

## 复试办法

### (2) 综合面试

综合面试设定以下主要参考指标:

- 1) 大学阶段学习情况(学习成绩、获奖情况、项目、竞赛、科研经历等);
- 2) 基础知识、专业知识的掌握情况,对本学科发展动态的了解等;
- 3) 综合知识应用能力;
- 4) 外语能力(听力、口语);
- 5) 语言表达能力、思维的敏锐性及逻辑思维能力;
- 6) 心理素质。

### 口语准备

对口语的考查,各个学校各不相同。有的学校制定了非常详细的标准和流程,甚至规定了每个老师发问的方式和时间;有的只是面试老师的自由发挥,成绩也基本上由面试老师主观判定。不管面试的形式如何,不管是否被严格控制,同学们一定要提前认真准备一下几个问题:

#### 1.自我介绍

有必要预先准备一些有关自己情况的话题,比如自己的大学、家乡等等。一般来说,面试的老师一般最感兴趣的话题是考生家庭背景、大学生生活还有个人爱好等等。然后,找一个会英语的伙伴或朋友帮忙。如果周围没有适合的人选,也可以自己训练。有关这方面的训练要尽量达到流利的程度。因为你临时去想很嗑巴,而一个人在介绍自己的很嗑巴,就说明他的口语肯定很差。

同时,考生也要关心近期社会上发生的大事和时事。有可能在听力或者口语部分涉及到一些你对重大的社会问题的看法。

#### 2.专业话题

口语测试时老师有可能要求你就本专业展开话题,考查你用英语讲解陌生概念的能力。因此熟悉本专业常用的英语词汇,适当阅读最新的专业外文期刊是必要的。对有可能问到并展开的专业话题要有所准备。同学们可以事先阅读一些相关文章,积累一些专业上的词汇。

最后,简单谈一谈同学们在面试的时候应该注意的问题。首先穿着不能太随意,要严肃和庄重一点,这样也可以一定唱呢过度反应你对待复试的态度和你对监考老师的尊重;谈吐上要谦虚,想好了再回答,如果自己不熟悉的内容应该尽量实话实说,切忌不懂装懂;动作和行为上尽量避免一些不好的习惯。

最后,祝愿各位同学梦想成真!

复试中的口试要求从以下三个方面进行评价:

- 1、语言准确性(语法和用词的准确性、语法结构的复杂性、词汇的丰富程度、发音的准确性)
- 2、话语的长短和连贯性(内容的连贯性、寻找合适词语而造成的停顿频率及长短、表达思想的语言长短等)
- 3、语言的灵活性和适合性(语言表达是否灵活、自然,话语是否得体,语言能否与语境、动能和目的适应)

评价成绩为:

- a 优秀--能用外语就指定的话题进行口头交流,基本没有困难
- b 良好--能用外语就指定的题材进行口头交流,虽有些困难,但不影响交流
- c 及格--能用外语就指定的话题进行简单的口头交流
- d 不及格--不具有口头表达能力

### part a

interlocutor(问话者):

-----good morning. my name is .....,and this is my colleague.....he is just going to listening to us .are your name is.....?

-----first of all, we'd like to know sth. about you, so i'm going to ask some questions about yourself.

(从以下各项问题中选择几个适当的问题提问考生)

-----hometown

where are you from?

how long have you lived there?

how do you like it? why?

do you live near here? where about?

what do you think are the good points about living in this city?

-----family

could you tell us sth. about you family?

what does your family usually do for the weekend?

what do you think about living together with your parents?

-----leisure

do you have any hobbies?

how did you become interested in the hobbies?

-----study/work

why do you choose to study at our institute?

why do you want to go to graduate school instead of finding a job?

what are your favorite subjects?

what kind of job did you do?

have you ever worked during the vacation?

why do you want to go back to study instead of going on with your work?

what qualifications are needed in order to do your job well?

what did you enjoy most about your campus life?

-----future plans

what do you expect to achieve during your study if you are enrolled into this institute?

do you think english is important for your future plans? in what aspects is it important?

## **part b**

interlocutor(问话者):

-----now i'd like you to talk about sth. for about 3 minutes.

here is a list of topics(将一组话题或问题递给学生),pls read the topics and choose one from the list you like to talk about. you'll have 5 minutes to prepare for your talk.(5 分钟后)could you tell me what you want to talk about? all right, you'll have 3 minutes to give your talk. would you begin?(the interlocutor may intervene only when necessary)

topics/questions(只列举了一部分话题)

-----give your comment on the statement that "a part-time job is an important experience that every college student should have."

-----use specific examples to set forth your views on the saying "haste makes waste".

-----describe one of your own experiences to demonstrate that "nothing ever becomes real till it is experienced"

-----explain your understanding of the conventional belief that "age brings wisdom"

-----what are the current problems of college education? how to resolve them?

-----some people say there is no absolute truth because "truth" is defined by people and there is no objectivity whenever people are involved. does absolute truth exist or not ?why?

## **1. 自我介绍(self-introduce)**

Good morning. I am glad to be here for this interview. First let me introduce myself. My name is \*\*\*, 24. I come from \*\*\*, the capital of \*\*\*Province. I graduated from the \*\*\* department of \*\*\*University in July, 2001. In the past two years I have been preparing for the postgraduate examination while I have been teaching \*\*\* in NO. \*\*\* middle School and I was a head-teacher of a class in junior grade two. Now all my hard work has got a result since I have a chance to be interviewed by you.

I am open-minded, quick in thought and very fond of history. In my spare time, I have broad interests like many other youngsters. I like reading books, especially those about \*\*. Frequently I exchange with other people by making comments in the forum on line. In addition, during my college years, I was once a Net-bar technician. So, I have a comparative good command of network application. I am able to operate the computer

well. I am skillful in searching for information in Internet. I am a football fan for years. Italian team is my favorite. Anyway, I feel great pity for our country's team.

I always believe that one will easily lag behind unless he keeps on learning. Of course, if I am given a chance to study \*\*\*\*\* in this famous University, I will spare no effort to master a good command of advance \*\*\*\*\*.

## 2. 考研原因 (reasons for my choice)

There are several reasons.

I have been deeply impressed by the academic atmosphere when I came here last summer. In my opinion, as one of the most famous \*\*\*\*\* in our country, it provides people with enough room to get further enrichment. This is the first reason.

The second one is I am long for doing research in \*\*\*\*\* throughout my life. It's a pleasure to be with my favorite \*\*\*\*\* for lifetime. I suppose this is the most important factor in my decision.

Thirdly, I learnt a lot from my \*\*\*\*\* job during the past two years. However, I think further study is still urgent for me to realize self-value. Life is precious. It is necessary to seize any chance for self-development, especially in this competitive modern world.

In a word, I am looking forward to making a solid foundation for future profession after two years study here.

