

试卷代号:3897

国家开放大学(中央广播电视大学)2017年春季学期“开放专科”期末考试

## 商务英语 1 试题

2017年6月

### 注 意 事 项

一、将你的学号、姓名及分校(工作站)名称填写在答题纸的规定栏内。考试结束后,把试卷和答题纸放在桌上。试卷和答题纸均不得带出考场。监考人收完考卷和答题纸后才可离开考场。

二、仔细读懂题目的说明,并按题目要求答题。答案一定要写在答题纸的指定位置上,写在试卷上的答案无效。

三、用蓝、黑圆珠笔或钢笔答题,使用铅笔答题无效。

四、考试时间为 60 分钟。

一、交际用语 (共计 10 分, 每小题 2 分)

1—5 题: 选择正确的语句完成下面对话, 并将答案序号写在答题纸上。

1. — Could I talk to Prof. Lee?

— \_\_\_\_\_

A. Yes, speaking.

B. Oh, it's you.

C. I am the operator here.

2. — Do you have any suggestions about it?

— \_\_\_\_\_

A. Sure, I have no idea.

B. Let me give you a hand.

C. After I read it in detail, I will tell you my opinion.

3. — How long does the remittance take from New York?

— I'm not sure. \_\_\_\_\_

A. It depends on the mode your partner chose.

B. It is a big city.

C. It is quite busy now in our bank.

4. — It's nice to meet you in my office.

— \_\_\_\_\_

A. I want to tell you it is fine today.

B. I only meant to help you.

C. I am here today to discuss the trademark transfer with you.

5. — Hello, Sally. What's the matter with you? You look worried.

— \_\_\_\_\_

A. Don't mention it.

B. What shall I do if a customer doesn't pay up on the due date?

C. Yeah, that's true. It requires great attention.

二、词汇与结构(共计 30 分,每小题 2 分)

6—20 题:阅读下面的句子,从 A、B、C 三个选项中选出一个能填入空白处的正确选项,并将答案序号写在答题纸上。

6. I believe team work \_\_\_\_\_ important.

A. was

B. is

C. are

7. The company's Human Resources department will then select the most suitable people to \_\_\_\_\_ an interview.

A. attend

B. join

C. go

8. The next shareholder's meeting was \_\_\_\_\_ at the end of this year.

A. used

B. scheduled

C. made

9. The marketing department \_\_\_\_\_ the sales for the last six months.

A. has summarized

B. summarized

C. was summarized

10. Then people, \_\_\_\_\_ are interested, can apply for the job.

A. those

B. they

C. who

11. He didn't seem to \_\_\_\_\_ any actions.

A. make

B. take

C. do

12. We're sorry to tell you that your remittance \_\_\_\_\_ yet.

A. won't arrive

B. hasn't arrived

C. doesn't arrive

13. Do you think you could cut it \_\_\_\_\_ 30%?  
A. by  
B. for  
C. at
14. You are planning to export this product to Europe, \_\_\_\_\_?  
A. don't you  
B. aren't you  
C. are you
15. \_\_\_\_\_ the expansion of international trade, the container service has become popular.  
A. For  
B. Like  
C. With
16. Now, we have enlarged and \_\_\_\_\_ our domestic market and European market.  
A. consolidated  
B. merged  
C. purchased
17. Markets are the system that \_\_\_\_\_ some people's demands and some other people's supplies.  
A. rejects  
B. meets  
C. bridges
18. I \_\_\_\_\_ packing in wooden cases.  
A. prefer  
B. get  
C. think
19. It seems that the new project in Nanjing will be even \_\_\_\_\_ than your current project.  
A. good  
B. better  
C. best
20. I'll \_\_\_\_\_ the remittance for you in our records.  
A. check in  
B. check out  
C. check up

三、阅读理解(共 40 分,每小题 4 分)

21—25 题: 阅读下列短文,从 A、B、C 三个选项中选出一个正确答案,并将答案序号写在答题纸上。

Passage 1

Does everyone in your office always agree all the time? When someone makes a suggestion, does everyone just smile and nod in agreement? When you bring forward an idea, do people just accept it? Well, if you answered “yes” to any of these questions, you are in an extremely unusual workplace. People are people. And people butt heads. They disagree, they argue, and they fight. You can’t get around it. But you can learn to deal with it.

To hold your own, you need to learn how to argue effectively. If you’ve got an opinion, you need to defend it. And if you have a problem with something a colleague has done, you need to let them know. This can make for some difficult discussions and meetings, but this is just a part of life and business.

So how can you argue effectively? Well, you need several skills.

21. From the first paragraph we can know that in the office \_\_\_\_\_ .

- A. people sometimes argue
- B. people always agree
- C. people always get around it

22. “And people butt heads” means \_\_\_\_\_ .

- A. people hit you with the top of their head
- B. people dislike each other
- C. people don’t always agree well with each other

23. The writer suggests that if you get an opinion, you need to \_\_\_\_\_ .

- A. get around it
- B. learn how to deal with it
- C. argue in support of it

24. You need several skills to \_\_\_\_\_ .

- A. let your colleagues know
- B. argue effectively
- C. make for discussions and meetings

25. The main point of this passage is about \_\_\_\_\_.

- A. the fact of disagreement and argument in the office
- B. how to avoid disagreement and argument in the office
- C. how to argue effectively in the office

26—30 题: 请根据短文内容判断给出的语句是否正确, 正确的写“T”, 错误的写“F”, 并将答案写在答题纸上。

#### Passage 2

Brand refers to names, logos and slogans. For example, Nike is known for its slogan “Just do it” and swoosh logo. A trademark shows the origin and ownership of a product or service, which is used to protect names, logos, drawings, symbols and other characters related with a business. Coke and Coca-cola are registered trademarks of the Coca-Cola Company.

Many companies spend a lot of money and time registering their trademarks. There are at least two good reasons for this. Firstly, if you trademark a brand, you are the only person allowed to use that brand name, slogan etc. If others want to use that brand, they must ask your permission or pay some money. Secondly, registration also allows the owner to bring legal action against anyone who uses the trademark without authorization.

