但是没气氛，要么往后推迟几天，但有可能大家考完就走了。

【学生困难】：

The man wants to hold a party before the final exams to make students get away from books and relieve stress, but the invited band will not available now because lead singer of the band is sick.

【解决方案】：

To cope with this problem, the man faces two possible solutions. First, CDs can be played in the party instead of the live performance by the

band. Second, the party can be postponed before the final exam.

【问题】：

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

2015.1.11ML

The man's problem is that he left his keys in the dorm and he forgot to take his paper with him, which should be handed in today. He's roommate was in another city now. There are two solutions for him. First, he should tell the professor but his paper was regarded late. Second, he could ask the administrator of the dorm to open the door but it would cost him 15 dollars.

2014.9.13NA

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

2013.1.18NA

5 男生参加校 emergency response team，需要大量训练以达到国家标准，没

有时间做 literature reading , 为此苦恼不已。女生给出两个解决办法 : 1. 放弃这个队明年再重新加入。男生说不行, 如果这样, 他队内位置会被别人取代。2. 与 director 谈, 要求用两学期而非一学期完成训练。

2013.12.20NA

口语五 : the boy feels sick and is not sure if he should take the trip to the mountain or not

2013.1.26NA

5

一个女的要搬家, 想多花时间选房子

两种方法 : 暂时住在朋友家里, 但又怕不方便,

另外现在看好的一个房子, 可以很快搬进去

2013.4.6NA

5

女生的问题是 : 要打印东西, 但自己的打印机坏掉了, 只能去图书馆打印。(她 live out of campus, 所以和 roommate 一起买了一台打印机。且图书管里住的地方远)

两个解决方案 : 1, 和室友 split money 在每一台, 但是这是她的最后一个 semester 了, 新买了就只会用几个月。2, 就坚持这几个月到图书馆打印, 打

印是免费的，就是来回折腾太浪费时间。

2013.5.17NA

口语五：女生学期末组织聚会，俩选择。一是在 fancy restaurant 定在周四晚但是是一些同学来不了；一是在周五晚所有人都来但是只能在 student center 聚会喝咖啡吃披萨不尽兴。可以选择第一个因为学期末应该尽兴不能来的人也理解

2013.7.13NA

5

男生要打印东西，但是他要去学校和不方便，两个方法，1 从同学那买个二手的打印机，但是比较容易坏，并且打印效果不好，2 买新的，贵，但是男生还有两年毕业，可以买个新的也比较值

2013.11.9NA

口语五：【学生困难】：女生有个新室友 Linda, 他们的 schedule 不一样。女生会 study 到很晚，Linda 很早睡，因为早上有课。

【解决方案】：

1. 改变自己的作息，早睡早起，但她不是 a morning person, 早上效率没有晚上高；
2. 去图书馆，但是图书馆没有宿舍那么舒服的学习环境。

2013.12.6NA

口语五：sharing problem with roommate

问题：女生刚搬新家，她跟室友两个人一个星期轮流去一次 grocery，然后买回来平均分摊费用。但是问题是她室友买的东西一般都比较贵，但她自己却经常会

买 on-sale 的东西，从而导致她总会 pay more than she wants/ has to

解决一：set up budget

缺点：她担心她的室友会因此不能买她真正想买的东西

解决二：stop sharing

缺点：她觉得自己一个人每周都去 grocery 很麻烦

2011.10.16ML/2010.9.25NA

口语五

the woman has participated in drama performing, but she is also busy engaging in her majors.所以她不知怎么办好。她自己想了两个办法：一，quit

掉 drama 这样可以 focus on 学习了。但是这个 drama 其实也不是 just for fun 的，她也是需要这个经历的。而且如果她 quit 了，老师也不好再找人了。二，

可以 drop 一门课，这样就不会那么忙了。但是她修的都是 required class。就算 drop 了，下学期还要学，但现在已经是第三周了，她已经 put in so much work in class 了。

2014.4.19ML

5

男生要 travel with french club in spring 头 montreal ,但没有钱 ,方案 1:在餐厅多打工 10 小时 ,但下周考试 busy week 方案 2:卖吉他 ,但卖完就没吉他了