## 3. 研究生期间你的计划 (plans in the postgraduate study)

First, I hope I can form systematic view of \*\*\*\*\*. As for \*\*\*\*\* , my express wish is to get a complete comprehension of the formation and development as well as \*\*\*\*\*. If possible, I will go on with my study for doctorate degree.

In a word, I am looking forward to making a solid foundation for future profession after two years study here.

## 4. 介绍你的家乡 (about hometown)

I am from , a famous city with a long history over 2,200 years. It is called "Rong Cheng " because there were lots of banians even 900 years ago. The city lies in the eastern part of the province. It is the center of politics, economy and culture. Many celebrities were born here, for instance, Yanfu, Xie Bingxin, Lin Zexu and so on . . You know, there is a saying that "The greatness of a man lends a glory to a place". I think the city really deserves it. The top three artware are Shoushan Stone, cattle-horn combs and bodiless lacquerware. In addition, it is famous for the hot springs. They are known for high-quality. Visitors at home and abroad feel it comfortable bathing here. There is my beloved hometown.

## 5. 你的家庭 (about family)

There are four members in my family; my parents, my cute cat of 9 years old and me. My father is a technician in the Fujian TV station. He often goes out on business. So most of the housework is done by my industrious mom. Climbing at weekends is our common interest. The fresh air and natural beauty can help us get rid of tiredness. They can strengthen our relation, too. During my preparing for coming here, my parents' love and support have always been my power. and I hope in future I will be able to repay them.

## 6. 你的大学 (about university)

\*\*\*\*\* University is the oldest one in the province. It was founded in \*\*\*\*\* and covers an area of over \*\*\*\*\* mu. The building area is \*\*\*\*\* square meters. It develops into a comprehensive university with efforts of generations, especially after the reform and opening up. It takes the lead among the \*\*\*\*\* universities with nice teaching and scientific research ability. The library has a storage of \*\*\*\*\* books. . various research institutes are set up including 52 research centers. There are teaching research experimental bases. For example, the computer center, analyzing-test center, modern education technical center and so on.

关于录取复试时的口试问题:

口试去年一共分 3 部,总用时大概 10 分钟!

1、自己准备一个 introduction! 要求脱稿说大约 3 分钟。

2、念一篇短文,是到试场以后临时抽题,大约有 3 分钟的时间提前先看一遍,难度不大!

3、抽题---回答问题。要先念一遍问题,然后回答!全程录音,有 A、B、C、D、E 五个分值!

所要说的是:大家应该先把自己的 introduction 提前准备好,趁这些天没有事情可做。还有就是看一看,抽到什么问题怎么回答!下面我把我的 introduction 给大家写一下吧!我口试只得了 B,主要是因为最后那个问题没有回答好,对于 introduction,老师们应该还是比较满意的!

**Good morning/afternoon,my dear teachers:**

my name is CC,23 years old,I graduated from XX University in 1999.I also have an English name.My English name is Stell,that means a star.I take stell as my English name because my Chinese nickname is BeiBei which means star in Chinese.

I have many hobbies,I like music、chinese chess、sports、and I like English very much I improve my oral and listening ability by listen English songs and watch English movies.I passed CET6 this year.But I do think my English is not good enough,so I will do my best to study English. Thank you for your attention!

由于时间长了,记得也不是很清楚,错误在所难免,大家不要见怪啊!其实你如果 introduction 写的不多就可以念慢一点!这样就可以保证时间了,而且建议一定要自己写,这样自己说出来比较自然,关键是 pronunciation!相信每一个口语老师都是最注重这一点的!另外,我抽到的题是:if you are millionaire,how to spend the money! 我考了两次口试,第一天是外语老师考的,她就是随便问,先都是最简单的东西,最后会有一个很难的问题,好象是关于时事的,让你发表自己的意见。第二天是我们所里的老师,让我用英语谈谈教育的观点!我当时口语考试是这样的,先是 selfintroduction,然后抽题目演讲,我抽到的是,“交流能力对学术研究影响大吗?”,说完后,老师就随便问一些问题,主要是关于为什么报考我们学校,为什么选择这个专业,对桂林印象如何等。

### **(一)pesonel statement(introduction)**

Good morning,my dear teachers,my dear professors.i am very glad to be here for your interview.my name is song yonghao,i am 22 years old .i come from luoyang,a very beautiful aicent city.my undergratuade period will be accomplished in chang'an university in july ,2004;and now,i am trying my best for obtaining a key to tongji university.

generally speaking ,i am a hard working student especially do the thing i am interested in. i will try my best to finish it no matter how difficult it is. when i was sophomore, i found web design very interesting, so i learned it very hard . to weaver a homepage for myself, i stayed with my pesonel computer for half a month.,and i am the first one in my class who own his homepage. forthermore,i am a person with great perserverence. during the days preparing for the first examination,i insist on running every day, no matter what the weather was like.and just owing to this,i could concentrate on my study and succeeded in the end.

well ,in my spare time ,i like basketball, tennis and chinese chess. also english is my favorate.i often go to english corner to practise my oral english on every thursday,and write compositions to improve my witten ability .but i know my english is not good enough ,i will continue studying.

ok, that is all, thank you for your attention.

my hometown-----luoyang

i am from luoyang,a beautiful city in henan province. it is famous as the "capital of nine dynasties " and enjoy yhe honer that luoyang peony is the best in the world.

luoyang played a very important role in chinese history. so it has a profound cultural background and many great heritagesites have been well reverved. such as longmen grotto, one of the three grottoes in china ang white horse temple, being regarded as the cradle of chnese buddhism.

luoyang peony is world-famous. every year, many tourists travel to luoyang to see the beauty of peony .the people in my hometown are friendly, they welcome the travellers from all over the world.

i like my hometown very much

**英语口语复试范文：献给正在准备复试的考友**

if luckily i got the chance to learn environment engineering in tongji university, i will concentrate on the study and reserch in this field. first i will hard to learn the theoritical knowledge,constucting a solid base for my future work; second i would like to do some practical work with the help of the supervisor ang classmate .and through this ,i can get something that cannot be acquired from the textooks. i believe after 2 years of learning ,my dream will finally come true..

### **(二)Self-introduction:**

Good morning, everyone! I am glad to be here for this interview. First, let me introduce myself to you. My name is Qin Jiayin. I was born on April 23, 1981. I am a local person.I am graduating from Jilin Normal

University this June. I major in Chinese literature. I hope I could get the opportunity to finish my postgraduate courses in Jilin University which I have desired for a long time. I have the confidence because I have such ability! I am a girl who is fervent, outgoing and creative. At the same time, I think I am quick in mind and careful in everything. I am looking forward to my postgraduate studies and life. I will soon prove that your decision of choosing me is the wisest. Thank you for giving me such a valuable opportunity!

Reasons for taking postgraduate exams:

First of all, I love my major. Chinese literature is the symbol of the start of Chinese literary modernization. It plays an important part in modernization of our citizens' thoughts. What's more, modern literature is very close to our daily life and it can deeply reflect the styles and features of our society. I am fascinated by the great masters' refreshing or warm or profound styles as well. But I am not easily satisfied with such superficial knowledge. I hope I could have a better understanding in modern literature by studying further. This is a very important reason for me to take the postgraduate exams.

