

新东方点题班口语预测超级小范围（18套题）

--新东方北美研发中心

口语第一题：..... 1

口语第二题：..... 5

口语第三题：..... 9

口语第四题：.....17

口语第五题：.....25

口语第六题：.....33

口语第一题：

NO.1

哪种工作对社会最重要：小学老师，护士，艺术家。

NO.2

Task1:

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

NO.3

Task 1: In your opinion, what are some things a student can do to deal with homesickness.

NO.4

Task1:

人生最艰难的是哪段时间?儿时,青年还是成年。

NO.5

Task 1

描述下你想去的 restaurant 或者 cafe 需要具有什么 qualities.

NO.6

Do you think it' s a good idea for students to work for a year before entering university?

NO.7

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

NO.8

Describe the most important accomplishment of your country in the past 25 years. Explain why this accomplishment is important. Please include details and examples in your response.

NO.9

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

NO.10

说说你写 paper, 试验阿什么的带来的好处(好像是这个题目,可以说很多事例,因为是第一个题,随意性大)

NO.11

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

NO.12

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

NO.13

描述你觉得最重要的物品(Describe an object that is the most important to you), 并说明如何得到的和为什么重要。

NO.14

Describe a day you enjoy most or most special for you

NO.15

Describe a tool or an object that you rely on often in your daily life. Explain why it is important to you.

Include reasons and examples to support your response.

NO.16

Your friend is considering getting a new pet. What kind of animal would you suggest and what advice will you give him?

NO.17

The university acts as a venue for three kinds of student activities:

- Concerts performed by students
- Drama acted out by theater students
- Lectures given by a well-known professor

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

NO.18

How personality changes in your childhood

口语第二题：

NO.1

Task 2: Do you agree or disagree with the following statement? University education is more important than it was in the past.

NO.2

Task2:

是不是该要求富人出钱帮助别人

NO.3

Task 2: Some people prefer to collect old things, while others prefer to throw things away after they' re finished with them. Which do you prefer and why?

NO.4

S2

你喜欢有很多经验的老师 还是没有经验的老师。

NO.5

Task 2

有些城市鼓励保留老建筑,有些城市鼓励用新建筑代替老建筑,问你的观点,并解释.

NO.6

Some people prefer team sports, while others prefer individual sports. Which do you prefer?

NO.7

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

NO.8

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

NO.9

Some people like to take a break or get a job during summer vacation. Others prefer to enroll in a summer course. Which do you prefer and why?

NO.10

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

NO.11

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

NO.12

People often will watch movies or television shows with their families and friends. Some prefer to remain quiet until the end of the movies or shows, while others prefer to discuss with family members and friends while watching. Which do you prefer? Use details and examples to explain.

NO.13

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？

NO.14

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

NO.15

Some people prefer to solve a challenge all by themselves. Others prefer to depend on other people's help. Which do you prefer and why? Include details and examples in your explanation.

NO.16

Do you agree or disagree: it is more enjoyable to read fictional literature than those of non-fiction.

NO.17

有些人觉得在大的学习是很重要的,有的人觉得它并不怎么重要,你的观点?

NO.18

Do you like to study alone or with others?





口语第三题：

NO.1

Task 3

Listening:

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

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

Reason 2: Provide food during the intersection

Listening:

The woman agrees

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

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

NO.2

3

阅读：学校说下学期开始给新生做的 campus tour 就不由 admin 来做了，让高年级学生自己做

，听力：某女很同意，理由一是 admin 太忙了，理由二是学生对 campus 有不同的看法，并且这些看法更 practical.

NO.3

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。

NO.4

Task 3 :

jazz band 要在 afternoon 在校园的 lawn 开 concert , woman 不满意 因为 1. 学生要学习, 会打扰, evening 更好 2. 很多人聚堆会踏坏草坪

The jazz band is going to hold free concerts on the lawn on campus in the afternoon.

The woman disagrees with it.

Reason 1: Students study in the afternoon, so concerts will disturb them. It' s better to have concerts in the evening.

Reason 2: Too many people standing on the lawn will destroy it.

