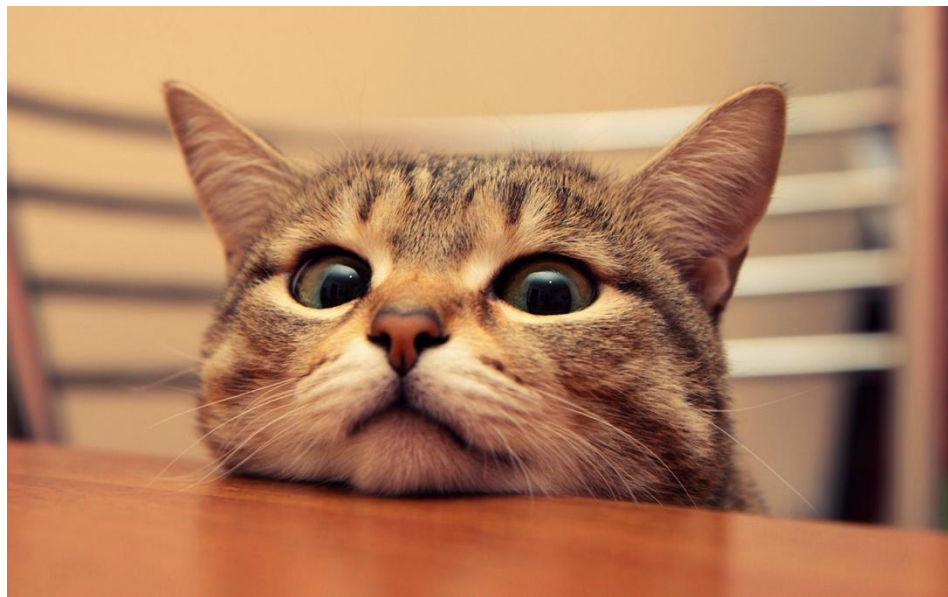


Cracking BEC Vantage Listening3

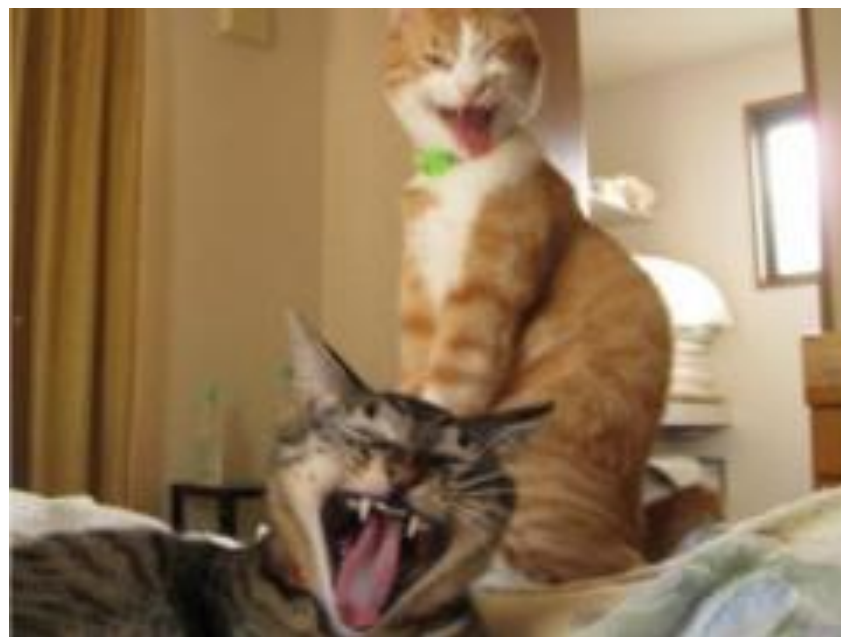
猫刀老师

Listening Part 3

▶ 为什么我觉得单选题特别难？



- ▶ 题目和选项都很长
- ▶ 感觉听懂（到）了可是选错了



Strategy

- ▶ 1.明确背景
- ▶ 2.简化题干
- ▶ 3.简化选项
- ▶ 4.听听力+记笔记
- ▶ 5.选答案

明确背景

PART THREE

Questions 23–30

- You will hear a radio interview with a leading industrialist and business consultant, Philip Spencer.
- For each question (23–30), mark one letter (A, B or C) for the correct answer.
- After you have listened once, replay the recording.

PART THREE

Questions 23–30

- You will hear a radio interview with Donald White, the author of a book about running board meetings.
- For each question (23–30), mark one letter (A, B or C) for the correct answer.
- After you have listened once, replay the recording.