Next, I love the feeling in the university. It is full of youthful spirit. And I am deeply attracted by the scholarly atmosphere. And the most important, it's my great honor to open my ears to your teaching.

Finally, I want to talk about a very practical problem. That is my dream of becoming a teacher in the university. I want to realize my dream and make myself to be a well-qualified person. I think the postgraduate studies can enrich my knowledge and make me competent in my future job.

That's my simple and clear reasons why I took the postgraduate exams.

My university:

I'm graduating from Jilin Normal University this June which has a history of 50 years. It shares many same characteristics with Jilin University. Both of them have a refreshing and scholarly atmosphere. Four years' studying there made me an independent, optimistic and strict girl. I appreciate the education my university gave me.

Thank you for your time!

**(三)Good afternoon, teachers.**

I am very glad to be here for this interview. First let me introduce myself. My name is abc, 25 years old. I come from Weifang, a beautiful city of Shandong Province. I graduated from Commercial College in July, 2001 and major in finance. Then, I was a teacher in abc, When I was a senior school student, I am interested in thought and began to read a certain classic work of Marxism, especially I finished reading "the florilegium of Mao ZeDong". From then on, I have dabbled in more and more theoretical works and accumulated great interests in theory study, especially in Marxism.

I have a dream, a dream of my study. I wish devote my whole life and energy into the development of the Marxism. If I have the opportunity to study in abc University, I'll dabble in as much as document about the specialty as possible. If it is possible, I want to get the primary accomplishment in my major, at least, a stable basis.

Personally, for today's China, the first task to the development of Marxism is a process of construction. That's to say, we should understand Marxism mostly from the aspect of construction and development of social society. Only when our socialistic country has a more rapid and balance development than the capitalistic, we can enhance the attractiveness and persuasion of Marxism eventually.

**(四)respected Professors:**

Good afternoon! I'm great honored to meet you here.Now allow me to give a brief self-introduction:

I'm \*\*\*\*\*,26 years old , born in \*\*\*\*\* city ,HeNan Province.In year 1996,I entered \*\*\*\*\*University, majoring in Machinal Designing and Producing. During those 4 years'study,I worked hard and I was always active in various activities . I gained the first scholarship for four times and I joined the Communist Party at the college.After my graduation in June 2000,I worked in -----company.I got a position in the Technology Department the first year and I was involved in several internet projects, such as the one for College student Recruitment in Henan Province and the one for Computer Center in Mathmatics Department in Zhengzhou University. Owing to my hard work ,I was rewarded the Best Newcomer Prize in the year 2000. The next year, I was transferred into the Principal Customer Department, responsible for the Developing and strengthening a good relationship between the principal customers and my company .Two major customers, Henan Provincial Department of Transportation and Henan Provincial Department of Personnel, are under my work. However,with time going on ,the more I experienced, the clearer I realized that I'm really interested in

the Enterprise Management .I find many enterprises have the problem of an unmatched management to its developing speed . I'm eager

to learn more about management and I hope I can study further in this University. So I resigned in August , 2003 and started the way to pursuing my studies. After about half year's hard work, I'm finally standing before you honorable professors now. I'm really excited . Though I've sacrificed much on my way to pursuing studies, I believe it's worthwhile. I believe working hard will finally be repaid .Thank you !

[求助]如果在英语口语中听不懂或讲不出,怎么办?我反正只背了个自我介绍,如果他们还要问其他的,只好说"could you speak slowly ?"or"sorry,i didn't prepare for this question"

保持微笑: I am sorry! I beg your pardon?

I don't understand your question, Could you repeat it again?

Sorry, I don't know. (I am little acquainted with the aspect of special knowledge)

But I wish I can have a chance to learn more deeply the knowledge under your direction.

#### **(五)Good morning:**

My name is XX, you can also call me Eason, I have such an English name just because the pronunciation of it is like my Chinese name. I graduated from this university last year, and major in computer science, I liked computer very much, especially in multimedia technology, and wanted to make some achievement in this field, but when I finished my school, I realized that what I had learned was not enough for this target, I thought it would be great if I can continue my interest in that, so that was why I choose to further my study with a master degree.

Well, in my spare time, I like soccer, pop music, and stamp, being a soccer fan, I always show my love to Manchester United and Ryan Giggs is my favorite. I also like English very much, and had passed Band six this year, but I do think it's still a long way to study it, so I wouldn't give up my English studying, and improve my oral and listening ability.

So that's all, thank you.

#### **(六)Good morning, teachers, I am honored to be informed to have this interview.**

Introduce yourself

First let me introduce myself, my name is XX, 23 years old, and David is my English name. I am open-minded, easy to adapt, compatible with my friends, and willing to help others.

#### **Introduce your college**

I studied in XX University. Although it is not well known, I still appreciate it, because it offers me a chance to develop my abilities. During my college years, I have made rapid and great progress in many areas, as a student, I work very hard, and obtain scholarship many times, as a monitor, I work earnestly, also gain good comments from teachers and classmates, working as a member of Student Union, I strive to finish any assignment perfectly. In a word, I learned a lot in my college life.

#### **Introduce your family**

In my family, there are three members, my father, my mother, and I. My parents are workers, my father works very hard, and he is always fully occupied, so most of the housework is done by my mother, of course, while I am at home, I would help her. I love my parents and they love me, too. When I make a success, they are more excited than me, and support me to do better. Even though I failed, instead of blaming, they always share sorrow with me, and encourage me not to give up. During my preparation for graduate examination, the support from my family is always my momentum. Parents' love is unselfish, I am deeply affected, so I will do all what I can to repay them.

#### **Introduce your hometown**

My hometown is XX, a young city in XX Province. It is famous for its XX and XX. There are great scenes here, XX, XX, XX, and so on. Each year, many people come here for tour and investment. So I believe that, with the joint efforts of every person, a better future of XX is coming (round the corner).

#### **Introduce your reason for preparing the postgraduate exam**

During the past four years, I have learned a lot of professional knowledge and practical skills, but gradually, I realize it is not enough. In my opinion, further study is actually urgent for me to realize and finally

achieve self-value. Life is precious, it is necessary to catch any opportunity for self-development, especially in the competitive modern society. Therefore, I prefer to go on for further education.

### **Why do you choose to study in our department?**

I am deeply impressed by the academic atmosphere when connecting to the web site of your department. In addition, I am attracted by the process of XX, and want to do something for XX. As the proverb says 'process is the activity of today and the assurance of tomorrow.' If I got a chance to study here, I would like to continue to accept professional training, in order to get ready for working in the future. I hope I can achieve my goal soon.

