

考研英语口语复试总谈

考研英语口语复试模块

疯狂复试英语口语句型

研究生口语资料搜集！

考研复试英语 75 个经典提问总结

考研英语复试口语常见问题 30 例

考研英语口语复试总谈

自我介绍最基本的要求就是“言之有物、个性突出”。一般情况下，如果老师看出你是在背事先准备好的材料，他会有意打断你，问你一些其他的问题，测试一下你的反应能力。“言之有物”就是需要你精心设计，很多同学的自我介绍都不会给人留下深刻的印象，原因就是没有经过精心设计，很难做到突出个性。当然通过一些简单的手段可以帮助同学们突出自己的个性，比如说一些

not only...but also、rather...than 等句型，可以增强表达的连贯性和逻辑性。另外还可以多用一些口语意味比较强的词汇，使自我介绍更富有新鲜感。500 字左右

口语考试的话题随机性较大，考生要对有可能问到并展开的话题有所准备。考生可事先阅读一些相关文章，积累一些有关词汇。比如考生所在地区的文化和风俗习惯，如气候、习俗、重大节日、名胜古迹等。此外，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。

二，英语提问灵活应对。

导师提问这块没有一个具体的标准，导师临场会问很多问题，下面海天考研为考生介绍两类：一类是考生个人信息。这个考生一定要准备全面，比如说你的个人经历，成功经历，失败经历，这个很重要。再比如你的个人梦想，打算，读研的计划，甚至你的家乡，你的家人，大学生活，本科学校的情况，还比如你是换专业考试的，为什么换专业考试？你没换专业的，你对这个专业有什么认识，他会问到很多类似这样的问题，关于个人的信息一定要准备好，一定不要临时去想，因为临时想很难组织语言，除非你的口语特别厉害，没有一个人能做到这一点，临时想得很完美。

另一类导师可能会问一些专业类的问题。用英语问专业的问题，这种问题怎么回答？这种问题确实难度比较高，比如你学数学专业的，或者理科物理的，他问专业的，你很可能这个词都不认识，这怎么办呢？这里海天考研要求考生注意一点。用英语问专业问题，没有一个老师会期待你有一个很好的回答，因为老师知道一个本科生是没有办法用英语来表述专业问题的。基本上大家都跟你一样的，不会回答的很好。不过，同学们只要动脑筋，用智慧，在参加复试之前的时

候,一定要自己用英语准备至少三个专业的问题以及它的回答就没有太大的问题了。

几个口语面试中常出现的话题:

第一: 考研原因

这个问题在口试中比较常见,也比较难以回答。我们务必要让考官感到我们选择这个专业是经过深思熟虑的,是一个理性的选择而不是一时冲动。通常我们可以从以下三个方面来回答。

1) 兴趣,即强调对所报考的专业怀有极大的兴趣 (**have significant interest in...**)。如果本科就读的专业与报考的专业一致,则可以说明想继续深造 (**further education**) 的愿望。如果不一致,则要说明报考专业对你的吸引力 (**... appeals to/attracts me a lot**)。

2) 优势,即强调研究生相对于本科生在知识、学术方面的优势,如:知识面更广 (**wider knowledge**), 学术更专业 (**more professional**), 眼界更广阔等 (**broaden one's horizon**)。

3) 益处,即强调考研对你的未来的积极影响 (**have a positive effect on...**), 可以从求职、职业规划、人生经历等方面入手进行说明。可参考的词汇、短语如下: **be helpful, contribute to, be beneficial to, be conducive to, be a definite advantage, become a strong point when it comes to...**等等。

对于那些在职考生或有工作经验的考生来说,考官更倾向于提问他们为什么(放弃工作而)重新学习。考生可以直言在工作发现某些知识或技能很重要,希望能通过学习在这些方面进行提高 (**In my work, I found ... is rather important. I always believe that one will easily lag behind unless he keeps on learning. So I choose to go back to school and improve myself**)。

第二: 未来规划

考官有时会询问考生对未来的一些规划,其目的在于试探考生是否对时间、学习、人生有一定计划性和掌控能力。

1) 学习规划。关于这一话题,考官通常会以一种较婉转的方式提问,如: **What do you expect to achieve during your study if you are enrolled into this university?** 回答这一类的问题时,不仅仅要回答想学到什么样的知识、成为什么样的人,最好能够稍微说说你会/计划怎样学习(即学习方法)。无论是倾向于学术理论性的还是侧重于实验研究性的,都要把握一个原则:理论联系实际,同时主次分明。