简化题干

▶ 问题中的路标词+提问词

- ▶ 路标词：定位
- ▶ 提问词：指导听和速记的重点

T1

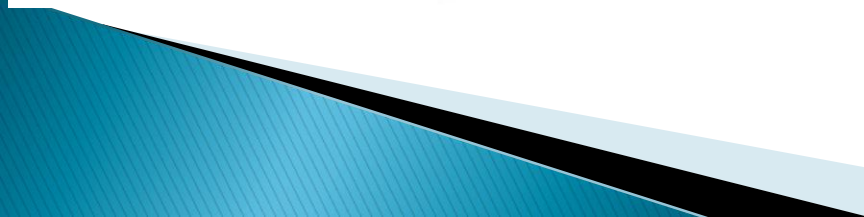
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- A improve staff productivity.
 - B identify problem areas.
 - C re-train weak management.
- 24 Problems at Manson's had continued after Spencer's first visit because of
- A poor distribution systems.
 - B inadequate market research.
 - C out-dated production methods.
- 25 Difficulties at Criterion Glass stemmed from lack of attention to
- A competitors' designs.
 - B quality of merchandise.
 - C consumer demand.
- 26 Philip Spencer blames his early business difficulties on
- A inexperience with new companies.
 - B lack of knowledge of the financial sector.
 - C bad advice from established organisations.

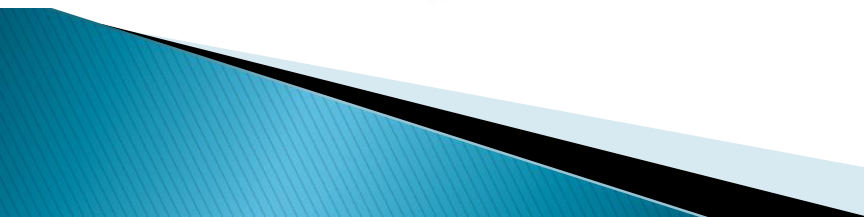
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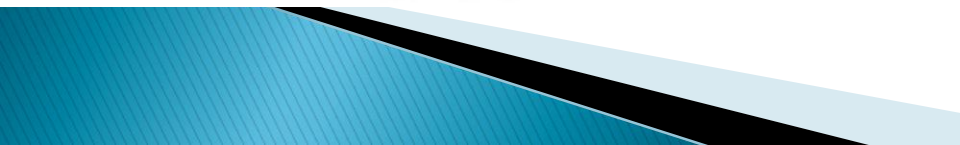
- 27** He defends his unusual personal style by saying that
- A** it is important in business to make a strong impression.
 - B** his business ideas are more important than his appearance.
 - C** most business people are too serious and traditional.
- 28** He thinks he was appointed chairman of LBI because the company
- A** knew of his successes with failing companies.
 - B** felt he had a positive image with the public.
 - C** liked his fearless approach to problem-solving.
- 29** According to Philip Spencer, successful managers are distinguished by their
- A** concern for detail.
 - B** desire to make money.
 - C** strong leadership.
- 30** His final advice to people starting in business is to
- A** make every effort to prevent mistakes.
 - B** find the best sources of information.
 - C** maintain a positive attitude at all times.

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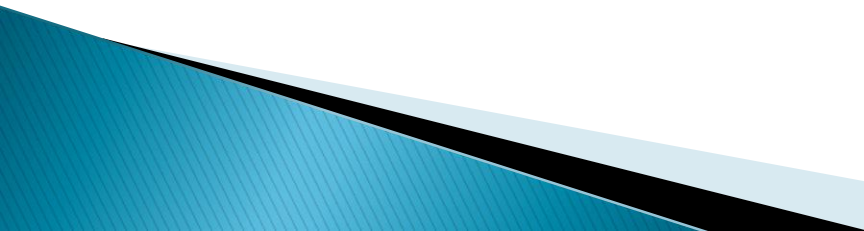
T2

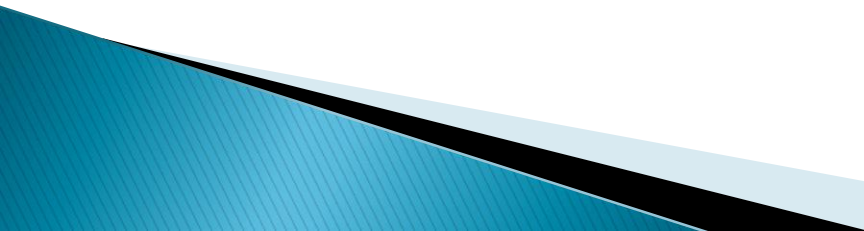
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- A inviting the right people to the meeting
 - B choosing a chair who handles the paperwork efficiently
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- A present a summary of their report
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- A** a person who previously held the office of chief executive
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- 27** What does White say the chair has to be able to do?
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 - B** draw attention to the weaknesses in any argument
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简化选项