NO.5

Task3:

学校要建个休息室给不住学校的学生用，可以放书，有 locker，放一些 bus schedule。男生不同意一：住学校的同学也需要，因为宿舍很远。图书馆已经有 locker，不需要再建。二：没必要专门为放 bus schedule 建休息室，网上电话都可以查。

NO.6

报纸出通知：新生统一住校，原因有二：一是向学生提供建立学习小组的机会；二是缓解校园停车场的压力。

女的不同意：一，她拿自己举例，根本没有因为住校而建立学习小组；二，新生住校非但不能缓解停车场的压力，反而会因为更多的学生住校带来更多的长时间霸占车位的现象而造成车位短缺加剧。

NO.7

Reading:

Suggestion: University should allow freshmen to part their cars on campus.

Reason 1: it's easier for them to find a job

Reason 2: they can drive home at weekends

Listening:

The woman disagrees.

Reason 1: freshmen are super busy with their study, it's unnecessary for them to find a job

Reason 2: driving home at weekends will only make them more homesick and make it harder for them to settle in the new environment

NO.8

说 2 种 survey

estimation survey(好像是这个词)就是估算了,举例:公司调查停车位,只要大概了解多少员工就可

B.精确 survey(原词忘记了),举例:学校调查有多少老师教 science,就需要精确数字

NO.9

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.

NO.10

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。

NO.11

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。

NO.12

阅读：【公开信】：小报上刊登了来自一个学生的公开信. 倡议大学应该 to build an electronic board ( 电子告示板 ) at student center.

好处: 1. make student get information about coming up events easily rather than acquiring news at different places on campus by posters.

( 之前使用贴在校园各处的海报不一定能让所有人看见, 而这个电子告示板在固定的位置, 学校的人来来往往能看见, 信息覆盖面很大)

2. 学校也会更整洁, 因为墙上没海报了

听力：【学生议论】：男学生觉得这主意 interesting , 女生反对这个计划.

理由:

It is better to get news from different locations on campus because

1. they are everywhere (more than one place). If they do not go to student center, they will miss the notice. 举了她在图书馆看到海报, 所以 didn't miss a show / concert 的例子.

电子告示板不一定能够像预想的那样, 让那么多人获取信息, 因为很多人不愿意花时间特意经过电子告示板来看看什么新的消息. 举例: 她自己上周五去了图书馆看到海报, 所以 didn't miss a show / concert, 如果没有去过就看不到了, 所以一个信息不能只在一个地方发布。

2. Even though the new bulletin board was established, students will still do posters because of it is convenient (没有人会提交 information, 然后再等它 post 出来)

question: explain the woman's opinion towards the suggestion and why she holds that opinion.

NO.13

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

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

2、既然有更多的学生，就可以获得更多的钱，就可以请更多的 faculty 解决了人力不足的问题。简

言之就是 more students, more money, more faculty

问题是：学校作出了怎样的决定，男同学的意见是什么？

NO.14

大学要建艺术教学楼，女生同意，因为新楼宽敞明亮，有助于创作；对教授的声誉又有好处，因为校外一楼的修建，导致人们纷纷去那个楼去学艺术。

NO.15

Reading: Only qualified students have the right to work at the computer center. There are 3 reasons for this, but they are irrelevant to the speaking part.

Listening:

Man: I don't think it works.

Reason:

1 ) There should be a minimum grade requirement. How do you decide if a student is qualified enough?

The university should offer a computer repair course. (这个地方我不是很确定)

2 ) Even when prospective students' pass the minimum grade requirement, they should only be allowed to handle situations that aren't overly complicated.

NO.16

Reading Part:

Nowadays, college newspaper hires students from different majors to write for them articles. In the future, they should only hire journalism students to write. This way they can deal with students who are actually interested in news and have more articles completed.

Listening part: Disagree

1) Students in other majors may also be interested in writing news pieces, so the school should encourage those students to write for college newspaper as well. Take this history major for example. He wants to enter the news industry in the future.