2) 职业生涯规划。职业生涯规划其实就是明确自己未来的职业方向,虽然考官不常对此提问(基本上也是提问考生对所报考专业的就业前景持何种态度),但是这个话题实际上涉及了一个人对自己的性格、天赋、兴趣、能力以及社会现状进行综合分析的能力,还同时也可以看出他对自己未来人生的一种期望、信念和热情,因此考生也可对此稍做准备,甚至可以将其放在自我介绍中(不建议口语不太理想的考生这样做)。

需要注意的是,职业生涯规划一定要根据自己的实际情况加以定夺,尤其要注意与所报考专业的契合度。

考研英语口语复试模块举例

1. 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 provide 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. Its 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.

2. 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.

3 . 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. Theyare known for high-quality. Visitors athome and abroad feel it comfortable bathing here. There is my beloved hometown.

4. 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 prepareing 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.

5. 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.

实例:

1. 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 favorite. 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.

2. My hometown——luoyang (洛阳)

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.

3. 研究生计划，你如何打算？

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..

4. 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 (应该是这样译) 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!

5. 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.

6. My university:

I' m graduating form 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!

疯狂复试英语口语句型

在这里列出一些最常用的句子，要熟读，在面试中要熟练。看起来很简单，可是要做到脱口而出，不一定很简单。

一、第一句话 (first word)

见到考官的第一句话，很关键，不用说的很复杂。可以是一个简单句，但一定要铿锵有力。展示出自信和实力。千万不要来一句 “sorry, my English is poor”. 常见的开头有：

1. Good morning! may I introduce myself ..

2. I am glad to be here for this interview. First let me introduce myself. I'm Peter White, my NO is ... (北大清华等学校参加面试的考生很多，可能对考生有一个编号，说一下自己的编号显得很职业，也很正式。)

二、作自我介绍——成长经历 (making a self-introduction — developing history)

有很多学校要求做一个自我介绍，这一问题并非在请你大谈你的个人历史。考官是要在你的介绍中寻找有关你性格、资历、志向和生活动力的线索。来判断你是否适合读 MBA。你可以先介绍一下成长的经历，出生地和毕业学校等内容。在这一部分要介绍的有些特色，让老师在听几十个人流水帐式的介绍中增加一点乐趣，就权且当作 MBA 人际关系管理的第一个挑战吧！

I come from *****, the capital of *****Province. I graduated from the ***** department of *****University in July, 1997. (很简单的一句话，一定要发音准确！要把毕业学校的英文准确名字搞清楚了。)

你可以借光一下家乡的名人，可以用这句高水平的话，展示高超你高超的口语。

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.

另外在介绍性格和爱好的时候，适合把家庭介绍结合在一起，可以说父母给了你哪些方面良好的影响。不要流水帐似的介绍家庭成员。可以这么说：

Just like my father, I am open-minded, quick in thought and very fond of history. Frequently I exchange ideas with my family during supper. In addition, during my college years, I was once the chairman of the Student Union. These work have urged me develop active and responsible characters.

三、作自我介绍——职业发展 (making a self-introduction — career development)

这是很关键的一部分，也是 MBA 考官会重点考察的一部分。要把工作经历和 MBA 的学习以及职业发展方向作为一个整体来谈，让老师感到你选择 MBA 是一个理性的选择而不是一时冲动，选择 MBA 是职业发展中的一个必然选择，而不是因为找不到工作。你可以用这些句型：

1、In the past years, I' ve worked at IBM as a software engineer. In my work, I found communication and management is very important. I always believe that one will easily lag behind unless he keeps on learning. So I choose MBA! if I am given a chance to study MBA in this famous University, I will spare no effort to master a good command of communication and management skill. (在过去的几年中, 我作为一个软件工程师在 IBM 工作。在工作中, 我发现交流和管理非常的重要。我一直认为一个人很容易落后, 如果不持续学习的话, 所以我选择了 MBA! 如果我有机会在这个著名的大学学习 MBA, 我会不遗余力的掌握沟通和管理技能。)