- ▶ 关键词：真正的大区别，忽略小区别
- ▶ 角度大于细节
- ▶ 态度和变化用符号代替

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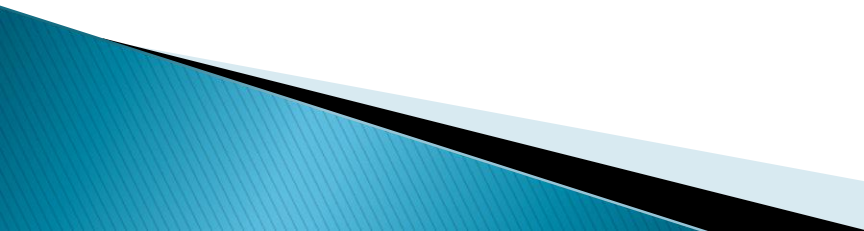
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速记

- ▶ 范围：路标词/提问词后
- ▶ 目标：直接回答：实词：信息+态度 单词+符号
- ▶ 间接回答：注意否定/比较
- ▶ 注意顺序/转折/并列



PART THREE

Questions 23-30

- You will hear a discussion between two business journalists, Nick and Rachel, who are going to write a review of a book about career planning.
- For each question (23-30), mark one letter (A, B or C) for the correct answer.
- After you have listened once, replay the recording.

23 What does Nick say about the title of the book?

- title of our future*
step to step
mismatch
content - title
- A It suggests a serious approach to career planning.
B It gives a false impression about the content of the book.
C It is reminiscent of books previously published on this subject.

24 What did Rachel find disappointing about the advice given in the book?

- recruitment*
comment insight
dissex minicareer
credit x
heavy learned?
- A It tended to state the obvious.
B It was often irrelevant to her.
C It seemed to lack authority.

25 According to Nick, the author's previous books

- tenous connection*
use for
place interest
degenerate
resume - account
- A suggest she has little direct experience of business.
B demonstrate a failure to reflect current business practice.
C highlight an absence of original research in her work.

26 Rachel particularly enjoyed reading the section on

- embarrassment... pressure*
interview
rehearsed
- A going for job interviews.
B consulting career advisors.
C completing job applications.

27 Both journalists agree that a major weakness of the book is that

- old fashioned*
fun
frustrating
retained
expert
norm
- A it is aimed at those who are already established in their careers.
B it focuses on a kind of career path that has become less common.
C it relies too much on experiences of people at the end of their careers.

28 Rachel disagrees with the book's suggestion that readers should

- error*
judgment
interest
try out
test
17/20
magazine
test
single
- A keep changing jobs in order to achieve career success.
B choose a field that matches their leisure activities.
C take a particular test to identify a suitable career.

PART THREE

Questions 23-30

- You will hear Mark Finch, a well-known business consultant, speaking to a group of business people at a seminar.
- For each question (23-30), mark one letter (A, B or C) for the correct answer.
- After you have listened once, replay the recording.

23 Mark says it's important when starting up a business to

- 1 people. attitude*
2 money. kill
3 time. vital.
4 plan.
competition
cost
- A have enough capital for the first two years.
B employ properly qualified staff.
C carry out effective research in the area.

24 What warning does Mark give?

- danger*
- A New businesses always take a long time to become successful.
B Trends in service industries often change very rapidly.
C People starting businesses must limit the hours they work.

25 What problem did the energy company have with its complaints system?

- Service market*
Computer.
Staff. works
- A Customers were critical of the computer system.
B Staff had not received sufficient computer training.
C The computers frequently broke down.

26 From his experience at the energy company, Mark says managers need to have

- computer x*
what they need
- A effective communication with workers.
B more advice when choosing computer systems.
C experience of dealing with complaints directly.

27 In the car repair company, workers most wanted

- newsletter read x*
appreciate
interest
- A recognition of their work.
B a monthly newsletter.
C information about company aims.

28 What main benefit does Mark say came from reducing staff turnover?

- Customer satisfaction*
train cost
- A The company could stop providing training courses.
B Each mechanic carried out more work.
C There was less need for company advertising.

对比选项

- ▶ 先排除一定错误 / 未提到的选项
- ▶ 再剩下两个选项中比较，选出最确定的一项



23 According to White, what do most people think happens at board meetings?

- A Participants discuss the company's future in a creative way.
- B Participants tell each other how successful the company is.
- C Participants compete with each other to gain more power.