2) Having more articles isn't important. There is no point in having too many articles coming in, because the newspaper may not have the resources and time to deal with editing so much writing. The process of preparing an article is complicated, as it includes the efforts of both the editors and the writers. There is a lot of back and forth between those who write and those who review and edit.

NO.17

Task 3

【学生写信】：

学生写信建议学校的剧院演出应该向所有人免费开放。

好处 1：当地居民能够得到 free entrainment;

好处 2：观众多了演员会演的更有热情。

【学生态度】：男生赞成此建议。

理由 1：nearby 没有什么 theater, 来回的交通费加上演出费很贵。开放学校剧院能让当地居民不用跑很远就能欣赏到 professional 的演出；

理由 2：男生自己作为一个 actor, 觉得观众多可以给他鼓励。举例说当表演一段幽默戏的时候，底下只坐了一半人，没什么人笑，会影响表演质量。相反，要是人多，反响热烈，表演也更有劲了。

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

NO.18

阅读：一个学生给的提议，说学校地上垃圾多，张贴画也脏，多。提议学生组成 volunteer, 分组拾垃圾。

听力中两个学生讨论，一个女生就不同意，她说：脏要看情况，我们学校这么大，人这么多。刚扫干净，又会有垃圾，张贴画，你撕了人家再贴，也是一样的，而且学生到学校是学习的，不是做志愿者的。真要干净校园，学校要雇人，花钱叫专人来干。



口语第四题：

NO.1

irrational commitment 是这样的，教授买房子，看中一套又破又旧的老房子但建筑气质不错，他老婆反对因为这个房子太 bad condition 了，但是最后教授还是买了，然后修理了，他们就搬进去了。没想到搬进去不久，天花板坏了，教授又花钱修，再不久，电路也坏了，再花钱修，后来又啥啥啥坏了，再花钱修..虽然教授知道这是买了这个破房子然后还不停的花钱修是不理性的，但是没有办法，为了证明他做的没错，他必须不停的修下去.

补充 irrational commitment 的材料定义、就是说当人们一旦起初认定 commit 一些事情好的时候，哪怕后来有预感 predict wrong 不会有好结果，人们也要坚持自己的观点，因为在意别人的看法，怕别人说自己坏话之类的。

NO.2

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

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

NO.3

阅读部分讲到实验考古学，研究人员运用古人的技术和工具来实践。听力部分讲了个例子，说有一块大陆和一个岛，这个岛上的人最早是不是从这个大陆来的呢？大陆上的人有木有这个能力到岛上去。于是研究人员就用当年的技术、木头和绳索造了个木筏，然后坐这个木筏穿过这片海洋，证明大陆上的人是有能力去岛上的，所以很可能是岛上的人的来源。

NO.4

Task4:

priming：人们早先的经历会影响他们对事物的 interpret

例子：如果一个男生，上车并且打开 notebook 然后写东西：

一个女人早上遇到大学同学，就回想起大学生活。所以他认为这个男生是学生并且在 work for classes 或 work for due paper

一个女人刚刚读完诗歌，所以他认为男生是诗人。

NO.5

Task 4:

anticipated emotion。人们采取行动之前会对自己做了这个事情之后会有一个怎样的心情有一个估测，然后根据这个估测决定自己是不是要做那件事。lecture 里，教授举例子说有一次去给妹妹买生日礼物，发现一件很想买的 jacket，但是买了 jacket 之后就只能给妹妹买很便宜的小礼物，于是他就想如果真的买了 jacket 的话他肯定会很愧疚，所以最后决定还是不买了

Anticipated emotion: Before doing something, people will anticipate the kind of emotion they might

have after doing it, and therefore decide whether they will do it or not based on the emotion.

Example: The professor went to buy his sister a birthday present, but saw a jacket he really wanted. If he bought the jacket, he would have to buy a cheaper present for his sister. Then thought about how he would feel if he had bought the jacket and thought he would feel guilty, so he decided not to buy the jacket.

NO.6

Task 4

Marketing

Reading material：广告最常用的诉求策略就是 affiliation：a sense of being member of certain group.