2010.3.20NA

5

问题 :推销服务质量 ,还有一个叫 TESTMONIA(音)professor 的朋友想做 paint work ,但是没有生意 ,

解决方案

1.采用了推销服务质量之后 ,有人说这个人涂东西极好又耐久 ,后来很多人都来找他。

2.另外 ,他还发了图片对比涂了的和没涂的效果 ,人们看到了 ,吸引了广大的潜在客户。

2011.3.26ML

5

【学生困难】:

很多人想报 short story course ,因此要交一篇 short story ,教授觉得合适的

人录取，但女生擅长的是写 poem。

【解决方案】：

第一个方案：按要求写 short story，但是女生从没读过，也没时间（要考试），要写也只能草草写；

第二个方案：该女生擅长写诗，交一篇以前写的诗歌，但怕老师直接拒绝了。

【问题】：

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

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

2014.3.29NA

S5

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

2012.7.15ML

Task 5

男生想选讲马克吐温的文学课，但是和他打篮球时间冲突 a confliction between the class and the basketball。方法一，换一门不太喜欢的课，这样就可以打球了。方法二，仍然选讲马克吐温的课，但是打球时间就会少半学期。

2010.1.31ML

5

【学生困难】：女生要在校报发表一篇paper，但文章写得too long to publish。

【解决方案】：男编辑给他两个方案：方案1、删掉一半cut off the paper / make it shorter就能立即出版。但女生觉得每个部分都很重要，不愿意cut，要弄短就只能Summarize了。方案2、到暑期版summer issue上发表publish。女生不太愿意，因为暑假大家都放假了，没人看得到

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

2013.12.21ML/2011.1.22ML

女生的问题是她的音乐剧明天首映但主演病了，她可以找人来替，但是担心这个人会觉得太紧张而演不好，也可以考虑把音乐剧推迟到下周，但这样观众会觉得

很失望。

2014.1.12ML/2010.10.22NA/2012.9.8ML

男生的问题是他很想回家，但又要重新写一篇论文。两个解决方案，一个是在学校呆一个星期，这样会错过家庭聚会，另外一个就是回家写论文，但这样就没办法在图书馆查找资料了。

2012.2.18NA / 2011.11.26ML/2009.9.11NA

S5

首先, 一个男人说, he works in the bookstore in college. His job is to carry heavy box which contains books. However, last week he went to help his frd to move to the new apartment. He injured himself. Doctor said that he cant carry heavy things for a month. So he went back to talk to his boss, his boss offered him a job to be a cashier in bookstore, however, the schedule for cashier only opens in the morning. he has a physic group study at that time. The physic group is important to him coz he improved grade OOX. so he went to find a dish washer job in cafeteria which fits his schedule. however, if he takes the job in cafeteria, he wont have the discount to buy books in bookstore, which saved him a lot

every semester....

所以最后他还是没结论...



北京新东方

2012.6.9ML

【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。

北京新东方

2012.7.14ML

人对得罪自己的人，可能当时没用表现，以后会一直记恨。举例，一男生开生日派对，他姐在快结束的时候打电话说因为一个 project 来不了了，他当时在电话上说没关系，可以 understand，但是在他 deep down inside，他很 angry。后来他和他姐约好吃饭，他故意迟到一小时，说自己忘记约定时间，后来自己意识到还是在为之前生日派对的事情生气。

2013.10.12ML

Problem

女生说他们班教授请大家免费今晚去 theater 看演出 by bus 但是她明天有历史大考她今晚想复习

Solution 1

to study on the bus 以及 come back 再继续学习, 缺点是学习环境不好晚上休息不好

Solution 2

今晚不去看演出只复习考试, 缺点是改天自己去得买票花不少钱。

2009.5.16ML/2007.10.17ML

5

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

2008.10.25NA/2010.7.24ML

Task5:

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



北京新东方

2014.2.22NA

S5 女生要搬出学校和朋友住 ,可是她得回学校做实验 ,路上话时间 ,两个解决
方法第一跟教授说没时间来 ,反正也没给钱 ,但是这个实验对毕业上研究生好 ,
第二是搬回学校 ,她又想朋友而且房子就空了

2014.5.31NA

Task5:

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

2013.10.19NA

口语五 : 男的遇到问题 , 在公共学校的一门课有15个人 , 人太多 , 他不到老师
的有效反馈 , 决定退课 , 他自己给自己提了两个solutions , 一个是换到晚上 ,

