

2016 年 1 月托福口语大范围预测

新东方
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新东方点题班范围

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口语第一题

2013.9.28NA

Task1:

Nowadays many people move to cities for work and study. What advantages do moving to cities bring to people?

2011.3.26ML

1

Describe a time when you learned a new subject.

2014.11.29ML

"1.

Among studying, exercising, and going shopping, which one would you like to do alone and why ?

2012.12.1NA

□ 1

给三个方案，问你选择哪个，为啥。1. 一个 recycle program , 2.教小孩子种菜 , 3.教小孩子怎么吃饭更健康。

2013.10.25NA

口语一：1、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。

2014.4.19ML

task 1:

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

2013.10.19NA

口语一：

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

2013.12.28ML

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

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 ?

2014.8.9NA

1

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

2013.5.26ML

TASK1 : 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.

2011.6.25ML

1

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.)

2014.7.26NA

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

2014.2.28NA

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

2014.4.5NA

S1

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

2014.4.12NA

口语一：

Describe one benefit of using the internet?

版本二

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

2014.5.23NA

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

2014.6.28NA

Task1:

有一大堆事情需要做，怎么办

2014.8.30NA

TASK1

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?

2014.9.6NA

TASK1

新东方托福考试网

<http://toefl.xdf.cn/>

1. Describe an important decision that you have made.

2014.9.27NA

1, 自己和别人不一样的学习方法。

2014.10.17NA

Task1;

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

2013.10.11NA

Task1:

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

- (1) build a new cafeteria
- (2) build a new indoor swimming pool
- (3) make improvements in dormitories

2014.11.8NA

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

2014.11.29NA

1.

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

2014.12.19NA

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

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

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

2013.6.8NA

□ 1

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?

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.

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

2014.6.21ML

Task 1:

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

2010.9.26ML

1

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

2013.12.21ML/2011.1.22ML[®]

Describe the greatest period of your life and explain why?

2014.1.12ML/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

2012.6.9 ML

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

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

口语第二题

2014.11.29ML

2.

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

2012.12.1NA

□ 2

Question: Which do you prefer: an interesting class but very strict with scoring or a

boring class that gives you high scores?

2011.10.14NA

2

大城市是否禁止私家车？

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.®

2013.12.28ML

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

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

2014.8.9NA

2

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?

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?

2011.6.25ML

2

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.

2013.5.26ML

TASK2 : Do you agree or disagree that teachers should encourage students to have discussions during class? Give specific reasons and details in your response.

2014.7.26NA

2.technology devices distance people far more now than before.lz 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。

2014.2.28NA

Task 2: Do you agree or disagree the following statement and give reasons: Parents should not allow their children to participate any form of sport (football, basketball, ice hockey...) in order to protect their health from any form of injury.

2014.4.5NA

S2

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

2014.4.12NA

口语二：

版本一：现代人的生活方式比一百年前的人的生活方式健康？

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

2014.5.23NA

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?

2014.6.28NA

Task2:

Do you like to go to the city or the countryside for vacation?

2014.8.30NA

TASK2

2.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.

2014.9.6NA

TASK2

2.Some schools require music and art classes, while some don't. What is your opinion?

2014.9.27NA

2, 喜欢去小商场还是大商场。

2014.10.17NA

Task2;

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

2013.10.11NA

Task4:

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

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

要求：summarize proposal, 然后说男生的评价

2014.11.8NA

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

2014.11.29NA

2.

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

2013.6.8NA

□ 2

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

2013.6.22NA

□ 2

你喜欢一个经常出差的工作还是总在一个地方的工作。

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.

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

2013.4.6NA

2

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

2013.5.17NA

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.

2014.6.21ML

Task 2:

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

2011.3.26ML

2

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.

2014.1.12ML/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

2012.7.14ML

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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口语第三题

2011.10.14NA

3

阅读：一个校报 letter 说一个学生提意见说图书馆家具 沙发太烂要求换新的，理由是大家经常去图书馆学习希望 more relaxing 更舒适

听：女生反对，说太 relaxing 反而不利于学习，因为太舒服了很容易就没心思学习了，光休息了。她建议说换家具不如多装一些电门，因为学生都是带 laptop 去的，经常不够用。这个更 necessary

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

2013.12.28ML

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

2010.3.20NA

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。

2009.11.14ML/2008.3.29NA

口语三：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。

2014.7.26NA

3.university should sponsor organized a bus trips for 1st years tudents. 1. 1st year students don't have a car, 2. senors can be more familiar with the city.

The woman thinks it is a good idea. First, the city is far from campus, and no public transportation available. Second, because there is no bus, she did not know the time and place for music concerts.

2014.2.28NA

S3

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

2014.4.5NA

S3

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

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

Listening: Disapproval 1. Students may spill drinks on books and ruin them. Some books are expensive. 2. There is already a convenience store in campus close to the building where classes are held. Students are unlikely to go to the other side of the campus to buy food from the book store.