There are basic trademark symbols, e. g. “TM” for goods and “SM” for service. They tell the public that the product’s name and design are the exclusive property of the company, but a registered trademark provides notice that it has indeed been registered.

26. According to the writer, it is not necessary for a company to register a trademark.

27. A trademark may be regarded as a protection for a brand name.

28. The trademark symbols TM and SM can be exchanged in a brand.

29. Legal protection on a brand comes into force only after registration.

30. A company can freely use other companies’ brands.

四、翻译(共计 20 分,每小题 4 分)

31—35:选择正确的译文,并将答案序号写在答题纸上。

31. Precious metals such as gold and silver have been used as money.

- A. 贵金属里包括黄金、白银和货币。
- B. 诸如黄金和白银等这类贵金属曾经被作为货币使用过。
- C. 贵金属里的黄金、白银都被货币所替代。

32. The profits of our company increases steadily.

- A. 我们公司的利润总是在增长。
- B. 我们公司的利润一直在增长。
- C. 我们公司的利润稳步增长。

33. I want to know when he is leaving for New York tomorrow.

- A. 我想知道他明天什么时候离开纽约。
- B. 我想知道他明天什么时候正在去纽约。
- C. 我想知道他明天什么时候动身去纽约。

34. Organizing and operating the bank has taught the children a lot about the banking business.

- A. 银行业务包含如何教授孩子们管理和经营。
- B. 管理和经营银行使孩子们学到了很多有关银行业务的知识。
- C. 孩子们把所学的银行知识应用在管理和经营银行。

35. I'd like to know whether a remittance of fifty thousand dollars from New York has arrived.

- A. 我想确认我在纽约是否可以汇出金额是 5 万美金的汇款。
- B. 我想知道是否可以向纽约汇一笔 5 万美金的汇款。
- C. 我了解从纽约汇出的一笔 5 万美金的汇款是否已经到账。

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座位号

国家开放大学(中央广播电视大学)2017年春季学期“开放专科”期末考试

## 商务英语 1 试题答题纸

2017 年 6 月

题 号	一	二	三	四	总 分
分 数					

得 分	评卷人

### 一、交际用语 (共计 10 分, 每小题 2 分)

1—5 题: 选择正确的语句完成下面对话, 并将答案序号写在答题纸上。

1.                      2.                      3.                      4.                      5.

得 分	评卷人

### 二、词汇与结构 (共计 30 分, 每小题 2 分)

6—20 题: 阅读下面的句子, 从 A、B、C 三个选项中选出一个能填入空白处的正确选项, 并将答案序号写在答题纸上。

6.                      7.                      8.                      9.                      10.  
11.                      12.                      13.                      14.                      15.  
16.                      17.                      18.                      19.                      20.

得 分	评卷人

### 三、阅读理解 (共 40 分, 每小题 4 分)

21—25 题: 阅读下列短文, 从 A、B、C 三个选项中选出一个正确答案, 并将答案序号写在答题纸上。

21.                      22.                      23.                      24.                      25.



26—30 题: 请根据短文内容判断给出的语句是否正确, 正确的写“T”, 错误的写“F”, 并将答案写在答题纸上。

26.                      27.                      28.                      29.                      30.

得 分	评卷人

四、翻译( 共计 20 分, 每小题 4 分)

31—35: 选择正确的译文, 并将答案序号写在答题纸上。

31.                      32.                      33.                      34.                      35.

试卷代号:3897

国家开放大学(中央广播电视大学)2017年春季学期“开放专科”期末考试

## 商务英语 1 试题答案及评分标准

(供参考)

2017年6月

### 一、交际用语(共计10分,每小题2分)

1—5题:选择正确的语句完成下面对话,并将答案序号写在答题纸上。

1. A                      2. C                      3. A                      4. C                      5. B

### 二、词汇与结构(共计30分,每小题2分)

6—20题:阅读下面的句子,从A、B、C三个选项中选出一个能填入空白处的正确选项,并将答案序号写在答题纸上。

6. B                      7. A                      8. B                      9. A                      10. C  
11. B                      12. B                      13. A                      14. A                      15. C  
16. A                      17. C                      18. A                      19. B                      20. C

### 三、阅读理解(共40分,每小题4分)

21—25题:阅读下列短文,从A、B、C三个选项中选出一个正确答案,并将答案序号写在答题纸上。

21. A                      22. C                      23. C                      24. B                      25. A

26—30题:请根据短文内容判断给出的语句是否正确,正确的写“T”,错误的写“F”,并将答案写在答题纸上。

26. F                      27. T                      28. F                      29. T                      30. F

### 四、翻译(共计20分,每小题4分)

31—35题:选择正确的译文,并将答案序号写在答题纸上。

31. B                      32. C                      33. C                      34. B                      35. C

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国家开放大学(中央广播电视大学)2017 年秋季学期“开放专科”期末考试

## 商务英语 1 试题

2018 年 1 月

### 注 意 事 项

一、将你的学号、姓名及分校(工作站)名称填写在答题纸的规定栏内。考试结束后,把试卷和答题纸放在桌上。试卷和答题纸均不得带出考场。监考人收完考卷和答题纸后才可离开考场。

二、仔细读懂题目的说明,并按题目要求答题。答案一定要写在答题纸的指定位置上,写在试卷上的答案无效。

三、用蓝、黑圆珠笔或钢笔答题,使用铅笔答题无效。

四、考试时间为 60 分钟。

一、交际用语 (共计 10 分, 每小题 2 分)

1—5 题: 选择正确的语句完成下面对话, 并将答案序号写在答题纸上。

1. — Good morning. Far East Logistics Company. This is Lin Hanxue. May I help you?

— \_\_\_\_\_

A. Good morning, Ms. Lin. Nice to meet you.

B. No, thank you.

C. Good morning, Ms. Lin. This is Daniel Anderson speaking.

2. — Hello, David! I haven't heard from you for a long time. How have you been recently?