就是群体归属感。经常表现为两种方式：做对的事，成为群体一员；做错的事，被群体抛弃。

Listening material：广告商经常采取的营销策略，就是品牌归属感诉求。举某种苏打水 Suda 为例。

要么是一群男女，灯红酒绿，都喝同一种品牌的 Suda 水，这意味着，喝这种品牌，就能享受共同的 happy；

要么是一个人 boy 在酒吧里，灯红酒绿，他开了一瓶 Suda，但很不幸是错的品牌 brand，突然间全场安静，

朋友 moving away,就是因为他开了错的 Suda，就被群体孤立。

问题：描述 affiliation，及教授的内容。

答案：The Reading material gave the definition of affiliation, that is.....It manifests in two ways:...

In the listening material, the professor keeps on talk about it by introducing two examples:...

NO.7

报 dormancy 这一概念，阅读材料讲到冬眠的涵义：帮助渡过恶劣环境；降低自身生理能耗。

听力材料里 professor 讲述了一个肺鱼的例子：在河水干涸之后鱼就躲在河床上之前就打好的洞里，这样一方面可以隔热、保湿，另一方面可以降低呼吸、心跳频率。

NO.8

口四：报 dormancy 这一概念，阅读材料讲到冬眠的涵义：帮助渡过恶劣环境；降低自身生理能耗。

听力材料里 professor 讲述了一个肺鱼的例子：在河水干涸之后鱼就躲在河床上之前就打好的洞里，这样一方面可以隔热、保湿，另一方面可以降低呼吸、心跳频率。

NO.9

Reading part:

【名词解释】：

backward framing 事后重塑

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

Listening part:

【教授举例】：

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

Question：用听力的例子来解释对这个概念的理解。

NO.10

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

NO.11

4.大学旁边住房问题,rent 等,听力里的 woman 完全不同意,大概说了3个原因(我是说了3个).1.贴广告不一定能和需要系的人 2.rent 相比其他学校已经很低 3.一些学生喜欢在 summer 住在学校附近(这个跟新 policy 怎么联系上的,忘记了) 问题就是 summary reasons.

NO.12

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?

NO.13

阅读：【课文要点】： Negative Ideation: a method used by people to resist desires by adding something negative. 就是说通过联系不好的情况来 resist 坏东西,帮人解决坏习惯。Brood parasites(孵育寄生动物): animals that use a unconventional tactic to let other animals hatch their offspring for them. 就是说通过联系不好的情况来 resist 坏东西，帮人解决坏习惯。即 make negative associations with the thing, 这样就可以让这个东西变得 less appealing and more resistible。教授用一个自己的例子解释。

听力：【教授举例】： 教授举的他自己戒除巧克力的例子。教授很喜欢 loves chocolate bar because it is tasty, 但吃太多不好。But chocolate is not good. So he used the method of negative ideation to refuse chocolate. 后来 Whenever he wanted to buy chocolate bar he would think it is associate with mud which is the mixture of dirt and water, 来 reduce the temptation, 就戒了 he stopped buying.

教授举例他以前很喜欢吃巧克力，但是过高的糖分让他过于肥胖。为了戒掉巧克力，让自己更健康，他采取了这种 technique，他把巧克力切成小碎末然后拍了一张照片。他想象巧克力是 mud 做的，这样逐渐他就觉得巧克力很恶心，后来就戒掉了。

question:用听力的例子解释对 negative ideation 的理解

NO.14

阅读：动物有固定的 patterns of behavior

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

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

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

NO.15

广告应该忠实于产品的功能，但是现在的广告为了达到吸引顾客的目的，纷纷引用名人说的话，这样可能会误导消费者(quote out of context)。听力的例子是电影，电影开场前，打的广告是引用名人的话，但是电影播放后结果确实是很不好。