人少，但是晚上他可能有作业，课什么的，二是到暑假再选，但暑假他已经有两门课了，可能三门太多了



北京新东方

2009.2.28ML

S5

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

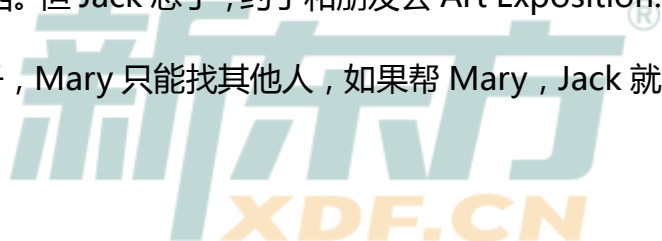


北京新东方

2014.2.8NA

口 5:

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



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

新东方
XDF.CN

口 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

2014.12.12NA

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

2014.5.11ML

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.

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。



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)



北京新东方



北京新东方

口语第六题

2013.6.8NA

□ 6

 Animal adaption
physical adaption

举例：动物表皮黑色，and it can absorb more sunlight for the heat to

get into the body

habit adaption

举例：动物站在冰块上不用两只脚，只用脚后跟减少和冰接触的面积

2013.6.22NA

□ 6

讲广告让受众接受产品的两个方法，一个是在合适的时间让受众看到，举的例子是玩具车的广告要在孩子们喜欢的电视节目的时间段播出，第二个好像是要和实际的产品结合(记不清了)，举得例子似乎是他女儿和朋友们有个小玩具，然后最近要有关于这个玩具的节目上映了。

2013.10.25NA

口语六：biological 的课程

一群群居的动物，易感染疾病，以一个动物好像叫 ann 的为例，说明他们如何去 defense 会感染疾病。

1) sorry 脑子短路..... 忘了...

2) 他们会经常自我清洁，通过自我清洁可以避免感染。

要求概括一下课堂的内容，表述他们如何去 defense 的。

2013.11.22NA

口语六：2 mechanisms to make it hard for the predators to predict the next behavior of the animals.

Example 1 : Squid don't go straight, and the speed is unsteady, they choose to move in a zigzag pattern which makes it extremely difficult for the predators to anticipate its behavior.

Example 2: Squid can change into different colors, they can change from pink to blue then to white, for instance, the predators stares at something pink but all of a sudden it change into blue, it confuses the predators thus gives the squid a chance to escape.

2009.11.14ML/2008.3.29NA

口语六：动物保护自己的两种方式：装得对侵犯者很危险；直接装死。以蛇为例：狐狸来冒犯蛇，蛇就装得比实际危险，吓跑了狐狸；遇到其他的某些入侵者，蛇可能装死，入侵者因此失去兴趣。

2013.12.20NA

口语六：土地的 salinization 问题，Solution 1; 弄 pipe 把多余的水引走，S2; 种植 resistant 的 crop, 这些 crop 对于盐有抵抗力

2013.1.18NA

6 商品价格与需求成反比关系。商品价格升高，需要下降，比如咖啡。但有例外，如面包。面包在 18 世纪的英国是最便宜的主食。相比肉而言，无论面包怎么贵需求量都不会下降。价格上涨反而会使得更多的人去买面包。

2013.1.26NA

6

动物眼睛扑捉猎物的两个 feature，一个能够分辨颜色，另外一个穿透力，能通过 branch 看到一些东东。

2013.4.6NA

6

term 是 infomercial。就是在电视上的长的商品广告，telephone number 都有显示在屏幕上那种两个 advantages：1，有足够的时间介绍所有 feature

example：卖 home exercise machine. 在 infomercial 里可以介绍他的各种使

用方式让更多人购买，但如果是 short commercial 就没有足够的时间。2，因为 viewers 是可以在广告过程中就打电话进来购买，这样可以直观地告诉商家这个广告是不是有效。example：还是那个 machine，如果很少人在广告时打电话进来的话，厂家就可以明确地知道这款广告不是那么奏效，然后就可以修改以卖出更多的商品。

2013.5.17NA

口语六：动物如何在睡觉时躲避捕食者袭击？两种方法。一是利用环境警告，比如 lizard 在睡觉时选择大树的长枝尽头这样敌人靠近树枝摇晃发出警告，而是自己大脑部分休息，比如一种鸭子可以睡觉时睁一只眼闭一只眼以监视敌人