### **About your future plans:**

What do you expect to achieve during your study if you are enrolled into this institute? There must be many things to learn if I were enrolled into my ideal research field. I hope I can build up a systematic view of XX, especially in the fields of XX. Sincerely, my wish is to get a complete comprehension of XX. On the other hand, I am dreaming of the participation of some relevant projects of my major, for this reason, I will get more experience in practice. And what's more, I expect to continue my study for doctorate degree, if it is possible. In a word, I am looking forward to making up a solid foundation for future profession which is based on three years of study here.

### **Do you have any hobbies?**

In my spare time, I like reading books, collecting cards and coins, playing volleyball, communicating with friends, and so on.

I also like English very much, I am fond of watching English films and listening to English songs, I passed College English Test Band six in September, 2003, I do believe there is still a long way for me to learn English well enough, however I will not shrink back, Because I realize that English is a bridge connected our country with the outside world. Learning English is the most direct and available method for intercourse among countries and also useful for us to get advanced knowledge and technology from other nations.

## **一、委婉抱怨**

不知你是否能够帮助我一下

很抱歉,打扰了,我想.....

有点事情想请你帮个忙

真不好意思,只是

I wonder if you could help me

Look, I'm sorry to bother you, but

There's something you could help me with

I hate to have to say this, but

## **二、如何劝解别人的生气**

放心吧 你难得不觉得你自己是不是反应过度了一点吗?(太敏感了吗)

没什么值得心烦的

你一说,我还真不好意思(难为情了)

Take it easy!

Don't you think you're overacting a bit?

There is no reason to get upset.

I am sorry to hear that.

## **三、提出建议和忠告**

不知您有没有考虑过.....

我想那是一个不错的注意

你想到过没有

你总是.....

我要是你,就.....

你最好

I was wondering if you'd ever thought of

I think it might be a good idea. Have you ever thought of

Don't you think it might be a good idea to

You could always.....

If I were you I'd.....

Why don't you.....

You'd better.....

#### 四、了解别人经历

Didn't you once.....帮助别人回忆

Did you ever.....

Tell me about the time you.....

I hear you once.....

You've..., haven't you?

What happened next? 后来呢

Why didn't you...? 你为什么不

Did you... before that?

How do you feel when ?那时候你感觉如何

Where were you doing while.....?

Then what did you do?

Did you think of...?

#### 五、回顾时引导别人的想象

要是.....你会干了些什么

要是.....情况会怎么样

如果.....你会有什么样的感觉?

What would you have done if

What would have happened if

How would you felt if

#### 六、这样回应引导

我不知道,我猜我会

很难说,但是我想我会

当然啦,我.....

Oh, I don't know, I guess I would have...

Hard to say, but I think I would have...

Well, of course, I could have



## 七、老实道歉

噢,实在对不起 Oh, I'm awfully sorry.....

歉意之深,实在是无以言表 I can't tell you how sorry I am.....

我真不知该怎样说才好 I just don't know what to say.....

万分抱歉 I'm extremely sorry.

### 考研复试英语口语中,老师会问的问题汇总

在自我介绍完了老师就会开始问你问题这里列出一些常见的问题,可以认真准备。注意在准备的过程中,要结合自己的经历和见解来准备答案,让自己回答的问题和整个的自我介绍融为一个整体。要不然很容易被考官抓住把柄,问个没完,很容易因紧张而露出马脚。

在每一年的面试中都会有很多相同的问题,这些问题看起来很简单,却有很多陷阱,一不小心就会被考官抓主小辫子了。回答这些常见的看起来很简单的问题,是很有艺术的。

### 传统面试问题(Sample Traditional Interview Questions)

#### 1、 "What can you tell me about yourself?" ("关于你自己,你能告诉我些什么?")

This is not an invitation to give your life history. The interviewer is looking for clues about your character, qualifications, ambitions, and motivations.

这一问题如果面试没有安排自我介绍的时间的话。这是一个必问的问题。考官并不希望你大谈你的个人历史。是在寻找有关你性格、资历、志向和生活动力的线索。来判断你是否适合读 MBA。

The following is a good example of a positive response. "In high school I was involved in competitive sports and I always tried to improve in each sport I participated in. As a college student, I worked in a clothing store part-time and found that I could sell things easily. The sale was important, but for me, it was even more important to make sure that the customer was satisfied. It was not long before customers came back to the store and specifically asked for me to help them. I'm very competitive and it means a lot to me to be the best."

下面是一个积极正面回答的好例子:"在高中我参加各种竞争性体育活动,并一直努力提高各项运动的成绩。大学期间,我曾在一家服装店打工,我发现我能轻而易举地将东西推销出去。销售固然重要,但对我来说,更重要的是要确信顾客能够满意。不久便有顾客返回那家服装店点名让我为他们服务。我很有竞争意识,力求完美对我很重要。"

#### 2、 "What would you like to be doing five years after graduation?"("在毕业以后 5 年内你想做些什么?")

Know what you can realistically accomplish. You can find out by talking to others MBA about what they accomplished in their first five years with a particular company after graduation.

"I hope to do my best I can be at my job and because many in this line of work are promoted to area manager, I am planning on that also."

你要清楚你实际上能胜任什么。你可以事先和其他的 MBA 交流一番。问问他们在毕业后在公司的头 5 年都做了些什么。

可以这样回答:"我希望能在我的职位上尽力做好工作,由于在同一领域工作的许多人都被提为区域负责人,所以我亦有此打算。"

#### 3. "What is your greatest strength?" ("你最突出的优点是什么?")

这是很多面试考官喜欢问的一个问题。

This is a real opportunity to toot your own horn. Do not brag or get too egotistical, but let the employer know that you believe in yourself and that you know your strengths.

"I feel that my strongest asset is my ability to stick to things to get them done. I feel a real sense of accomplishment when I finish a job and it turns out just as I'd planned. I've set some high goals for myself. For example, I want to graduate with highest distinction. And even though I had a slow start in my freshman year, I made up for it by doing an honor's thesis."

这是你"展示自己"的最佳机会,不要吹嘘自己或过于自负,但要让雇主知道你相信自己,你知道自己的优点。

如可答:"我认为我最大的优点是能够执着地尽力把事情办好。当做完一件工作而其成果又正合我的预想时,我会有有一种真正的成就感。我给自己定了一些高目标。比如说,我要成为出色的毕业生。尽管在大学一年级时我启动慢了些,但最终我以优等论文完成了学业。"

#### 4. "What is your greatest weakness?"("你最大的弱点是什么?")

You cannot avoid this question by saying that you do not have any, everyone has weaknesses.

The best approach is to admit your weakness but show that you are working on it and have a plan to overcome it. If possible, cite a weakness that will work to the company's advantage. "I'm such a perfectionist that I won't stop until a job is well done.