NO.16

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

NO.17

阅读：

内在原因，当人们找事情原因时，找自己的原因叫内在原因。它可能会让人失去自信，也可以自我鼓励更加努力。

听力：

教授举例：自己在汽车公司管理销售，第一个星期很落后，跟不上进度，找自己的原因，觉得是自己的效率不高，不够有条理，所以改进的方法，最后提高了效率。

NO.18

TASK4

阅读解释概念：internal attribute: 将事物发生的原因归结自己的内在问题，而不是外界因素。

听力教授举自己的例子解释这个概念。具体为：该教授青少年时期在一家公司工作，负责整理文件。他遇到困难总是不能及时完成工作。该教授没有抱怨老板也没有抱怨工作太多而是想办法提高自己的能力。最后教授提高自己的能力，能按时完成工作，变得非常擅长自己的工作。



口语第五题：

NO.1

Task 5

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

Solution 1: Drive back to pick it up

Pro: /

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

Solution 2: Ask her parents to mail it to her

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

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

NO.2

5

某女打翻了东西在她马上要交的 paper 上，课 15 分钟就要开始了，她自己给了 2 种选择，一是还是交，给老师解释一下，二是跑去重新打印一份，后来她选择了后者，但是上课迟到了，还被老师给说了，然后要我们给一个 solution，再给理由

NO.3

口 5

女生的室友转校搬走了，她一个人付不起房租。有两个办法：第一是去打工，但她这学期非常忙还有论文要写，怕影响学习。第二是再找个人合租，但是房子比较小，她和之前的室友是因为时间安排正好能错开，才能成功合租的，她怕找不到合适的人合租。

NO.4

Task 5

对话。

女生：遇到麻烦了。校报一个写 movie review 的家伙叫 Jack (听个大概，音) 要回家去，这期不能写专栏了，我很头痛。

男生：你找别人写一篇呗，现在好写手很多。

女生：我怕观众不认同，会 unsatisfied.

Jack 的专栏已经有些年头了，大家都熟悉了

男生：要不，你就找一篇他的旧文章贴上去，关于 movie 啊，DVD 啊，music 啊。。

女生：旧文章。。。这个。。那就不是新的 movie review 了呀。

男生：旧文章也挺好，正好帮助那些周末打算租碟的人选择；也是他自己的风格，不用害怕别人拍砖。。

女生：这个。。我再想想。

注意：这个是我复述出来的，简单，原文的信息很杂，而且啰唆。

NO.5

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？

NO.6

Task 5 :

男的要去旅游但是数码相机丢了。S1：买个新的，但贵，买了后旅游用的钱就少了，不过以后能用的到；S2:借朋友 Jack 的，但怕弄坏或丢了。

Problem: The man is going on a trip but he lost his camera.

Solution 1: He can buy a new camera. It will be good for future use, too, but it's expensive and he will have less money for the trip.

Solution 2: He can borrow Jack's camera, but he's worried he might break it or lose it.

NO.7

Task5:

问题：audition 和 concert 同晚

1 go to the first part of the concert and go to the audition

评论：花了很多钱买门票，但是会准时到达

2 go to ad. at another day

评论：另外的 ad 只选小部分演员

NO.8

Task 5

Problem: The band that's supposed to come to perform in the university got a scheduling problem and now they can't come.

Solution 1: Hire another band

Pro: The show will still be on time

Con: The students may not like the new band

Solution 2: Hire the old band and postpone the performance

Pro:/

Con: People will be busy with the finals next week, it's hard to say if a lot of people will come

NO.9

口 5:

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

【解决方案】：

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

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

NO.10

□ 5

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

【解决方案】：两个方案：

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

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

问题：选择谁的 idea 好。

NO.11

5

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.

NO.12

5.音乐会什么,因为要下雨,2个 solutions, woman:贴告示说移到下星期,man:虽然下雨会 wet 但是气温还 warm, 而且听众可能不介意, woman 又说:但是大家可能看到外面要下雨就打消来的年头了,问题:总结 2个 solutions

NO.13

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

NO.14

5

Man's Problem: He has a study group tomorrow with other students for a physics exam, but there is a presentation on writing novels held at the same time.

Possible Solutions:

1) Attend the study group:

- Can't change the time since other students aren't free at other times.
- It's better to study with them because they are better at physics than he is, and he has some materials that he doesn't fully understand. (Communicating by email isn't helpful)
- Can read the article and listen to the recording on the presentation afterwards.