2013.7.13NA

6

说是有两种途径让动物们既可以在白天活动也可以在夜里活动，第一种是 make light 怎么的（忘了），给出的例子是 fox 有一种很特殊的 layer 能借助月光看清东西。第二种是可以通过缩小眼睛的一个什么（eyes pupil 不确定拼写对不对）瞳孔吧，例子还是 FOX，可以调节瞳孔大小，来减少光的强度，所以他们还是可以在白天摄取食物。

2013.11.9NA

口语六：森林大火一般对生物有 harmful 的影响。比如很多动物在大火中会快速迁徙。但是森林大火对生物也有时候 beneficial。举了两个例子：第一个例子森林大火对 predator 比较有利。更有利于他们抓住 prey。比如火鸡。火鸡在森林大火中可开心了。他们可以轻而易举地看到 prey。他们的 prey 会快速 flee，所以火鸡可以快速抓到他们的猎物 insects，而不用苦苦地 peck the ground to look for the insects。第二个例子是 beetles。Beetles 喜欢森林大火因为他们喜欢的树平时会分泌毒素。Beetles 无法在树上生存。但是大火把树烧死后 Beetle 就可以尽情地在上面产卵和抚养后代。

2013.12.6NA

口语六:Two reasons for plants to avoid sunlight.

Example 1:Some plants need to cling to something in order to get its moisture and nutrients and etc.these places are often in shades,for example vine.

Example 2:Some plants need to conserve moisture,intense exposure to the sun would decrease the moisture,like bean plant.

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

2011.3.26ML

6

【讲课要点】:

古人要使火不灭, 需要学习两方面的知识。1、 technological skill : 燃烧的木头可能是因为闪电引起的。一开始人不知道, 后来他们发现木头其实是一种 fuel , 如果往火里不停加木头, 火就能一直烧下去。2、 social skill : 大家如果都睡觉的话, 火就会灭掉, 学会轮班加木头, 火就能一直烧下去。

The lecture is about early human how to keep fire burning. Two ways one is find the fuel first such as tree woods. Second is social work such as cooperation, because they have to take turns to look after the fire to keep it burning all the time"

新东方®
2014.6.21ML
XDF.CN

北京新东方

TASK6

Birds migration at a long distance.

1) First reason is that birds will eat enough food to store energy. For example, humming bird eat much food to store energy a few weeks before the migration, the food they eat will turn into body fat and its weight can added at least 40%

2) Second reason is to take advantage of the air flow. For example, hawk can save energy by soaring-flying without flapping wings by thermals.

北京新东方
2014.3.29NA

S6

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

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



北京新东方



2010.9.26ML



6

应对有生命威胁的情况，animals survive 有时靠 individual 自己就行，有时还要靠 group。动物形成群体 form a group 保护自己生存下去，有两种 ways：

第 1 种、gather together 取暖：帝企鹅 empire penguins 到了冬天就迁移到 inland、那里特别冷。为了 survive，帝企鹅会 bunch together to form a concentrated group to keep warm，并 take turn to stand outside to combat the extreme cold and get warmth。第 2 种、围在一起 to form a concentrated group to survive the predator：八哥 starlings 遇到

predator——falcons 攻击时会挤在一起，形成一个 solid mass。大的在外面，小的在里面。如果 a falcon hits them with one of its wings, its wing will be injured. the falcon 就没办法 catch any single starling 了。

2013.12.21ML/2011.1.22ML

城市温度比农村高的原因。一个是城市中的机器会释放各种热量，比如汽车释放尾气和热量，另外是城市当中黑色的东西更多，更易吸收光并转化为热量。比如 concrete 制成的深色马路和街道。

2014.8.9NA

版本 1 这个 lecture 讲了动物储存食物 (hoarding) 的两种不同方式

1) all food in one location,但是这这就要求动物必须能够守住这些食物，用 physical prevention 来 defense. 比如 Squirrel, 他们会把所有食物都藏带一个地方，但是如果有 birds 或者其他都无来抢的时候他们就会把这些掠食者赶走, drive them away

2) disperse, divide up food and save in different locations, 但是这要求动物必须记性特别好 (good memory) 记的食物都放在那些地方了.比如 Rat in desert, 它们把食物藏在 hundreds of locations , 但是他们记性好，都记得这些 locations 在哪里