— \_\_\_\_\_

A. That's OK.

B. Long time no see.

C. Not bad, thank you.

3. — Oh. But why didn't he just own up and tell someone?

— \_\_\_\_\_

A. So be careful with our job.

B. He was too scared that he would be fired, I suppose.

C. You should have told him that earlier.

4. — Let me show you how to use the printer.

— \_\_\_\_\_

A. I'll do my best.

B. Thanks for your help.

C. No, I can use it myself.

5. — I got to know Ted only from his resume. In fact he is not qualified for his job.

— \_\_\_\_\_

A. Oh, it's such a pity!

B. Oh, it sounds interesting!

C. I'm glad to hear that!

二、词汇与结构 (共计 30 分, 每小题 2 分)

6—20 题: 阅读下面的句子, 从 A、B、C 三个选项中选出一个能填入空白处的正确选项, 并将答案序号写在答题纸上。

6. I'm particularly proud of \_\_\_\_\_ I organized the finances.

A. who

B. which

C. how

7. There are some visitors \_\_\_\_\_ to our marketing department next week.

A. come

B. coming

C. to coming



19. We are usually very prompt \_\_\_\_\_ settling your accounts.

A. in

B. on

C. at

20. I've learned \_\_\_\_\_ today.

A. something new

B. new something

C. new some thing

### 三、阅读理解(共 40 分,每小题 4 分)

21—25 题: 阅读下列短文,从 A、B、C 三个选项中选出一个正确答案,并将答案序号写在答题纸上。

#### Passage 1

If you don't have much experience of making phone calls in English, making a business call can be a worrying experience.

Most business people, unless they feel very confident, prepare for an important phone call in a foreign language by making notes in advance. And during the call they make notes while they're talking to help them to remember what was said.

Although it's quick and convenient to phone someone to give them information or to ask questions, the disadvantage is that there is nothing in writing to help you to remember what was said. It's essential to make notes and often when an agreement is reached on the phone, one of the speakers will send a fax or e-mail to confirm the main points that were made.

Because it's so easy to be misunderstood when talking on the phone, it's a good idea to repeat any important information (especially numbers and names) back to the other person to make sure you've got it right. Always make sure you know the name of the person you're talking to. If necessary, ask them to spell it out to you, so that you can make sure you've got it right—and try to use their name during the call. And make sure that they know your name too.

21. If you don't have much experience of making phone calls in English, making a business call can be \_\_\_\_\_.

A. an easy thing

B. a happy experience

C. a painful thing

22. Most business people prepare for an important phone call in a foreign language by making notes in advance because \_\_\_\_\_.

A. they are very confident

B. their foreign language isn't so good

C. they don't want to miss any important information

23. When the speakers reach an agreement on the phone, \_\_\_\_\_ will send a fax or e-mail in order to confirm the main points that were made.

- A. one of them
- B. both of them
- C. none of them

24. What does “it” refer to in the first sentence in paragraph four —“...to make sure you’ve got it right”?

- A. important information
- B. the other person
- C. a good idea

25. The best title of this passage would be “\_\_\_\_\_”.

- A. The Importance of Taking Notes
- B. Making Business Calls
- C. Talking on the Phone

26—30 题:请根据短文内容判断给出的语句是否正确,正确的写“T”,错误的写“F”,并将答案写在答题纸上。

#### Passage 2

Beads, stones, seashells, paper, precious metals such as gold and silver, base metals such as iron have all been used as money. Today, money is printed on paper. A lot of countries use their own currency, with names such as dollar, pound, franc, ruble, yuan and so on. Since 2002, 18 of the EU members have replaced their national currencies by Euro notes and coins.

If you want to pay for something in another currency, you have to change your money into the other money. If you want to travel outside your native country, you need to change your own country’s money for the money of the country you are visiting. Most large banks sell foreign currencies. You can exchange money at a bank or at an office of a tourist agency.

Wherever you go, exchanging money puts you in touch with international finance, which is concerned with exchange rates between different currencies. Deciding the rate for the international exchange of money is one of the most complex aspects of international banking.

- 26. Currency only means money in the form of paper.
- 27. Euro is available in all EU member countries.
- 28. You need to change money if you travel abroad.
- 29. Banks are a good option to get your money exchanged.
- 30. The best title for this passage is “The History of Money”.

四、翻译(共计 20 分,每小题 4 分)

31—35:选择正确的译文,并将答案序号写在答题纸上。

31. Precious metals such as gold and silver have been used as money.

- A. 贵金属里包括黄金、白银和货币。
- B. 诸如黄金和白银等这类贵金属曾经被作为货币使用过。
- C. 贵金属里的黄金、白银都被货币所替代。

32. I think it's preferable for you to change the brand name.

- A. 我认为您最好换一个商标。
- B. 我宁愿让您换个商标名。
- C. 我考虑您必须取消这个商标名。

33. I want to know when he is leaving for New York tomorrow.

- A. 我想知道他明天什么时候离开纽约。
- B. 我想知道他明天什么时候正在去纽约。
- C. 我想知道他明天什么时候动身去纽约。

34. So in markets, price matters a lot.

- A. 所以在市场上,价格很重要。
- B. 所以在市场上,价格意味着很多。
- C. 所以在市场上,价格方面的事情很多。

35. Then the report was followed by a heated discussion.

- A. 报告之后是大家热烈的讨论。
- B. 热烈的讨论之后是一个报告。
- C. 报告和讨论都进行得很热烈。



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国家开放大学(中央广播电视大学)2017年秋季学期“开放专科”期末考试

## 商务英语 1 试题答案及评分标准

(供参考)

2018年1月

### 一、交际用语(共计10分,每小题2分)

1—5题:选择正确的语句完成下面对话,并将答案序号写在答题纸上。

1. C                      2. C                      3. B                      4. B                      5. A

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6. C                      7. B                      8. C                      9. C                      10. B  
11. B                      12. C                      13. B                      14. A                      15. C  
16. B                      17. B                      18. C                      19. A                      20. A