你不应该说你没有任何弱点，以此来回避这个问题;每个人都有弱点。最佳策略是承认你的弱点，但同时表明你在予以改进，并有克服弱点的计划。

可能的话，你可说出一项可能会给公司带来好处的弱点，如可说："我是一个完美主义者。工作做得不漂亮，我是不会撒手的。"

#### 5. "How do you feel about your progress to date?" ("对于你至今所取得的进步你是怎样看的?")

Never apologize for what you have done.

"I think I did well in school. In fact, in a number of courses I received the highest exam scores in the class." "As an intern for the X Company, I received some of the highest evaluations that had been given in years.

绝不要对你以前的所作所为表示内疚。

如可答："我认为我在学校表现不错。事实上，有好几门功课我的成绩居全班第一。"在某公司实习时，我获得了该公司数年来给予其雇员的好几项最高评价。"

#### 其他值得参考的问题：

6. Why did you choose Peking University?

7. Why did you choose MBA?

8. What would you like to be doing five years after graduation?

9. What has been your greatest accomplishment?

10. Describe your greatest strengths and weaknesses.

11. What have you learned from the jobs you have held?

#### 行为面试问题(Sample Behavioral Interview Questions):

12. Describe the best/worst team of which you have been a member.

13. Tell me about a time when your course load was heaviest. How did you get all of your work done?

14. Give me a specific example of a time when you sold someone on an idea or concept.

15. Tell me about a time when you were creative in solving a problem.

16. Describe a time when you got co-workers or classmates who dislike each other to work together.

17. Tell me about a time when you made a bad decision.

#### 压力面试问题(Sample Stress Interview Questions):

18. What kinds of people do you find it difficult to work with?

19. What are some of the things you find difficult to do?

20. How would you evaluate me as an interviewer?

21. What interests you least about MBA?

22. How do you handle rejection?

23. What is the worst thing you have heard about our school?

24. See this pen I'm holding. Sell it to me.

#### 案例面试问题(Sample Case Interview Questions):

25. A chain of grocery stores currently receives its stock on a decentralized basis. Each store deals independently with its suppliers. The president of the chain is wondering whether the firm can benefit from a centralized warehouse. What are the key considerations in making this decision?

A magazine publisher is trying to decide how many magazines she should deliver to each individual distribution outlet in order to maximize profits. She has extensive historical sales volume data for each of the outlets. How should she determine delivery quantities?

**非常规问题:**

26. It is the 15th Century. How do convince the Pope that the Earth is round?

27. If I gave you an elephant, where would you hide it?

28. Why are soda cans tapered on the top and bottom?

29. How much RAM does a PC need to run Windows95?

30. You are in a boat on a fresh water lake. In your hand is a rock. You throw the rock into the lake. How is the lake's water level affected?

31. If it rained music, what would grow?

32. Describe your best friend and what he or she does for a living.

33. In what ways are you similar or different from your best friend?

34. What are your career's strengths and how do you capitalize on them?

35. Are you a happy person?

36. According to JRM, Jr., a fast growing software company asked this question... You have a wealthy aunt who weighs 300 pounds. Tell me how you would redesign her toilet.

**其他常见的英语面试问题:**

37. Would you please make a brief introduction about yourself?

38. Why did you take the MBA examination? Would you please say something about the currently MBA program in China?

39. Why do you choose RENMIN University to study MBA? Tell me a little about RENMIN University from your understanding.

40. How do the people around you review MBA?

41. What's the difference between MBA program at home and abroad?

42. If you failed this time what will you do in the near future?

43. Why do you want to be a part of MBA students?

44. Why do you think you are qualified for MBA program?

45. Do you have a career plan in 5 years?

46. Do you have a study plan if you were accepted as a MBA student?

47. What's your opinion about the requirement that a MBA student must have working experience?

48. How do you define marketing or management?

49. Do you think English is quite important in MBA study? Why?

50. Do you think MBA training courses will help you a lot in your future life? Why?

51. What do you want to do after your MBA study?

52. What is the most important qualification that a MBA student should have?

53. Say a little about teamwork.

54. Say a little about management.

- 55.How communication works in organizations?
- 56.Tell me the relationship between the management and management theory.
- 57.What will you do if you can't find a job?
- 58.Do you think that the economy will get better?
- 59.Who are you currently employed with?
- 60.What kinds of opportunities are you looking for?
- 61.What is your biggest accomplishment on the job?
- 62.What joy did you enjoy the most and why?
- 63.What would your former boss say about you?
- 64.Why did you leave your last job?
- 65.Please tell me a little about your working history? What kind of fields?
- 66.Say a little about your educational background.
- 67.What are your strengths and weakness?
- 68.What do you do in your spare time?
- 69.What is your impression of Beijing?
- 70.What is CFO? If you were a CFO, what would you do?
- 71.What is the difference between sales and marketing?
- 72.What do you think is the most important as a manager?

在面试快结束的时候，一般考官都会问，你有没有什么要问的。除非你是最后一个面试者，你明显感到所有的考官都急切的想离开，一般不适合说“I don't have any question.”可以问考官一两个你关心的问题(Questions you should ask the recruiter):

- 73.What changes do you anticipate in our school? (你希望我们学校会有些什么样的变化)
- 74.Which is the best course in our school? (什么课程是我们院最好的课程)
- 75.does our school provide some guidance of job to MBA?

最后可以说: Thank you for giving me the chance. I hope to see you again and soon. (谢谢您给我机会, 我希望很快能再见到您。)

### 考研英语复试口语常见问题 30 例

1. Where do you come from?
2. What kind of landscape surrounds your hometown?
3. What do you do during the Spring Festival?
4. Tell me something about the customs of your hometown.
5. Could you tell me something about your family?
6. What social responsibilities should a post-graduate take?
7. Which kind of professor do you like best?
8. What does friendship mean to you and what kind of people do you make friend with?
9. What is your major? How do you like your major?
10. When and where did you graduate? What qualifications have you obtained?
11. What impressed you most when you were at university?
12. What is the best university in your opinion?

13. Do you think the subjects you are studying today are relevant to present-day society? Why ?
14. What do you do for a living?
15. What are your job prospects?
16. If you had the opportunity to change your subject, what would you do with it?
17. What are your spare time interests?
18. Where have you been traveling to? Which place interested you most?
19. What kind of differences in the system of higher education between China and other countries?
20. Do you think you will be able to cope with English-demands of your intended study program?
21. What difficulties do you think you'll encounter in your studies?
22. Why did you choose our university?
23. If there were an opportunity of studying abroad, what would you do?
24. Should you study more theory or do more practice? Give your reasons, please.
25. What do you intend to do after you finish studying?
26. How serious is unemployment among young people and what will you do if you cannot find a job after graduation?
27. In your opinion, what are the most serious problems associated with modern life?
28. What do you think have been the most important changes in your study field over the past 5 years?
29. How do you afford your tuition?
30. Does your family support your decision on studying? What help do they offer?