2014.4.12NA

口语三：

版本一：文中说下学期开始，学生将不被允许在学生活动中心外面的墙上张贴海报，因为海报使建筑难看，海报可以贴在餐厅的海报栏里。女生不认同，她说如果不给贴，那个建筑就会变的很 boring，就是光秃秃的水泥墙，海报使建筑看上去有艺术感，使它具有性格和个性，海报常常变化，也使得建筑不那么沉闷。关于海报贴在餐厅外，女孩说不是所有人都在餐厅吃饭，课后有的人吃点零食，有的在外面吃从家带来的饭，这样的话，他们就看不到贴在餐厅外的海报，可能会错过很多

版本二：

【Proposal】

The university prohibit students riding bicycles on campus next semester.

【Reasons】

1. There are some minor accidents. The university will reduce the accidents caused by riding bicycles.

2. Students can take free campus buses. So it will not affect students much. Listening

The girl disagrees. 【Reasons】

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

2. Free buses are not convenient. Buses are only available once an hour and waiting for buses is a waste of time.

2014.5.23NA

口语三：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。

2014.6.28NA

Task3:

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。

2014.8.30NA

TASK3

3.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 low price 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。

2014.9.6NA

TASK3

3.图书馆规定加一个人 proposal: against the libraries' regulation that students shouldn't use cell phones in the library and students should turn off their cell phone before entering. Two reasons: students are considerate enough to keep their voices low when answering calls just like they do when talking to other people in the library; they occasionally have important calls, so they need to keep the cell phone turned on in order 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. 如果他们有重要的电话，可以 check outside the library from time to time. (再次重复一遍这个意思)

2014.9.27NA

3，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。

2014. 2014.10.17NA

Task3;

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

2014.11.8NA

3

A letter from a student to campus newspaper: Graduation speakers should be

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

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

2014.11.29NA

3. Library to offer reference materials online only

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

Conversation: 男表示都在线查资料太棒了。因为男在图书馆工作，深有体会。书记资料太多，整理很麻烦，学生检索起来也不是很方便。女表示没有意识到会有这么大的问题。男的反问女的你上次什么时候去的图书馆查资料还记得吗，表明去图书馆查阅纸质资料的人其实也不是很多。女的同意，表示反正宿舍也有电脑，查阅起来也很方便。

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

2014.12.19NA

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

Listening part: Disagree

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

2) Extra articles don't help. There's no point to have too much articles coming in, because the station may not have the resource and time to deal with so many

articles. The process of preparing an article is complicated, which includes the efforts of both the editors and writers. The writers write first and hand in to editors for reviewing, and then back to the writers to edit, and then back to the editors for final editing.

2013.6.8NA

□ 3

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

2013.11.22NA

口语三:

Reading: Proposal: The lounge in the dorm should be changed into 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, and the dorm rooms can be noisy too because the roommate is always on the phone or listening to music, and they have nowhere to study.

Reason 2: Computers make it so much more convenient to study, because not everyone has a computer, sometimes they have to go to the library to use the computers there and the library is closed when it's too late.

2013.12.20NA

口语三: 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

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.

2015.1.11ML

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.

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 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.
版本二：【主题】在食堂附近的草地上设些桌椅

【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.

listnensing: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.

2014.1.25NA

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

2014.6.21ML

TASK3

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

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~

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学的学生也建立一个 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的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。

2014.2.8NA

□ 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。

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。

口语第四题

2011.9.25ML/2010.11.6NA

□ 4. internal competition

reading passage:

companies have some successful products 占据市场；但它们会 introduce new products, 于是 consumers 不买旧的买这个公司新的了。所以 internal competition 意味着同个公司内部 new products 抢了 established products 的 profits, 简单来说就是公司内部自己的新旧产品之间竞争。但这是没办法的，必须引进新产品，因为新产品才能和别的公司竞争

lecture:

教授说自己当教授前是一个 automobile 公司的总监之类的，他们公司之前有个 top sell 的 small cars, 长得不好看但实用安全。后来别的公司的车挺时尚的，于是他公司为了竞争也产了一款新的 more stylish 的车。于是他公司的拥趸不买旧款买新款了。但这是必须的，因为为了 come up with 其他公司，与其他公司竞争

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。

2014.9.13NA

4

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

2013.9.28NA

Task4:

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

2011.3.26ML

【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

2012.12.1NA

口 4

阅读：一 business class 介绍了 fast following 这个 concept，which means 一些公司不愿意 be the first to try new products，于是如果别的公司推出了 innovative 的 new product，他们会快速效仿。

听力：例子是一 video game company 颠覆传统，用感应人的动作的 movement sensor 代替 controller（不就是 wii 吗.....），市场反应很好。于是另外一家公司马上效仿这个做法，而且还 improve 了他们的 graphic quality，所以市场上人们都灰常 like it and buy it。

2014.4.19ML

4

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

2014.4.5NA

S4

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

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

2014.4.12NA

口语四：

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

版本二：

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

performance during work. They pretend to be normal customers.