### 三、阅读理解(共40分,每小题4分)

21—25题:阅读下列短文,从A、B、C三个选项中选出一个正确答案,并将答案序号写在答题纸上。

21. C                      22. B                      23. A                      24. A                      25. B

26—30题:请根据短文内容判断给出的语句是否正确,正确的写“T”,错误的写“F”,并将答案写在答题纸上。

26. F                      27. F                      28. T                      29. T                      30. F

### 四、翻译(共计20分,每小题4分)

31—35:选择正确的译文,并将答案序号写在答题纸上。

31. B                      32. A                      33. C                      34. A                      35. A

试卷代号:3897

国家开放大学(中央广播电视大学)2018年春季学期“开放专科”期末考试

## 商务英语 1 试题

2018年7月

### 注 意 事 项

一、将你的学号、姓名及分校(工作站)名称填写在答题纸的规定栏内。考试结束后,把试卷和答题纸放在桌上。试卷和答题纸均不得带出考场。监考人收完考卷和答题纸后才可离开考场。

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三、用蓝、黑圆珠笔或钢笔答题,使用铅笔答题无效。

四、考试时间为 60 分钟。

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1—5 题: 选择正确的语句完成下面对话, 并将答案序号写在答题纸上。

1. — Could you give me an example of good teamworking there?

— \_\_\_\_\_

A. Sorry. I can see from your resume.

B. Sure. I was the treasurer of the Students' Union.

C. Not at all. I was in charge of sales for Corporate Pan-Asia.

2. — The senior managers need the results from last month straight away, so I can't stop to talk. I've got to hurry.

— \_\_\_\_\_

A. Stay longer.

B. Go slowly.

C. Ok, see you later.

3. — Hello, I'm Susan. Nice to meet you.

— \_\_\_\_\_

A. Are you?

B. Nice to meet you, too.

C. How are you?

4. — Sally, could you lend me your calculator? Mine is not working.

— \_\_\_\_\_

A. It doesn't matter.

B. No, I can't.

C. Sure, why do you need it?

5. — I bet that Mike wished you had told him that earlier.

— \_\_\_\_\_

A. We should also find what the customers keep in their minds.

B. So be careful with our job.

C. Well, Mike isn't a fool, he won't do that again.

二、词汇与结构 (共计 30 分, 每小题 2 分)

6—20 题: 阅读下面的句子, 从 A、B、C 三个选项中选出一个能填入空白处的正确选项, 并将答案序号写在答题纸上。

6. You won't choose this brand name, \_\_\_\_\_?

A. will you

B. won't you

C. don't you

7. There was \_\_\_\_\_ in the meeting room as the general manager predicted the company's sales target.

- A. silence
- B. silent
- C. silently

8. I'd like to know what time we can get the container \_\_\_\_\_ it is in the port.

- A. why
- B. when
- C. where

9. I have finished \_\_\_\_\_ your project plan.

- A. read
- B. to read
- C. reading

10. Prices may change quickly if supply or demand \_\_\_\_\_ .

- A. changes
- B. change
- C. will change

11. The re-examination results indicate that one-third of the goods are not \_\_\_\_\_ standard.

- A. up to
- B. within
- C. on

12. The ten-day display and sale \_\_\_\_\_ finished tomorrow.

- A. is
- B. would be
- C. will be

13. I'll \_\_\_\_\_ the remittance for you in our records.

- A. check in
- B. check out
- C. check up

14. \_\_\_\_\_ is very important that you don't make any mistakes when you calculate those figures.

- A. That
- B. It
- C. What

1850



26—30 题:请根据短文内容判断给出的语句是否正确,正确的写“T”,错误的写“F”,并将答案写在答题纸上。

#### Passage 2

It's clear that success and failure are important and common topics. Every business has its ups and downs, and so does every person. In other words, sometimes we succeed and sometimes we fail. Another common way of saying this is “You win some and you lose some.” Nobody wins all the time, not even in the great success stories that we read or hear about.

Think of a successful entrepreneur. Now, do you think that person achieved great success on his first attempt? In 99% of cases, the answer is no. Every successful businessperson learned through failure. Now have a look at your favorite business news site. You'll see that almost every story can be put into either the category of success or that of failure. Businesses either grow or shrink but they don't remain the same.

26. Every person has his or her ups and downs.

27. A common saying “You win some and you lose some” means that sometimes we succeed and sometimes we fail.

28. Every successful businessmen achieved great success on their first try.

29. Successful businessmen learn through failure.

30. Businesses either shrink or remain the same.

#### 四、翻译(共计 20 分,每小题 4 分)

31—35:选择正确的译文,并将答案序号写在答题纸上。

31. In order to be employed, you need to make a very good first impression.

A. 为了工作,你需要做出一个良好的第一印象。

B. 为了受聘,你需要给人一个深刻的良好印象。

C. 为了得到工作,你需要给人一个良好的第一印象。

32. Organizing and operating the bank has taught the children a lot about the banking business.

- A. 银行业务包含如何教授孩子们管理和经营。
- B. 管理和经营银行使孩子们学到了很多有关银行业务的知识。
- C. 孩子们把所学的银行知识应用在管理和经营银行。

33. Let's get down to business.

- A. 让我们坐下来谈买卖吧!
- B. 我们一起做生意吧!
- C. 我们谈正事吧!