2) Go to the Presentation:

- He is passionate about writing and really wants to go.
- The writer giving the presentation may not come to his university again.
- Reading the article on the event website is not the same as listening to the presentation in-person.
- The man can study on his own. The other members in the study group said he could email them if he

had questions.

NO.15

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。

NO.16

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

NO.17

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？

NO.18

Task5:

男生向女生抱怨自己刚才正在做 research project，结果不小心 erased his data(删掉了数据)，而且没有 copy。

女生提出了两点 possible solution：给 emergence 打电话，让他们来修理，因为有晚间服务，但是男生说太贵。

女生于是建议向教授要求 extension，男生担心教授 strict，会 take points(减分)。

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口语第六题：

NO.1

Task 6

Two adaptations of rain forest plants to avoid water accumulation.

Adaptation 1: Coating of the plant

Example: Some plants have waxy substances so that when rains drop down, it is not easy for them to accumulate on the plant surface.

Adaptation 2: Shaped leaves

Example: Some leaves have drip tips, so that water can run away very quickly.

NO.2

6

Soil 中也有生存的 mammal . Firstly, they must be able to move, for the soil is not like the water, it's thick and condense. 2, able to protect themselves from things like the particles in soil.

接着教授举了 2 examples. 1, mow, has strong feet, like the shovel, that can dig deeply 2, ..... has tiny eyes, also have hair that cover their eye from particle infection.

NO.3

口 6

广告里的名人效应。说名人做广告当然很好，但是有两点风险。第一是人们太关注明星而忽视了产品，举了个 pizza 的例子，人们只注意看那个知名的喜剧演员了，谁都不去注意 pizza，结果 pizza 卖得不好。第二是有时候名人前

后表现不一致，举了电脑的例子，某名人在做广告时说她最喜欢 XX 电脑，但接受杂志采访时又说其实自己不用电脑，结果这电脑也滞销了。

#### NO.4

##### Task 6

##### Waiting Time

很多成功营销的秘诀就是 waiting time.但对商业行为而言，关键并不是实际等待的时间，而是感知等待时间 conceived waiting time,就是 the time that consumers think they are waiting.

商家一般通过两种策略来 cut conceived waiting time。

(1), 让顾客有事可做：Let the consumers have something to do.给了两个例子，一是在医院休息室的 doctor' s waiting room，放一电视 TV，大家看电视，不知不觉时间就过去了；二是在电梯口 elevator，放一镜子 mirror，大家对着镜子臭美一下，时间就过去了，就 cannot conceived the waiting time 了。

(2), 告诉顾客他们实际上等待了多久 tell them the real waiting time。很多人就是自己觉得等得长，他等了十分钟觉得已经等了二十分钟了，于是就着急。这第二种策略最常见的就是火车站，大喇叭里不停的告诉你，还有多长时间，通过这种 tell you the truth 的方式，来 reduce conceived waiting time.

问题：什么是 conceived waiting time 以及商家 reduce conceived waiting time 的策略。

#### NO.5

##### Task6:

广告的口号，两种 slogan，1、for the whole company 2、for specific product

EXAMPLE 家具厂用自己的广告告诉他们的东西结实。

EXAMPLE 打印机

NO.6

Task 6

Memory gaps, we fill our memory gaps inaccurately in two ways.

Way 1: with plausible guesses and assumptions

Example 1: 车祸后被要求回忆，他们会说出一些有道理但不真实的原因，比如司机在打电话或安全带没系

Way 2: others' suggestions and opinions

Example 2: 车祸后被要求回忆，如果问题是“司机当时开车的速度怎样”，人们会被速度所影响

NO.7

Task 6

【讲课要点】：

动物靠在空中放出 pheromone 来交流 communicate。这种化学物质有两个用途：

1. 判断 location: an insect can use this chemical to guide another insect from food to home。举例：蜜蜂  
在外找食，在巢里的其他蜜蜂就会发出这种激素，帮助找食的蜜蜂找到自己的巢。
2. this chemical is the signal to show that female animals are ready to mate 交配。举例：a female moth can  
relapse this chemical, so a male moth can know this female moth is ready to mate and can find where it is.