【Examples】

A restaurant manager wanted to observe how well the waitress and waiter did. She watched in person, but it was successful, because people who were observed be haved better than usual. So, she hired a man who pretended to be a normal customer in the restaurant, and ask employees questions, then the man gave the mana

ger a feedback about employees behavior, for example, whether she is friendly and polite.

2014.5.23NA

口语四：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

2014.6.28NA

Task4:

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

2014.8.30NA

TASK4

4. 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。

2014.9.6NA

TASK4

4. Reading: convergent evolution-two different locations but pose similar challenges, thus unrelated species develop similar physical features.

Lecture: armadillo 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.....

2014.9.27NA

4, 广告对环境的负面影响。

2014.10.17NA

Task4;

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。

2014.11.8NA

4. 女孩说 summer is coming, 你都准备好了干嘛啊？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.

2014.11.29NA

4.vertical migration

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

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

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

2014.12.19NA

4. Reading part: Nectar Corridor

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

Listening part: A species called Rufous Hummingbird follows the nectar corridor. They migrate each fall to southern Mexico, feeding off flowering plants on their way. In the spring they again follow the nectar trail as they return to Northern California, Washington and the Rocky Mountains and well into southern Alaska. This small bird plays an important role in plant reproduction by moving pollen from plant to plant on its winter grounds, breeding grounds, and any area over which it migrates. From Alaska to Mexico and throughout the western US, the Rufous Hummingbird drinks nectar and pollinates flowers year-round throughout the habitat that it visits annually.

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

2013.6.8NA

□ 4

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。

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 时这个会讲得很明白 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.

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 wasp (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。

2014.6.21ML

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.

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

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：

□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
新东方托福考试网 <http://toefl.xdf.cn/>

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。

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。

2012.4.22ML

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
新东方 XDF.CN 北京新东方

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
新东方 XDF.CN

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

北京新东方

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: XDF.CN

动物的 specilization 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.

2012.1.13NA/2012.11.2ML

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

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

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

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

□ 4:

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

2013.4.14ML/2012.4.20NA

Task4:

【讲座主题】说明 sociology 中的 diversion 的技术。

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

版本二:

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

口语第五题

2014.9.27NA

Task5:

problem: the woman is planning to move out of campus and she has found an apartment to share with her original roommate, but the apartment is too expensive and she can not afford it. Solution1: ask her roommate to find someone new to share with her. Con: difficult to find a new partner for the roommate with such limited period of time. solution2: get a part-time job in the restarant. con: time-consuming, she may not have enough time to study or socialize with her friends.

2014.11.29ML

5.conversation: 女生向男生诉苦

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

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

2013.9.28NA

Task5:

一男大学生在 computer lab (机房) 门口遇上一女生，聊天，男生说他是什么系的学生经常要写 paper，不过因为没电脑所以经常在 computer lab 写，但是下一年他就住校外了，再来校内的 computer lab 就很不方便了。他想买一台 laptop，但是很贵他买不起，有两个方案，第一是在图书馆 work extra shift，每周多干五小时活；这听起来挺好，不过他说他很忙害怕学习受到影响。第二是他存了一笔小钱想和几个朋友寒假去 NYC 玩儿，他可以拿出那些钱出来去买 laptop 然后寒假就在他宿舍里呆着。

2011.10.14NA

5

女生说父母来参加他的毕业典礼，遇到了麻烦：他们从比较远的地方来需要找地方住下，但学校附近的 hotel 都 book 满了。Solu1：去她的公寓住，但她的公寓非常小，需要 rearrange，她要睡沙发。Solu2：去远一点的 hotel 住，但缺点是离学校开车 20 分钟，需要租车，成本比较高。

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

2013.10.19NA

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

2013.12.28ML

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

2014.5.23NA

口语五：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。

2014.6.28NA

Task5:

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。

2014.8.30NA

TASK5

5. 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。

2014.9.6NA

TASK5

5.一个男生和女生讨论 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 hour 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...

2014.9.27NA

5，学生论文不及格，老师让重写，但是他又要参加家庭聚会。

2014.10.17NA

Task5;

Reading:

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

Listening:

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

2014.11.8NA

5. Impression management:

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

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

2014.11.29NA

5.conversation: 女生向男生诉苦

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

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

2013.10.11NA

Task5:

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

要求：让考生描述情况和解决办法，并推荐一个选择一个方案还要说理由

2014.12.19NA

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

Possible solutions:

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

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

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

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

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

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

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

2013.6.8NA

□ 5

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

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

2013.6.22NA

□ 5

man's 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。

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 of 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 be available now because the 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.