34. I'd like to know whether a remittance of fifty thousand dollars from New York has arrived.

- A. 我想确认我在纽约是否可以汇出金额是 5 万美金的汇款。
- B. 我想知道是否可以向纽约汇一笔 5 万美金的汇款。
- C. 我了解从纽约汇出的一笔 5 万美金的汇款是否已经到账。

35. Modern logistics is one of the most exciting jobs in the world.

- A. 现代物流是世界上最激动人心的工作。
- B. 现代物流是世界上最激动人心的工作之一。
- C. 世界上令人激动的工作是现代物流。



试卷代号:3897

国家开放大学(中央广播电视大学)2018年春季学期“开放专科”期末考试

## 商务英语 1 试题答案及评分标准

(供参考)

2018年7月

### 一、交际用语(共计10分,每小题2分)

1—5题:选择正确的语句完成下面对话,并将答案序号写在答题纸上。

1. B                  2. C                  3. B                  4. C                  5. C

### 二、词汇与结构(共计30分,每小题2分)

6—20题:阅读下面的句子,从A、B、C三个选项中选出一个能填入空白处的正确选项,并将答案序号写在答题纸上。

6. A                  7. A                  8. B                  9. C                  10. A  
11. A                  12. C                  13. C                  14. B                  15. C  
16. C                  17. B                  18. A                  19. C                  20. A

### 三、阅读理解(共40分,每小题4分)

21—25题:阅读下列短文,从A、B、C三个选项中选出一个正确答案,并将答案序号写在答题纸上。

21. A                  22. C                  23. B                  24. A                  25. C

26—30题:请根据短文内容判断给出的语句是否正确,正确的写“T”,错误的写“F”,并将答案写在答题纸上。

26. T                  27. T                  28. F                  29. T                  30. F

### 四、翻译(共计20分,每小题4分)

31—35:选择正确的译文,并将答案序号写在答题纸上。

31. C                  32. B                  33. C                  34. C                  35. B

试卷代号:3897

国家开放大学(中央广播电视大学)2018年秋季学期“开放专科”期末考试

## 商务英语 1 试题

2019年1月

### 注 意 事 项

一、将你的学号、姓名及分校(工作站)名称填写在答题纸的规定栏内。考试结束后,把试卷和答题纸放在桌上。试卷和答题纸均不得带出考场。监考人收完考卷和答题纸后才可离开考场。

二、仔细阅读题目的说明,并按题目要求答题。答案一定要写在答题纸的指定位置上,写在试卷上的答案无效。

三、用蓝、黑圆珠笔或钢笔答题,使用铅笔答题无效。

四、考试时间为60分钟。

一、交际用语 (共计 10 分, 每小题 2 分)

1—5 题: 选择正确的语句完成下面对话, 并将答案序号写在答题纸上。

1. — Here you are, Sir.

— \_\_\_\_\_

A. All right.

B. Yes, here we are.

C. Thank you very much.

2. — Well, after my report, there'll be a break for refreshments.

— \_\_\_\_\_

A. The break won't be long.

B. All right, I see.

C. All right, I'll see it.

3. — What if he still doesn't pay up?

— \_\_\_\_\_

A. I have already done that.

B. I've got to hurry.

C. If it's a small amount we write it off as bad debt. For larger sums we...

4. — Oh, but how long will it take to reach LA?

— \_\_\_\_\_

A. It takes a long time to reach LA.

B. Usually it takes around 12 days.

C. LA is very far from here.

5. — What's the purpose of your visit today?

— \_\_\_\_\_

A. Uh, I'm not sure.

B. I'm intending to ask for your advice on brand design.

C. Yes, I'd like to talk with you.

二、词汇与结构 (共计 30 分, 每小题 2 分)

6—20 题: 阅读下面的句子, 从 A、B、C 三个选项中选出一个能填入空白处的正确选项, 并将答案序号写在答题纸上。

6. It is a fact \_\_\_\_\_ his wife, Josephine Dickson, always had some minor accidents.

A. that

B. what

C. which

7. For larger sums we take legal steps to \_\_\_\_\_ the money.
- A. cover  
B. recover  
C. discover
8. The ten-day display and sale \_\_\_\_\_ finished tomorrow.
- A. is  
B. will be  
C. would be
9. The marketing department \_\_\_\_\_ the sales for the last six months.
- A. has summarized  
B. summarize  
C. was summarize
10. I'd like to know what time we can get the container \_\_\_\_\_ it is in the port.
- A. why  
B. when  
C. where
11. Prices may change quickly if supply or demand \_\_\_\_\_ .
- A. changes  
B. change  
C. will change
12. I hope our plan will \_\_\_\_\_ by the board.
- A. approve  
B. be approving  
C. be approved
13. There was \_\_\_\_\_ in the meeting room as the general manager predicted the company's sales target.
- A. silence  
B. silent  
C. silently
14. It is better to tell someone to get it \_\_\_\_\_ .
- A. fix  
B. fixed  
C. fixing

15. If you want to pay \_\_\_\_\_ something in another currency, you have to change your money into the other money.

- A. in  
B. for  
C. back

16. I'll get your RMB for you while you're \_\_\_\_\_ these forms.

- A. filling out  
B. taking out  
C. working out

17. Goods are carried by several \_\_\_\_\_ of transport—on road or rail, by sea or air.

- A. means  
B. roads  
C. ships

18. We try our best to \_\_\_\_\_ your requirement.

- A. make  
B. meet  
C. get

19. Every business has its ups and downs, and so \_\_\_\_\_ every person.

- A. is  
B. does  
C. do

20. Do you think you could cut it \_\_\_\_\_ 30%?

- A. by  
B. for  
C. at

### 三、阅读理解(共40分,每小题4分)

21—25 题: 阅读下列短文,从 A、B、C 三个选项中选出一个正确答案,并将答案序号写在答题纸上。

#### Passage 1

Exports are either raw materials or manufactured goods. Raw materials are products of the land, such as cotton, timber or rubber. Some raw materials, such as iron ore, come from

mines. These raw materials are often exported by the countries that produce them to other countries where they are made into manufactured goods.

Some countries produce food for export, for example, meat, sugar, or cereals such as wheat and maize. These countries are agricultural countries. An agricultural country needs fertile land and a good climate. A cold, dry climate is not suitable for agriculture.

A country which produces manufactured goods is known as an industrialized country. An industrialized country cannot always produce enough food for its own needs. In this case, it does not export foodstuffs. Instead it has to import them. It relies on exports of manufactured products and pays for imports with the money it earns from the exported goods.

21. From the first sentence of the passage we can know that there are \_\_\_\_\_ kinds of exports.

A. two

B. three

C. four

22. Raw materials are often exported by the countries that produce them to other countries where \_\_\_\_\_ .

A. they are consumed

B. they are made into finished products

C. they are wasted

23. The countries which produce food for export, for example, meat, sugar, or cereals such as wheat and maize are \_\_\_\_\_ countries.