" S6: 暂时无法确定题目来源

NO.8

□ 6

【讲课要点】：

Protective Adaptation

1. Structure adaptation -- grow specific body structure

通过改变身体的部分来适应环境，或是防御掠食者

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

2. Behavior adaptation -- change behavior

通过装死、改变自身的行为来骗过掠食者

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

NO.9

□ 6:

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

NO.10

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。

NO.11

6

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

The first type is that the audience feels interesting to guess the end. For example, two heroes set the same goal, but the audiences have no idea who comes first.

The second type is that the audiences know the end but they have no clue how to get to the end. For example, in a love story, the hero and heroine doom to meet in the end, but how they meet each other becomes intriguing.

NO.12

6

Lecture: Small Business: drawbacks on home-based business

For many small businesses, instead of renting, they prefer to work from home. Though working from home has its merits, a home-based business has some drawbacks.

1) Can't Maintain a Professional Image

People working in home-based businesses don't set a clear boundary between business and personal life.

The customers may think they are not professional and serious about the business. For example, if a home-based business is a catering service that provides food for some major event, a customer would

call and not expect a baby crying in the background. However, if it happened, the customer will for sure think that the business is not professional enough for their event and not trust the ability of the caterer to provide good-quality food.

## 2) Will Affect the Lives of the Neighbors

Use the catering example again, the business may hire two or more workers to help with the preparation of food. These workers may need to park their cars on the street, which would take up the neighbors' parking spots. Having their spots taken, the neighbors would definitely complain.

Question : Describe the two drawbacks of home-based businesses.

NO.13

6

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。

NO.14

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

NO.15

Task6:

人类发明创造有 2 种可能：有目的性(intentional)，无目的性(accidental)。有目的性的举例是发明一种眼镜，可以不用让人在看远距离和近距离的时候频繁换眼镜。无目的性的例子是 X-RAY 的发明，是某个科学家在实验室里发现的物体影像，进而应用于人体医学。 "

NO.16

6

Wetland's two benefits for animals.

1). for nursery, sharks lay eggs in wetlands close to the ocean, because wetlands are shallow, there are not large predators, baby sharks can grow safely in the wetlands and survive in the ocean.

作为孕育地。动物可以 lay eggs or give birth, 直到它们的宝宝长大成熟。举例，一种鲨鱼在靠近海洋的湿地产卵，因为这里大动物少，可以减少被捕食者捕食的几率；

2). for rest and find food. Immigrating birds, for example, paper, during the long journey of immigration, stop the wetlands to find the food because they can find similar food like before.

question 6 【讲课要点】 two ways the animals use wetland.

to rest and feed themselves. 举例，一种要 cross 美洲的 migrate bird，在长途迁徙的过程中需要休息或者觅食，这时候湿地发挥了很大的作用：在这里可以 resting and setting，这里还有很多吃的，就跟它们平时吃的一样，所以很适合停留。

NO.17

Task 6

讲课要点】：Two Economic Changes in Ancient Civilization

1. Currency: this monetary form made life easier. For example, a man who bakes bread can now use money in exchange for a coat. Using money to trade can avoid the possible issue that the person who sells coats does not like bread.
2. Trade new things over a greater distance. For example, Romans can import silk fabric from China.

NO.18

Lecture: Two Advantages of the Beta Testing Method in Business

A beta test is an opportunity that gives the intended audience some samples to try the product out first.

1) Get feedback from the customers

The producer can get feedback from the customers who try the product. They will know which aspects of the product the customers like and don't like. A camera company, for example, may give some professional photographers new sample cameras to test out. After testing, the photographers may report, for example, that the flash doesn't work well because it produces too much light. The company will then know they need to work on the flash to make the overall product more desirable.

2) Providing Free Advertising

If the tested audience thinks the new product is satisfactory, it will leave a positive impression in their minds and they may tell others about the product. Even if it's not a perfect product at first, the efforts taken by the company to improve it will convince the photographer customers that the new camera will be very good. They, in turn, will tell other photographer friends about the new product and encourage greater sales.