版本 2 生物学——hoarding

听力部分：教授说贮藏食物（hoarding）对于动物来说十分重要，并具体介绍了两种贮藏食物的方法。

第一种是把所用食物都贮藏在一个地方（store all food in one place）。这种方法要求动物有能力保护自己的食物不被抢走（defensive）。例如，松鼠会把所有的松果（pine cone）都藏在同一颗树下，这是因为松鼠很有攻击性（aggressive），而且跑得快，所用能把来偷食物的敌人赶跑（chase away）。

第二种是采用分散（dispersive）的方法，先把食物分好（divide up），然后再藏到不同的地方。这种方法要求动物具有良好的记忆力（good memory）。例如，在沙漠里有一种老鼠，它们就是把食物分别藏在不同的沙子下面。科学家发现这种老鼠记忆力特别强，能够记住上百个藏食物的地点。

2014.1.12ML/2010.10.22NA/2012.9.8ML

两个破坏环境的策略，一个是浪费资源做没用的广告，比如关于厨房装修的广告对教授就没有用，因为他在租房，另外一个影响环境美观的广告

2014.5.31NA

Task6:

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

2014.6.20NA

Ecosystem engineering: 动物住在一个地方，这个地方会变得适合其他动物生存。两种方式

- 1、在日常生活中慢慢去做。比如某个海鲜：mussels，在吃水里东西的时候把水过滤干净了。
- 2、在一个群中间位置的时候，形成一个对其他动物有保护的地方。再比如刚才那个海鲜：mussels。他们成群住在海洋地表，他们之间的空隙形成其他动物能够生存的空间。

2013.10.12ML

蚂蚁通过某些 strategy 来提高 forage food 效率。

- 1.每次出发都方向不同，比如 Amy Ant，第一次从 north 出发，下次换 East

2.大家一起搬运而不是将食物切成小块分次搬运来节约蚂蚁力，比如一片水果，一起搬只要 10 个 ants，分片搬要 50 个 ants

2009.5.16ML/2007.10.17ML

6

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

2014.10.11NA

Task6:

6.Two situations of price inelastic

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

Two situations of price inelastic:

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

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

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

For example, the blue jeans, customers are loyal to the brand so even though the price goes up, they continue to buy it because they feel comfortable to buy blue jeans.

Use the examples in the lecture to explain two situations of price inelastic.

2014.2.22NA

S6 介绍一种鸟的身体特殊的功能捕猎，第一是耳朵有个什么环，能捕捉猎物细小声音，帮助定位，第二是它在空中飞行没有声音，不让猎物发现

2014.5.31NA

Task6:

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

2013.10.19NA

口语六

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

2014.2.8NA

口 6:

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

2013.4.14ML/2012.4.20NA

Task6:

【讲座主题】

两种处理工厂 carbon dioxide 的方式。

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

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.



北京新东方
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. 蜜蜂找倒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。她又说了一个 alternative approach for marketing. 她举了一个食品产品的例子。这个食品公司要出一个新的产品 cereal (谷类)。在 marketing 的时候，公司没有把包装做的很漂亮，反而是做的 boring, 没有色彩，没有图片，只有一个单词 cereal，这样反而更吸引目光，最后销量很好。问题是用教授的讲座说明 what is alternative approach for marketing.



北京新东方



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.



北京新东方

2013.12.28ML

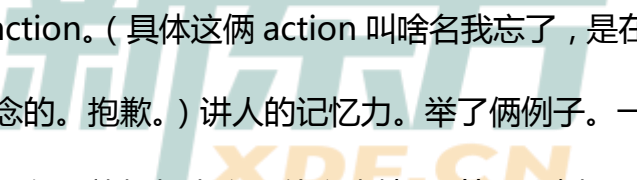


口语六，讲如何推断出 ancient climates。教授说可以研究化石，因为气候会对形成化石的微生物产生影响。举例，某种有硬壳的 shellfish，壳里的镁含量和 sea water temperature 有关，温度高的时候镁的含量就高。所以就可以通过对比这种矿物质在化石和现在那个地方的 shellfish 壳里的含量，然后就知道气候变暖了还是变冷了。

北京新东方

2011.2.11NA

Task6:



心理课，一个女教授，讨论了 2 action。(具体这俩 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。举了两例子。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.



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