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 定在周四晚但是一些同学学不了；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。

2014.1.25NA

□ 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 computer 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，但这样就无法在图书馆查找资料了。

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。

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)

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

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。

2014.2.8NA

□ 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危害。

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.

口语第六题

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。

2012.12.1NA

口 6

关于 migrating animal's characteristics 的，

一是这些 migrating animal 由于要做长途迁徙 to reach their destination，会更 focus，不会被别的东西 easily disturb 到，相对来说，local birds 一发现 food 就很瞎乱兴奋。。。。

二是 migrating animal tend to move in straight line，

例子是 migrating shark 会用 geomagnetism 来定位直线移动，而 local animal 就倾向于瞎乱移动来找食物。。。。。。

2011.10.14NA

6

讲鸟类迁徙之前都会做一定的调整和改变，分两方面：1，body change：长途飞行需要大量能量，为了减少停下来的次数，会提前储存能量，吃多点存脂肪。2，习惯的改变：为了应对路上碰到的敌人，一些独来独往的鸟会开始 social，结成 group 一起飞，比较安全。

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。

2013.10.19NA

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

2014.2.28NA

S6 讲 telecommute 的好处，一个更加绿色环保，不用开车，减少空气污染，另一方面给乡村居民提供工作机会，大公司也可以招收远距离的乡村居民。

2014.4.5NA

S6

How do consumers reduce risks when purchasing?

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

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

2014.4.12NA

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

版本二：

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

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

2014.5.23NA

口语六：老师总希望得到 feedback， feedback DE characters 1 focus on students
2. focus on 其他

2014.6.28NA

Task6:

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，那就认真在吃饭，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..."

2014.8.30NA

TASK6

6.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。

2014.9.6NA

TASK6

6.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。

2014.9.27NA

6, animal foraging.

2014.10.17NA

Task6;

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.

2014.11.8NA

6. Environmental science:

我们一直在寻找保护环境最好的方式，但有一种就是 Moral suasion 道德劝告，it means to appeal to people' s moral sense of duty, their civic duty, to make people voluntarily to protect the environment. 教授说有两个例子，1. 比如 Smokey the Bear (全班笑。这个查了一下背景资料 就是 1944 年美国的一个防止森林火灾的 propaganda 标志) a bear dressed like a man, 举着标语说 "please don' t hurt my animal friends" or "please don' t start forest fire" . People will become sensitive to it and their

awareness to protect the environment will be promoted. 2. recycle campaign. People often recycle. 但是怎样保证 high compliance, 就需要 moral suasion, 告诉你这样做是正确的。When you see your neighbors are recycling, you will follow what they do.

2014.11.29NA

6. History of newspaper

在19世纪, 只有少数人卖报纸, 但是现在, 大家都读报纸, 为什么呢。

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

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

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

2014.12.19NA

6. Lecture: Two advantages about Beta Testing method using in business

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

1) Getting feedback from the customers

The producer can get feedback from the customers who try the product out, so that they will know what aspect they didn't do well. Take a camera for example, the camera company may give some professional photographers samples to test how well the new camera work. If after the testing the photographers report the flash doesn't work well because it produces extra light, the company will know they need to work on the flash to make it more desirable.

2) Providing free advertisement

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

will think the camera is now very good, and they will tell other photographers about the camera, encouraging others to be willing to buy

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2013.6.8NA XDF.CN

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□ 6

Animal adaptions

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。

2013.11.22NA

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 salt accumulation 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 是在广告过程中就打电话进来购买，这样可以直观的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 nurients 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

口 6 保留住顾客的 strategy：

(1)设立 rewards program，给打折和优惠，比如：买 10 个三明治送一个免费的三明治

(2)product design。公司的产品要配套使用，比如：电子游戏公司的游戏机和游戏光盘只能配套用

2014.6.21ML

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.

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

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。

2014.1.12ML/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

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small,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

2014.2.8NA

□ 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。

2011.5.28ML

S6

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

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

2014.10.25NA

TASK6

Lecture: Business Class – Way to best use employees

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

The employees can help out at where they are most needed because they have been trained at different roles. For example, at a clothing store, the sales person will

be rotated from shoes, children clothing and other divisions. When shoes division needs help in busy time, any other employees from rotation program will be able to help out at shoes division.

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

2013.1.12NA

□ 6

是讲一种工资支付方式。就是我们所说的员工计件回扣。

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

2012.6.17ML/2010.12.3NA

Task 6

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

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

2. Plant: certain plants grow in certain places. E.g. Banana nuts tree were planted in Central American. These trees continue reproduction. So archeologists find the place which has banana nuts tree to dig.

2008.11.9ML / 2007.4.21ML

□ 6

Social Cooperation 动物的互助行为

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

2)蜜蜂找蜜. 蜜蜂找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.