



请遵循下面四个步骤，完成今日的无忧听写练习。

062.mp3

步骤一 难词先睹为快

在听写之前，请浏览下列单词，并重点记忆。

share 股份

applause 鼓掌

representative 代表

ambitious 有野心的

disappointedly 失望地

步骤二 无忧听写练习（参考答案见章末）

不看下文，听录音，按照录音中的要求，把你听到的内容写到空白练习纸上。

As the new sales director for a national computer firm, Alex Gordon was looking forward to his first meeting with the company's district managers. Everyone arrived on time, and Alex's presentation went extremely well. He decided to end the meeting with the conversation about the importance of the district managers to the company's plans. "I believe we are going to continue to increase our **share** of the market," he began, "because of the quality of the people in this room. The district manager is the key to the success of the sales representatives in his district. He sets the term for everyone else. If he has **ambitious** goals and is willing to put in long hours, everyone in his unit will follow his example." When Alex was finished, he received polite **applauses**, but hardly the warm response he had hoped for. Later he spoke with one of the senior managers. "Things were going so well until the end", Alex said **disappointedly**. "Obviously, I said the wrong thing." "Yes," the district manager replied. "Half of our managers are women. Most have worked their way up from sales **representatives**, and they are very proud of the role they played in the company's growth. They don't care at all about political correctness. But they were definitely surprised and distressed to be referred to as 'he' in your speech."

步骤三 听力理解测试

根据刚才听到的录音，为下列各题选择正确的答案。

- Who did Alex Gordon speak to at the first meeting?
 - District managers
 - Regular customers
 - Sales directors
 - Senior clerks
- What did Alex want to emphasize at the end of his presentation?
 - The support provided by the regular clients.
 - The initiative shown by the sales representatives.
 - The urgency of implementing the company's plans.
 - The important part played by district managers.

3. What do we learn about the audience at the meeting?
 - A) Some of them were political-minded.
 - B) Fifty percent of them were female.
 - C) One third of them were senior managers.
 - D) Most of them were rather conservative.
4. Why did Alex fail to receive the warm response he had hoped for?
 - A) He used too many quotations.
 - B) He was not gender sensitive.
 - C) He did not keep to the point.
 - D) He spent too much time on details.

步骤四 核对总结分析

核对听力原文，把听写中的各类错误总结规划到下表，日后重点复习。

序号	错误类型	实例汇总
1	连读、弱读	
2	美式发音	
3	纯生词	
4	拼写错误(单复数)	
5	单词发音不熟	
6	语法问题(时态等)	

MEMO

Knowledge rests upon not only truth but also errors.

知识不光依赖真理，还依赖谬误。

——C. Jung

C. 荣格(瑞士心理学家)

句型拓展

We must judge a person not only by his words, but also by his deeds.

我们看一个人，不仅要听他的言论，还要看他的行动。

This actor is famous not only for his talent but also for his kindness.

这位演员很出名，不仅因为演技好，而且因为他心地善良。