A. developed

B. industrial

C. agricultural

24. An industrialized country usually has to import foodstuffs because \_\_\_\_\_ .

A. it cannot always produce enough food for its own needs

B. it doesn't has fertile land and a good climate

C. it relies on exports of manufactured products

25. The best title of this passage might be “\_\_\_\_\_”.

A. Agriculture and Industry

B. Export

C. Production

26—30 题: 请根据短文内容判断给出的语句是否正确, 正确的写“T”, 错误的写“F”, 并将答案写在答题纸上。

#### Passage 2

#### International Transport

Transport plays an important part in international business because goods produced have to be delivered to the buyers abroad, and the delivery of goods is to be made possible by transport services. Goods are carried by several means of transport—on road or rail, by sea or air. And in recent years, combined transport which is a road-sea-rail carriage appeared.

With the expansion of international trade, the container service has become popular. The use of containers provides a highly effective form of transport by road, rail and sea. Basically, about 98% of world trade is carried out by sea transport. Besides transport by sea, road, or rail, nowadays in order to speed up delivery, carriage by air has also become popular.

26. Transport plays an important part in international business because goods produced have to be sent to everywhere in the world.

27. Combined transport which is a road-sea-rail carriage appeared recently.

28. With the expansion of international trade, the combined transport service has become popular.

29. The use of containers gives a very helpful method of transport.

30. Today carriage by air has become popular because it can speed up delivery.

#### 四、翻译(共计 20 分, 每小题 4 分)

31—35: 选择正确的译文, 并将答案序号写在答题纸上。

31. It's a way to avoid uncomfortable silences and build stronger relationships.

A. 用了这种方式, 结果避免了令人不快的沉默并且建立了更牢固的关系。

B. 这是一种避免不自在的沉默并且建立更牢固关系的方式。

C. 为了避免令人不快的沉默并且建立更牢固关系, 需要一种方式。

32. Would you think it over for the sake of our long partnership?

- A. 您能考虑继续我们的长期合作吗?
- B. 您想和我们一起合作吗?
- C. 为了我们长期的合作,您能否再做考虑呢?

33 We've prepared the name cards to be put on the conference table for guests to sit by.

- A. 我们已经准备了名片,放置在会议桌上提供给来宾。
- B. 我们已经准备了名单,提醒来宾放在会议桌上。
- C. 我们已经准备在会议桌上放置桌签,以便来宾按桌签就坐。

34. The profits of our company increases steadily.

- A. 我们公司的利润总是在增长。
- B. 我们公司的利润一直在增长。
- C. 我们公司的利润稳步增长。

35. All the boxes should be packed in a carton.

- A. 所有的盒子都应当装在纸板箱里。
- B. 各种盒子都应当装在纸板箱里。
- C. 纸板箱都应当装在所有的盒子里。



试卷代号:3897

国家开放大学(中央广播电视大学)2018年秋季学期“开放专科”期末考试

## 商务英语 1 试题答案及评分标准

(供参考)

2019年1月

### 一、交际用语(共计10分,每小题2分)

1—5题:选择正确的语句完成下面对话,并将答案序号写在答题纸上。

1. C                      2. B                      3. C                      4. B                      5. B

### 二、词汇与结构(共计30分,每小题2分)

6—20题:阅读下面的句子,从A、B、C三个选项中选出一个能填入空白处的正确选项,并将答案序号写在答题纸上。

6. A                      7. B                      8. B                      9. A                      10. B  
11. A                      12. C                      13. A                      14. B                      15. B  
16. A                      17. A                      18. B                      19. B                      20. A

### 三、阅读理解(共40分,每小题4分)

21—25题:阅读下列短文,从A、B、C三个选项中选出一个正确答案,并将答案序号写在答题纸上。

21. A                      22. B                      23. C                      24. A                      25. B

26—30题:请根据短文内容判断给出的语句是否正确,正确的写“T”,错误的写“F”,并将答案写在答题纸上。

26. F                      27. T                      28. F                      29. T                      30. T

### 四、翻译(共计20分,每小题4分)

31—35题:选择正确的译文,并将答案序号写在答题纸上。

31. B                      32. C                      33. C                      34. C                      35. A

试卷代号:3897

国家开放大学2019年春季学期期末统一考试

## 商务英语1 试题

2019年7月

### 注 意 事 项

一、将你的学号、姓名及分校(工作站)名称填写在答题纸的规定栏内。考试结束后,把试卷和答题纸放在桌上。试卷和答题纸均不得带出考场。监考人收完考卷和答题纸后才可离开考场。

二、仔细读懂题目的说明,并按题目要求答题。答案一定要写在答题纸的指定位置上,写在试卷上的答案无效。

三、用蓝、黑圆珠笔或钢笔答题,使用铅笔答题无效。

四、考试时间为60分钟。

一、交际用语 (共计 10 分, 每小题 2 分)

1—5 题: 根据对话内容选择恰当的选项。

1. — Would you like to have some rice?

— \_\_\_\_\_

A. Yes, please.

B. Yes, I like.

C. Yes, I have.

2. — Nice to see you.

— \_\_\_\_\_

A. Good morning.

B. Pleased to meet you, too.

C. Nice to see you, too.

3. — Would you please give me some water?

— \_\_\_\_\_

A. Yes, I do.

B. Certainly.

C. No, thanks.

4. — Where shall we have the meeting?

— \_\_\_\_\_

A. The first conference room is spacious.

B. The first conference room isn't good.

C. In the first conference room.

5. — Well, after my report, there will be a break for refreshments.