2.Held a post concurrently in Zhongxing CPA. from December, 1998 to May, 1999. and mainly worked on evaluating project finance and made up cash flow tables. (1998 年 11 月至 1999 年 5 月在中兴会计师事务所兼职, 主要从事财务评价、现金流量表的编制分析和产业的市场调查与跟踪研究等。)

3. Assistant to the General Manager of Shenzhen Petrochemical Industrial Corporation Ltd. Handled the itinerary schedule of the general manager. Met clients as a representative of the corporation. Helped to negotiate a \$5,000,000 deal for the corporation. (深圳石油化工集团股份有限公司总经理助理。安排总经理的出差旅行计划时间表。作为公司代表接见客户。协助公司谈成了一笔五百万美圆的交易。)

4. assistant to manager of accounting department of a joint venture enterprise. Analyzed data and relevant financial statistics, and produced monthly financial statements. (一家合资企业会计部门经理的助理。分析数据及相关财务统计数字, 而且提出每月的财务报告。)

5. Production manager: Initiated quality control resulting in a reduction in working hours by 20% while increasing productivity by 25%. (生产部经理: 引入质量控制, 使工作时数减少了 20%, 而生产力则提高了 25%。)

6. Staff member of Shanxi Textiles Import and Export Company. Handled import of textiles from Hong Kong, Macao, Taiwan. Increased sales by 25% from 1990 to 1993. Made frequent business trips to these places to negotiate with textile mills. (山西纺织品进出口公司职员。处理从香港、澳门、台湾进口纺织品事宜。从 1990 年到 1993 年增加了 25% 的销售额。经常出差到这些地方跟纺织厂商洽谈。)

7. Tourist guide during the summer vacation for Beijing International Travel Service. Conducted tours for foreign tourists on trip around the city. (暑假期间为北京国际旅行社当导游。负责外国旅客在城区的观光旅游。)

8. Sales manager. In addition to ordinary sales activities and management of department, responsible for recruiting and training of sales staff members. (销售部经理。除了正常销售活动和部门管理之外, 还负责招聘与训练销售人员。)

关于过去工作的描述是很重要的, 同学们一定要熟记这些句型。要根据自己的工作经历改造这些句子。

如果你的工作有过比较多的改变, 你可以这样来描述原因:

9. Unfortunately I have had to leave my position, as my employers have been forced to liquidate their business due to the worldwide economic

adversity. (很不幸地, 本人不得不离职, 因这一次世界性的经济不景气, 使我的雇主不得不结束业务。)

10. The only reason why I am leaving the present position is to gain more experience in a trading office. (本人之所以离开目前的工作岗位, 唯一的理由是希望能在一家贸易公司获得更多的经验。)

11. I now wish to enter an office where the work requires greater individual responsibility and judgment than here, and where there is more opportunity for advancement. (目前, 本人希望进入一家可以担负较大责任的公司, 并希望能提供升迁机会。)

研究生口语资料搜集!

口语内容与结构

分为两部分, 有两名教师参加口试工作, 一名教师主持口试, 随时与考生交谈并评分; 另一名教师专事评分, 不参与交谈。两名口试教师所给的分数各占口试成绩的 50%。

第一部分: 考查学生理解并回答有关日常生活、家庭、工作、学习等问题的能力 (3 分钟)。

第二部分: 考查学生连续表达的能力。考生从所给你的问题中选择一个话题, 就此话题表达自己的看法 (3 分钟)。口试用材料 (部分, 仅供参考)

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?

Part B 对策:

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 interview 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 youngers.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 is 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 Fuzhou, 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 artworks 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.

考研复试英语 75 个经典提问总结

考研英语面试中,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,这些问题看起来很平常,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平常的问题,是很有艺术的。在这里一共提供了 75 个常见的各类问题,本文进行了详细的分析。

一、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?)
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,他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研或者 MBA.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。”

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.

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?)

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。”

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.

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,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。”

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.

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

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。”

I'm such a perfectionist that I will not stop until a job is well done.

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?)

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。”

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.

二、其他常见问题

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?

三、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.

四、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.

五、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?

六、非常规问题:

- 26. It is the 15th Century. How do you 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 Windows 95?
- 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.

七、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 job 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.

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?