① power games?
fat cat congratulation.

Good afternoon, Donald. Your book, *The Successful Board Meeting*, will, I'm sure, soon be compulsory reading for directors. Please tell us first what you see as the chief role of the board meeting. Do people attending them really play the power games we see in TV dramas? That can happen, of course. Certainly, people who don't attend them are often cynical about board meetings. The tendency is to see them as a place where fat cats congratulate each other on their success. But that public perception is false – they're actually far more frequently used as the place where new strategic ideas are discussed.

24 What does White think is the key to having a successful board meeting?

- A inviting the right people to the meeting
- B choosing a chair who handles the paperwork efficiently
- C ensuring people are able to prepare for the meeting

② right people?
x cancel paper x ready
issue. advance.

So what advice would you give a company wanting to make board meetings more successful? Is it just a matter of making sure the right people are on the board? That's certainly important. As well as having someone who is skilled at chairing meetings effectively. But, I'm with a chairman I heard about the other day - he cancelled a board meeting because the papers weren't ready. It is no good inviting people to a meeting when they haven't got time to consider the issues in advance.

25 According to White, what should report presenters do at board meetings?

- A present a summary of their report
- B focus on conclusions of their report
- C answer questions about their report

T2

③ x conclusion.
* questions.

Then the meeting will be more effective, won't it?

That's right. It also saves time as the presenters at the meeting don't have to formally present the conclusions of their report and can instead focus on fielding any questions that arise. This means there'll be more time for the chair to lead a more productive discussion of any issues raised by the report in general.

26 What kind of person does White think makes the best chairs?

- A a person who previously held the office of chief executive
- B an experienced person who may be a future chief executive
- C an inexperienced person who is keen to learn new skills

④ ongoing & difficult
∴ head to the top
inexp → risk

You've mentioned the chair several times. Obviously the choice of chairperson is crucial to a board's effectiveness. Who do you think makes the best chair?

The role of the chair is to support the chief executive and help him do the best job possible but not to do it for him. Often an outgoing executive takes on the role of the chair, but they can find it a difficult part to play if they are not really ready yet to give up the reins – so I'd go for someone who's heading for the top. An inexperienced business person, though, is a bit of a risk as the skills needed by a chair do have to be learnt.

27 What does White say the chair has to be able to do?

- A ensure that decisions are reached quickly
- B draw attention to the weaknesses in any argument
- C give all points of view the chance to be expressed

⑤ resist own.
all opin cover
calm. decision ✓

needed by a chair so there to be learning

What qualities and skills does the chair need then?

It has to be someone who can resist the desire to impose his own will on the board. He must ensure all opinions are covered and must be able to keep people calm at stressful moments. He should be able to point out the strengths in any argument and help the board come to the best decision possible.

28 How does White feel about how agendas are prepared?

- A irritated that so much time is spent discussing them
- B concerned that they are prepared by senior staff
- C surprised that so little thought is given to them

⑥ Little time. Secretary
more impor matter

I suppose the agenda is another important factor in running a successful meeting?

Yes, it's extraordinary how little time is devoted to prioritising what goes on the agenda. It's often drawn up by a secretary from a standard list because the people attending the meeting are supposedly spending their time focusing on more important matters. I think many senior executives think it's an administrative matter that is beneath them.

29 What suggestion does White make about the agenda?

- A The content of the agenda should be considered on a yearly basis.
- B Routine matters should not always be at the top of the agenda.
- C Time limits should be imposed on discussions of less important issues.

⑦ sensible annual.
routine some year.
X enough → need to talk

So what'd you suggest?

Well, for a start, it can be more sensible to think through agendas on an annual rather than an individual meeting basis so that routine issues are on the agenda for just a couple of the year's meetings rather than for every one of them. A lot of routine points are there because they are always there and people then get bogged down discussing those with the result that there isn't enough time to discuss what really needs to be talked through at this high level.

30 What does White recommend about what happens after the meeting?

- A Action points from the meeting must be dealt with promptly.
- B The record of the meeting must be very carefully checked.
- C Someone must report back on the meeting to anyone who could not attend.

⑧ follower 2eh people at xat
check true. accurate.
sign.

Any other key advice you'd give?

Well, yes, I'd remind people that what happens after the meeting is of great importance too. A meeting is only as good as its follow-up. Ideally, minutes should be distributed within twenty-four hours of the meeting both to people who were at the meeting and those who were not able to attend. Otherwise people who were there won't be able to check whether the minutes represent a true and accurate version of what was said. And they must be accurate so they can be signed off quickly at the next board meeting.

Thank you.

► Thank you