

2017年12月份四级听力解析（第一套）

News report 1

Q1: Who did Edison raise money for?

答案: B. Her little brother.

解析: 细节题。重点听人物, 运用听力技巧中的开头原则, 直接解决问题, 选出答案。

Q2: How did Edison raise money?

答案: C. By selling lemonade and pictures.

解析: 细节题。重点听行为动作, 按照顺序原则及视听一致原则解题, 两次提及答案内容。

News report 2

Q3: What was France's purpose of constructing the Wattway?

答案: C. Providing clean energy to five million people.

解析: 细节题。开头原则, 听到 goal 这个单词确定核心内容。

Q4: What is special about the solar panels used in the Wattway?

答案: B. They can be laid right on top of existing highways.

解析: 细节题。顺序原则, 后半部分, 视听一致, 答案确定。

News report 3

Q5: What has made it difficult to survey lions in remote parts of Sudan and Ethiopia?

答案: A. Endless fighting in the region.

解析: 细节题。开头原则, 视听一致原则。出现了 continuous fighting in the region... 与选项信息一致, 确定答案。

Q6: What was the main purpose of the research?

答案: D. To find evidence of the existence of the "lost lions".

解析: 细节题。目的题, 按照顺序中段听到了 the discovery of the lost lions 内容, 以及 catch images... / identify lions' tracks, 确定答案。

Q7: What did the researchers find in the national park?

答案: B. Lions' tracks.

解析: 细节题。视听一致原则, 依据 identify lions' tracks, 确定答案。

Conversations

Question 8 to 11 are based on the conversation you have just heard

8. What is the woman looking forward to?

A) Her 'lucky birthday'

B) A call from her dad

C) Her wedding anniversary

D) A special gift from the man

9. What did the woman's parents do on her sister's lucky birthday?

A) Gave her a big model plane

B) Bought her a gold necklace

C) Took her on a trip overseas

D) Threw her a surprise party

10. what is the woman eager to find out about

- A) The gift her husband has bought
- B) The trip her husband has planned**
- C) What has been troubling her husband
- D) What her husband and the man are up to

11. what did the man say at the end of the conversation?

- A) He will be glad to be guide for the couple's holiday trip
- B) He will tell the woman the secret if her husband agrees
- C) He is eager to learn how the couple's holiday turns out**
- D) He wants to find out about the couple's holiday plan

今年是这个女士的 **golden birthday**，她很期待。**Golden birthday** 或者 **lucky birthday** 是指年纪和出生那天的日子相同的生日，比如她姐姐的生日是 12 月 9 号，那么她的 **golden birthday** 就是她的九岁生日。女士的丈夫为了她的 **golden birthday** 准备了神秘的旅行，她已经迫不及待想知道他们的旅行是去哪里了。对话中的男士也表示好奇，期待他们度假回来听他们是怎么过的。

Question 12 to 15 are based on the conversation you have just heard

12. what's the man say about a good negotiator

- A) They are sensitive to the dynamics of a negotiation**
- B) They see the importance of making compromises
- C) They know when to adopt a tough attitude
- D) They take the rival's attitude into account

13. what's the man say may be the most important thing for a negotiator

- A) They know how to adapt
- B) They know when to stop**
- C) They know when to make compromises
- D) They know how to control their emotion

14. How is a good negotiator different from a poor one

- A) They are patient
- B) They are good at expression
- C) They learn quickly**
- D) They uphold their principles

15. what is the first stage of a negotiation according to the man.

- A) Make clear one's intentions
- B) Clarify items of negotiation

C) Formulate one's strategy

D) **Get to know the other side.**

女士像男士请教怎么样算是一个好成功谈判者，男士说好的谈判者们有许多共性，有礼貌，理智，严谨但是灵活，知道如何运用权力，对谈判的动态很敏感，能改变谈判的方向，总是表现出自信的形象，也许最重要的是知道何时停下

女士又问不成功的谈判者是什么样子的？

男士说也许我们大多数人都是 不成熟，过于相信别人 情绪化 不自信
好的谈判者学习的很快，但是不成功的谈判者很容易在谈判中迷失自我

女士问谈判时候可以学习

男士说可以学习如何准备谈判，有六个阶段，第一个就是了解另一方。