— \_\_\_\_\_

A. All right, I see.

B. The break won't be long.

C. All right, I'll see it.

二、词汇与结构(共计 30 分,每小题 2 分)

6—20 题:阅读下面的句子,从 A、B、C 三个选项中选出一个能填入空白处的最佳选项。

6. Sunday \_\_\_\_\_ the first day of the week.  
A. is  
B. are  
C. am
7. The population of the world \_\_\_\_\_ still \_\_\_\_\_ now.  
A. has; grown  
B. will; grow  
C. is; growing
8. We try our best to \_\_\_\_\_ your requirement.  
A. make  
B. meet  
C. get
9. I bet that Mike wished you \_\_\_\_\_ him that earlier.  
A. told  
B. have told  
C. had told
10. Every business has its ups and downs, and so \_\_\_\_\_ every person.  
A. is  
B. does  
C. do
11. I hope our plan will \_\_\_\_\_ by the board.  
A. approve  
B. be approving  
C. be approved
12. The meeting suggested \_\_\_\_\_ the loan first.  
A. to reply  
B. replied  
C. repaying
13. At university I never \_\_\_\_\_ my assignments in late.  
A. hand  
B. handed  
C. has handed
14. When a company needs to \_\_\_\_\_ new people, it may advertise the job in a newspaper or on a website.  
A. employ  
B. retain  
C. use

15. Then people, \_\_\_\_\_ are interested, can apply for the job.  
A. who B. they  
C. those
16. There was \_\_\_\_\_ in the meeting room as the general manager predicted the company's sales target.  
A. silence B. silent  
C. silently
17. The ten-day display and sale \_\_\_\_\_ finished tomorrow.  
A. is B. would be  
C. will be
18. Actually, buyers are the group of people \_\_\_\_\_ want to buy certain goods or services.  
A. they B. who  
C. which
19. I'm particularly proud of \_\_\_\_\_ I organized the finances.  
A. who B. which  
C. how
20. I've learned \_\_\_\_\_ today.  
A. something new B. new something  
C. new some thing

三、阅读理解(共计 40 分,每小题 4 分)

21—25 题:阅读下列短文,从 A、B、C 三个选项中选出一个正确答案。

Once upon a time, there lived a rich man. He had a servant. He and the servant loved wine and good food very much. Each time the rich man left his home, the servant would drink the wine and eat up all the nice food in the house. The rich man knew what his servant did, but he had never caught his servant doing that.

One morning, when he left home, he said that there were two bottles of poison and some nice food in the house. With these words, he went out.



or air. And in recent years, combined transport which is a road-sea-rail carriage appeared.

With the expansion of international trade, the container service has become popular. The use of containers provides a highly effective form of transport by road, rail and sea. Basically, about 98% of world trade is carried out by sea transport. Besides transport by sea, road or rail, nowadays in order to speed up delivery, carriage by air has also become popular.

26. Transport plays an important part in international business because goods produced have to be sent to everywhere in the world.

27. In recent years, combined transport which is a road-sea-rail carriage appeared.

28. With the expansion of international trade, the combined transport service has become popular.

29. The use of containers gives a very helpful method of transport.

30. Today carriage by air has become popular because it can speed up delivery.

#### 四、翻译(共计 20 分,每小题 4 分)

31—35:从以下 A、B、C 三个选项中选择出最佳的翻译。

31. We usually make a direct shipment unless the customers require transshipment.

- A. 我们通常直接制造船只,除非客户要求间接制造。
- B. 我们通常采取直运,除非客户要求转运。
- C. 我们通常采取直运,这样客户才要求转运。

32. A free market is an economic system in which the price of goods and services is affected by supply and demand rather than controlled by a government.

- A. 自由市场是一种经济体系,其中的商品和服务价格往往受供给和需求的影响,而不是由政府来控制。
- B. 在一个自由的市场经济体系中,商品和服务的价格是由供给和需求所决定,而不是受政府的影响。
- C. 自由市场是一种经济体系,在这个体系中,商品和服务的价格不仅由供给和需求所决定,也由政府来控制。

33. Precious metals such as gold and silver have been used as money.
- A. 贵金属里包括黄金、白银和货币。
  - B. 诸如黄金和白银等这类贵金属曾经作为货币使用过。
  - C. 贵金属里的黄金、白银都被货币所替代。
34. I am very sorry for coming late, but something urgent came up at the last minute.
- A. 我很抱歉来晚了,但我在最后一分钟里想起了某件事儿。
  - B. 我很抱歉迟到了,但我临走时突然遇到了急事儿。
  - C. 我很抱歉要迟来,但我将在最后一分钟里紧急处理好某件事情。
35. I'd like to know whether a remittance of fifty thousand dollars from New York has arrived.
- A. 我想确认我在纽约是否可以汇出金额是 5 万美金的汇款。
  - B. 我想知道是否可以向纽约汇一笔 5 万美金的汇款。
  - C. 我想了解从纽约汇出的一笔 5 万美金的汇款是否已经到账。



试卷代号:3897

国家开放大学2019年春季学期期末统一考试

商务英语1 试题答案及评分标准

(供参考)

2019年7月

一、交际用语(共计10分,每小题2分)

1—5题:选择正确的语句完成下面对话,并将答案序号写在答题纸上。

1. A                      2. C                      3. B                      4. C                      5. A

二、词汇与结构(共计30分,每小题2分)

6—20题:阅读下面的句子,从A、B、C三个选项中选出一个能填入空白处的正确选项,并将答案序号写在答题纸上。

6. A                      7. C                      8. B                      9. B                      10. B  
11. C                      12. A                      13. B                      14. A                      15. A  
16. A                      17. C                      18. B                      19. C                      20. A

三、阅读理解(共40分,每小题4分)

21—25题:阅读下列短文,从A、B、C三个选项中选出一个正确答案,并将答案序号写在答题纸上。

21. C                      22. C                      23. B                      24. A                      25. C

26—30题:请根据短文内容判断给出的语句是否正确,正确的写“T”,错误的写“F”,并将答案写在答题纸上。

26. F                      27. T                      28. F                      29. T                      30. T

四、翻译(共计20分,每小题4分)

31—35:选择正确的译文,并将答案序号写在答题纸上。

31. B                      32. A                      33. B                      34. B                      35. C

试卷代号:3897

国家开放大学2019年秋季学期期末统一考试

## 商务英语 1 试题

2020年1月

### 注 意 事 项

一、将你的学号、姓名及分校(工作站)名称填写在答题纸的规定栏内。考试结束后,把试卷和答题纸放在桌上。试卷和答题纸均不得带出考场。监考人收完考卷和答题纸后才可离开考场。

二、仔细读懂题目的说明,并按题目要求答题。答案一定要写在答题纸的指定位置上,写在试卷上的答案无效。

三、用蓝、黑圆珠笔或钢笔答题,使用铅笔答题无效。

四、考试时间为 60 分钟。

一、交际用语 (共计 10 分, 每小题 2 分)

1—5 题: 根据对话内容选择恰当的选项。

1. — Thank you very much for helping me.