## 二、重视给考官的第一印象

口试教师的第一个目的是得到有关考生英语水平的初步印象。老师可以选择日常的话题或者是根据考生的自我介绍等信息了解考生的英语水平，这一印象对于考生的最后得分至关重要。因为根据心理学测试的结果，一个有经验的面试官可以在口试开始后 1-2 分钟之内得出对考生评判的结论，而无需等到口试结束。在余下的时间里，口试教师多半都在按照自己初步结论的惯性思维，从考生的回答中有意无意地寻找符合自己所做结论的证据来进一步证实自己的结论是正确的。其实这种思维方式不仅体现在各种口试中，也普遍存在于社会生活的方方面面，我们对于一个人或任何事物在最初接触时形成的第一印象往往是很难改变的，除非发生什么戏剧性的情况，这种印象经常是占据主导地位的。

这就意味着我们应该特别注意对第一阶段最初几个问题的回答，尽管它们都是非常简单的问题，考生绝不能掉以轻心，忽视对这些简单问题的回答。有些考生在回答这些简单问题时甚至会犯一些低级错误，给口试教师留下不好的第一印象，也影响了自己后面的正常发挥。例如：T: "What do you do?" S: "I'm talking with you."

口试教师明明在问：“你是做什么的？”考生却回答：“我正在跟你谈话。”可以想象，口试教师对这样的回答会产生对考生多么不利的第一印象。

口语考试应该是不仅用口，还要用心回答每个问题，在回答任何问题时，不要慌慌张张地急于切入主题，大脑中迅速思考一下这个问题可能涉及到的后续问题，尽量把话题引到自己比较熟悉而口试教师又可能感兴趣的话题上，而不要匆忙中为自己设下一个陷阱。比如当口试教师问你曾经做过哪些职业或从事过哪些业余活动时，如果你的回答是“I like

singing”就可能被问到更多有关 singing 的问题，如“who is your favorite singer?” “What is your favorite song?” “Why do you like him/her/it?”等等。这就要求考生在考前要做好相应的准备，并在考试中思维敏捷，随机应变。

### 三. 常见问题归纳

#### I. 部分常见问题

进考场后，一般先做自我介绍，然后考官会问一些问题，考生要根据自己的经历和见解来准备答案，让自己回答的问题和自我介绍融为一个整体。否则，很容易被考官抓住把柄问个没完，这样就容易因紧张而露出马脚。这里列出一些考官常考的问题，供大家参考。

##### -----hometown

Where are you from?

How long have you lived there?

How do you like it? Why?

Do you live near here? Where about?

What do you think are the good points about living in this city?

##### -----family

Could you tell us sth. about your family?

What does your family usually do for the weekend?

What do you think about living together with your parents?

##### -----leisure

Do you have any hobbies?

How did you become interested in the hobbies?

##### -----study/work

Why do you choose to study at our institute?

Why do you want to go to graduate school instead of finding a job?

What are your favorite subjects?

What kind of job did you do?

Have you ever worked during the vacation?

Why do you want to go back to study instead of going on with your work?

What qualifications are needed in order to do your job well?

What did you enjoy most about your campus life?

##### -----future plans

What do you expect to achieve during your study if you are enrolled into this institute?

Do you think English is important for your future plans? In what aspects is it important?

针对部分常见问题，需做出的回答（一些模板）：

#### (1). self-introduction (自我介绍)

Good morning, my dear teachers and professors. I am very happy to avail myself of the opportunity to introduce myself. I am \*\*\*\*\*, a \*\*\* (年龄) -year-old girl/ boy graduated from \*\*\*\*University. My major was \*\*\*\*. Four-year study in \*\*\*\* department gives me all-round knowledge about\*\*\*\*\*(专业名称). In the past two years I have been preparing for the postgraduate examination. I am a very hard-working person with great perseverance. And also, I am very kind-hearted as well and ready to help others especially when they are in troubles. Owing to my kindness I made a lot of friends in university. In my spare time I like sports. Among all the events, I like football best, because we should unite as one to achieve success. In my opinion, it is the best slogan of team work spirit. I also took some part-time jobs as a family tutor. One of my students got his mark improved through our joint effort and I was very proud of that. This is all for my self-introduction. If I am lucky enough to get the chance, I will devote all myself to my major and focus all of my energy on it.

#### (2). reasons for my choice (考研原因)

Firstly, I have a profound love in my major, \*\*\*, which is very practical and useful. Through four years' study in university I find the knowledge I have mastered is not enough to solve some specific problems though I have satisfactory marks in all the subjects. So I decide to further my education and take the postgraduate entrance examination.

Secondly, I want to take \*\*\*(专业) as my life long career, therefore, further study in this field is still necessary. In my opinion, I can broaden my horizon and enrich the knowledge in this field through the postgraduate education. It is an indispensable step for my self-development in the future as well. Last but not the least, I have a long-lasting love of the atmosphere of campus. It is full of passion and youthful spirit. All the things can inspire me to form some fantastic thoughts and excellent ideas. This kind of atmosphere is very helpful for study. As for my choice of universities, I should say I love this university very much. When I came here for the first time I was deeply impressed by the academic atmosphere and the faculty. In addition, your university enjoys a good reputation in this field. I think as one of the most famous \*\*\*\*\*(专业) in our country, it provides people with enough room to get further enrichment.

### **(3). plans in the postgraduate study (研究生期间你的计划)**

First, a systematic view of \*\*\*\* is my first and most important goal in the postgraduate study. second, I would like to take more social activities to promote myself in every possible way. If possible, I will go on with/continue my study for doctorate degree.

In a word, I am looking forward to making a solid foundation for my future profession and life after two/three years study here.

### **(4). about hometown (介绍你的家乡)**

I am from \*\*\*\* a beautiful city in the \*\*\*\* (写个方位) part of \*\*\* province. (如果是省会可以加上: it is also the capital city of \*\*\*\* province.) It is famous for \*\*\*\* (特产或是旅游项目). Every winter numerous visitors are attracted by its (特产或景物). The city lies in the \*\*\*\* (方位) part of China and the climate there is very suitable for living. Thanks to the government's effort to protect the environment, our city is becoming more and more beautiful and attracts people all around the world. Last five years witnesses the fast economic development of my home town due to the Opening Policy. I believe my hometown will definitely be prosperous in the future. After my graduation I will return to my hometown and make my due contribution to its development.

### **(5). about family (你的家庭)**

I have a happy family .In my family, there are five members: grandfather, father, mother, brother and I. My family is just like a hand, and each of us like a finger. Just as the relationship among fingers and hand, we five members live together and can not be separated. I will introduce my family to you.

#### **My grandfather**

My grandfather is a healthy old man. He likes moving and believes that one can have long life only if he takes exercise. So, though he is over seventy, he doesn't feel tired after long walking.

#### **My father**

My father works in a private high school and he is the vice-headmaster of that school. My father is a diligent man. He likes reading and writing. No matter how busy he is, he must read something useful in his spare time. He often says that as a teacher who must read as much as he can. He does what he says. He gives me a good sample with his action.

#### **My mother**

My mother is a hardworking housewife. She is a kind, gentle and diligent woman. She cooks and washes for us day after day. However, in my mind, she is the greatest woman in this world. Now I study out of my home, and I always miss her very much. I miss her cooking, I miss her speaking too much, and, of course, I also miss our quarrelling!

#### **My brother**

My brother is a clever and tall boy. He is a senior high student .I am three years older than him. He likes reading. His favorite writer is Yi Zhongtian. Therefore, he reads most works written by Yi Zhongtian and

watches all the programs talked by him, called Bai Jia Jiang Tan. In my mind, he is a thoughtful boy.

### **Myself**

I am a college student. Next year, I will graduate. I dream much for my future. In the future, first I will be a teacher. But maybe I will try other kinds of jobs, such as free writer, editor, and so on. However, no matter what is my hobby, I will be on my own stage; no matter which stage I am on, I will dance wonderfully!

### **(6). about university (你的大学)**

My university is ..., which is modern and smart. You see, the many age-old buildings here are actually great libraries and labs. Scientific and technological development is easily smelt in the air, because she never lags behind the world. Her everlasting youth and vigor beam through every corner of the campus and the young in school vivify every piece of concrete and wood here. What makes me happy and strong is that it perpetuates me with

unfading energy. And it is definitely beneficial for me to be granted enthusiasm. The deep impression of my university is her creativity and profundity. As is known to all, she has a wide range and comprehensive style. No wonder I can enjoy the multi-colored life here. Every school year a diversity of competitions and activities are held and a large number of students take active part in them. I do appreciate such a style, and in my mind's eye, she resembles a tall tree silhouetting with all shapes of branches while stretching far into the blue sky. Undoubtedly there is a world of difference between university and high school.

University students are supposed to enjoy more freedom to develop themselves. However, ... seems more concerned about the efficient cooperation and teamwork among students as to prepare them for the competitive society. I believe upon graduation I will be equipped with abundant skills to face more unknown challenges.

After all, in my opinion, university is for more cultivated character, richer knowledge and greater abilities. That's why I chose .... She provides me with what I've dreamed of. After my graduation, I want to find a job in Siemens and make good use of the theories I will have learned from this university. I have the potential to be a professional manager and do program management.

### **(7). Why do you change your major? (为什么换专业)**

I have shifted my major from Mathematics to Quantitative Economics, mainly out of my interest. During the holidays, I got the chance to work for a company as an intern, when I first acquainted myself with the knowledge of Quantitative Economics, and I was attracted deeply by it. What's more, what I have learned can

be applied very well to this subject. Meanwhile, the major has gained wide application and concern for the time being. So gradually, I got the idea that I should try my best to learn Quantitative Economics.

### **(8). Why do you choose this major? (为什么选择这个专业)**

I major in International Trade and have great interest in it. International trade currently become increasingly important in the world of globalization, and those companies desirous to file themselves into the international market and have to confront plenty of issues. Thus, corresponding emphasis have been put on these issues in this field. But during my college study and internship period, I have found I have many to study, so it is very necessary and urgent for me to grasp firmly and comprehensively the relevant knowledge of international trade. That is why I chose this major. Now I look forward to enriching my scope in this field in our university.

### **(9). Could you tell the importance of English? (您觉得英语重要吗)**

Yes, it's very important. It plays an indispensable role both in my academic study and future career. When I look for some learning material on-line for my research paper, the Chinese information is usually not enough, and thus the English information works as an essential compensation. Furthermore, when I command English, work efficiency will be greatly improved because the time of the translation between languages is shortened.



**(10). plans in the postgraduate study (研究生期间你的计划)**

I've already made a plan for my postgraduate study. If luckily I got the admission to the ...university, I would make good use of the two/three years. You know, three years is very short for an aspirant pursuer for knowledge, so it's necessary to make a good plan both for my academic research and future career. First, I will try my best to grasp the theoretical knowledge and set the solid foundation for my further study. Second, if time permits, I will do some part-time job relevant to my major and in this way I can put the theory into practice. Third, I will apply for a doctor degree and if impossible I will find a job related to my major and become an expert in this field.

**(11). plans after graduation (毕业后有什么打算)**

After my graduation, I want to find a job in Siemens and make good use of the theories I will have learned from this university. I have the potential to be a professional manager and do program management. I love economic policy research. After graduation, I want to further my study for a Doctor's degree. Then I'll work for a research institute. What satisfies me most is to make contributions for Chinese economic growth.

**(12). What can you tell me about yourself? (关于你自己, 你能告诉我些什么?)**

I am 21 years old, born in Heilongjiang province, northeast of China. I am now a senior student at Beijing XX University. My major is packaging engineering, and I will receive my bachelor's degree after my graduation in June. In the past four years, I have spent most of my time on study. I have passed CET4/6 with an ease and I have acquired basic knowledge of packaging both in theory and in practice. Besides, I have attended several packaging exhibition held in Beijing and I have taken a tour to some big factories through which I have had a deep understanding of domestic packaging industry. Compared to developed countries such as U.S., unfortunately, although we have made extraordinary progress since 1978, our packaging industries are still underdeveloped. But I have full confidence in a bright future if only our economy can keep the growth pace still. I choose to learn law in my graduate study because pursuing law is one of my lifelong goals. I like my major packaging and I won't give up it. If I can pursue my master degree here I will combine law with my former education. I will work hard in patent, trademark, copyright in the packaging field. I am optimistic and confident.

Sometimes I prefer to stay alone, reading, listening to music, but I am not lonely. I like to chat with my classmates on various subjects. My favorite pastime is playing volleyball. Through college life, I learn how to keep balance between study and entertainment. By the way, I was an actor of our amazing drama club. I had a few glorious memories on stage.

**(13). What would you like to be doing within five years after graduation? (在毕业以后 5 年内你想做些什么?)**

Five years are quite a long time, I would like to divide it into two parts for my future plan. In the three years of postgraduate in this university, if I am admitted, I will spend our my efforts on the knowledge of my major and skills concerned, and try to learn more interpersonal skills at the same time. After equipping myself full, when I will get my master's degree, I will immerse myself into the society in the next two years. I will find a job which I love and specialize in so that I can make a contribution to our nation as well as the society.

**(14).What is your greatest strength? (你最突出的优点是什么?)**

As for my strongest strength, I think it is my conscientiousness in work and learning, which promotes me to develop unceasingly and devote myself in my work and do a good job. I think it is helpful for my future work.

给大家列举一些关于特长常用的词:

**1. 一般描述特长的形容词**

*honest* 诚实

*easy-going* 随和

energetic 精力充沛的

quick-learning 学习能力强的

confident 自信

## 2. 表示特长的名词:

perseverance 坚持

dedication 奉献

team-spirit 团队精神

leadership skills 领导能力

positive attitude 乐观态度

flexible 灵活

helpfulness 乐于助人

caring 关心他人

sense of humor. 幽默感

cheerfulness 乐观

friendliness 友爱

adaptability 适应能力

problem-solving work well with others

get along well with others 与人相处和睦

work under pressure 能承受压力

focus on projects 专一

善于与他人合作

## (15). What is your greatest weakness? (你最大的弱点是什么?)

### 1. 相关表达:

be lack of experience 缺乏经验

be lack of proper planning 缺乏合理的计划

drive myself work too hard 辛苦工作

set high goals 制定高目标

be eager to complete an assignment 急于完成任务

critical to others 对其他人要求严格

### 2. 相关句型:

My greatest weakness lies in

My greatest weakness is

I am..., I think that is my greatest weakness.

I'm a perfectionist that I always require myself get a job well done.

### 3. 范例

There is no perfect man in the world, so do I. I feel that my greatest weakness is that I often devote nearly all the time in work. Sometimes I even forget to do some excises. Although this weakness makes me sad sometimes, I try my best to overcome it.

## (16). How do you feel about your progress today? (对于你至今所取得的进步你是怎样看的?)

To be frank, I made a great progress in the past few years with the help of my classmates and friends and under the guidance of my teachers. In academic aspect, I acquired much basic knowledge of this field from text books and learnt how to solve problems with them. In other aspects, I got along well with all my classmates and gained their friendship and respect. What is more important is that I learnt to work with the others and now I have a good sense of teamwork. All in all, the last few years are really important for me.

问完上边问题后, 考生有时需要就一个话题进行自我陈述。在此也列举了一些常考话题, 仅供参考:

(1). Why do you choose Renmin University to study MPA? Tell me a little about Renmin University from your point of view.

- (2).What has been your greatest accomplishment in solving a problem? Use a specific example to demonstrate.
- (3). Please tell me sth. about the job you have held, and what you have learned from it.
- (4).What do you think about taking part-time job? Somebody thinks that it is necessary for every university student to take, do you agree or disagree?
- (5). Tell me the time when you made a bad/good decision.
- (6).What is your point of view about the hot debate of private housing?
- (7). Explain your understanding on the old saying "practice makes perfect"/ "age brings wisdom"/ "silence is gold" ect.
- (8).What are the main problems in our society/of college education, and how to solve them?
- (9).What does happiness mean to you?
- (10).What's your view on the gap between rich and poor?

在面试快结束的时候，一般考官都会问，你有没有什么要问的。这时候，如果你是最后一个考生，

明显感到所有的考官都急切的想离开，你可以说 "I have nothing else to ask"; 否则，一般不适合说 "I don't have any question."，可以问考官一两个你关心的问题，比如：

(11). Which is the best course in our school? (什么课程是我们院最好的课程)

(12). Does our school provide some guidance of job to XXX?

最后可以说：Thank you for giving me the chance. I hope to see you again and soon. （谢谢您给我机会，我希望很快能再见到您。）

## II. 复试常用话语：

由于紧张，难免面试老师的话听不清楚，千万不要不好意思进行询问（当然也不能就一个问题一直问个不停），对于自己不清楚的问题一定要勇于承认，免得弄巧成拙。如果别人的表达没有听懂想再次用自己的话表达，用什么样的话表达，因此为大家整理了一些常用话语避免尴尬。

- (1). Sorry, I did not catch/follow your meaning. Pardon, please.
- (2). Let me put it another way. You mean that ...
- (3). Well, let me see. I am not the expert on this, but I have heard quite a lot of such discussion from TV program and other people's talking, so I think ...
- (4). That's not exactly what I mean / You know, that's what I think.
- (5). I'm not really sure, I'll have to check.
- (6). Um, this isn't easy to explain/ Hard to say, but I think I would have ...
- (7). I can't tell you how sorry I am, but I really don't know. I will have to check.
- (8). I'm not exactly sure how to put this, but I am really sorry.
- (9). The point is ...
- (10). Yes, that's true, but ...

## 语言因素之自我介绍篇

中英文姓名

背景简介（家乡、学业）

兴趣爱好简介（性格特征、爱生活、爱英语、爱校园）

## 语言因素之家乡篇

Where are you from?

How long have you lived there?

How do you like it? why?

Do you live near here? where about?

What do you think are the good points about living in this city?

## 语言因素之家庭篇

Could you tell us something about your family?

What does your family usually do for the weekend?

What do you think about living together with your parents?

## 语言因素之考研篇

Why do you choose to study at our institute?

Why do you want to go to graduate school instead of finding a job?  
 What are your favorite subjects?  
 What kind of job did you do?  
 Have you ever worked during the vacation?  
 Why do you want to go back to study instead of going on with your work?  
 What did you enjoy most about your campus life?  
 What do you expect to achieve during your study if you are enrolled into this institute?  
 Do you think English is important for your future plans? In what aspects is it important?

#### 面试必备句型表之一

You know what I think? I think that...  
 The point is...  
 Wouldn't you say that...  
 I'd just like to say that I think...  
 I'd like to point out that...  
 Could you tell me some more about...  
 Could you mind telling me more about...  
 I'd like to know more about...  
 Something else I was wondering about was...  
 Something else I'd like to know is...  
 Sorry to keep after you, but could you tell me...

#### 面试必备句型表之二

Well, I've heard that...  
 Wouldn't you say that...  
 Do you think it's right to say that...  
 It's my feeling that...  
 I didn't follow what you said about...  
 Sorry, I don't see what you mean.  
 I don't see what you're getting at.  
 What exactly are you trying to tell me

#### 面试必备句型表之三

I couldn't agree more.  
 That's just what I was thinking.  
 You know, that's what I think.  
 That's a good point.  
 Great minds think alike.  
 Yes, that's true, but...  
 I'm not sure if I agree.  
 Well. You have a point there, but...  
 Maybe that's right, but don't you think that...

#### 面试必备词汇表

adaptable 适应性强的  
 active 主动的, 活跃的  
 ambitious 有雄心壮志的  
 apprehensive 有理解力的  
 capable 有能力的, 有才能  
 careful 办事仔细的  
 competent 能胜任的  
 constructive 建设性的  
 cooperative 有合作精神的  
 creative 富创造力的  
 dedicated 有奉献精神的  
 dependable 可靠的  
 disciplined 守纪律的  
 dutiful 尽职的  
 well-educated 良好教育的  
 efficient 有效率的  
 energetic 精力充沛的  
 faithful 忠诚、守信的  
 frank 直率的, 真诚的  
 generous 宽宏大量的

gentle 有礼貌的  
 humorous 有幽默  
 impartial 公正的  
 independent 有主见的  
 intelligent 理解力强的  
 logical 条理分明的  
 methodical 有方法的  
 modest 谦虚的  
 objective 客观的  
 precise 一丝不苟的  
 punctual 严守时刻的  
 elastic 实事求是的  
 responsible 负责的  
 systematic 有系统的  
 sweet-tempered 性情温和的  
 tireless 孜孜不倦的