— \_\_\_\_\_

- A. You're welcome.
- B. It doesn't matter.
- C. No need.

2. — Hello, Lucy. How are you?

— \_\_\_\_\_ And you?

- A. Fine, thanks.
- B. Yes, I am.
- C. Glad to meet you.

3. — Help yourself to some fish.

— \_\_\_\_\_

- A. It sounds nice.
- B. Thank you.
- C. Yes, please.

4. — Good morning. Far East Logistics Company. This is Lin Hanxue. May I help you?

— \_\_\_\_\_

- A. Good morning, Ms. Lin. Nice to meet you.
- B. No, thank you.
- C. Good morning, Ms. Lin. This is Daniel Anderson speaking.

5. — Here you are, Sir.

— \_\_\_\_\_

- A. All right.
- B. Yes, here we are.
- C. Thank you very much.

二、词汇与结构(共计 30 分,每小题 2 分)

6—20 题:阅读下面的句子,从 A、B、C 三个选项中选出一个能填入空白处的最佳选项。

6. There \_\_\_\_\_ many people running in the park every morning.  
A. is  
B. were  
C. are
7. These police often \_\_\_\_\_ the children across the street.  
A. help  
B. helps  
C. is helping
8. It is better to tell someone to get it \_\_\_\_\_.  
A. fix  
B. fixed  
C. fixing
9. The ten-day display and sale \_\_\_\_\_ finished tomorrow.  
A. is  
B. would be  
C. will be
10. You are planning to export this product to Europe, \_\_\_\_\_?  
A. don't you  
B. aren't you  
C. are you
11. Markets are the system that \_\_\_\_\_ some people's demands and some other people's supplies.  
A. rejects  
B. meets  
C. bridges
12. Small holes should be made in the \_\_\_\_\_ cloth to let the moisture out.  
A. dry  
B. waterproof  
C. wet
13. I \_\_\_\_\_ packing in wooden cases.  
A. prefer  
B. get  
C. think



It's the germ that makes us ill. There are germs everywhere. They are very small and you can't find them with your own eyes. You can see them with a microscope. There may be hundreds of them on a very small thing. Germs can always be found in dirty water. When we look at dirty water under the microscope, we shall see them in it. Germs can also be found in air and dust. If you cut your finger, some of the dust from the floor may go into it, and you will have much pain in it. Sometimes the germs will go into all of your body, and you will have pain everywhere.

To keep us healthy, we should try our best to make our environment become cleaner and tidier. This needs us to act together.

21. The writer tells us that \_\_\_\_\_.  
A. we like working when we are ill  
B. we can't feel ill if the environment is bad  
C. we feel well when the environment is good
22. Germs are \_\_\_\_\_.  
A. very small things that you can't see with your eyes  
B. the things that don't effect people  
C. the things that you can find with your eyes
23. Where can germs be found? They can be found \_\_\_\_\_.  
A. everywhere  
B. in air and dust  
C. only in dirty water
24. How will you feel if germs go into the finger that is cut?  
A. I will feel nothing.  
B. I will feel tense.  
C. I will feel painful.
25. From the passage we know that \_\_\_\_\_.  
A. environment doesn't affect our life  
B. we don't need to improve our environment  
C. germs may make us ill

26—30 题: 阅读下面的句子, 根据文章内容进行判断, 正确写“T”错误写“F”。

Beads, stones, seashells, paper, precious metals such as gold and silver, base metals such as iron have all been used as money. Today, money is printed on paper. A lot of countries use their own currency, with names such as dollar, pound, franc, ruble, yuan and so on. Since 2002, 18 of the EU members have replaced their national currencies by Euro notes and coins.

If you want to pay for something in another currency, you have to change your money into the other money. If you want to travel outside your native country, you need to change your own country's money for the money of the country you are visiting. Most large banks sell foreign currencies. You can exchange money at a bank or at an office of a tourist agency.

Wherever you go, exchanging money puts you in touch with international finance, which is concerned with exchange rates between different currencies. Deciding the rate for the international exchange of money is one of the most complex aspects of international banking.

26. This best title for this passage is “The History of Money”.

27. Euro is available in all EU member countries.

28. Foreign exchange rates have significant impact on the economy of a country.

29. Currency means money in the form of paper.

30. Banks are a good option to get your money exchanged.

#### 四、翻译(共计 20 分, 每小题 4 分)

31—35: 从以下 A、B、C 三个选项中选择出最佳的翻译。

31. Let's get down to business.

A. 让我们坐下来谈买卖吧!

B. 我们一起做生意吧!

C. 我们谈正事吧!

32. I think it's preferable for you to change the brand name.

A. 我认为您最好换一个商标。

B. 我宁愿让您换个商标名。

C. 我考虑您必须取消这个商标名。

33. A job interview is a kind of employment test and usually very formal.
- A. 工作面试既是一种就业测试,也是形式上必要的。
  - B. 求职面试是一种就业测试,通常都很正式。
  - C. 工作会谈是一种雇佣测试,通常是很注意方式的。
34. Then the report was followed by a heated discussion.
- A. 报告之后是大家热烈的讨论。
  - B. 热烈的讨论之后是一个报告。
  - C. 报告和讨论都进行的很热烈。
35. We' ve prepared the name cards to be put on the conference table for guests to sit by.
- A. 我们已经准备了名片,放置在会议桌上提供给来宾。
  - B. 我们已经准备了名单,提醒来宾放在会议桌上。
  - C. 我们已经准备在会议桌上放置桌签,以便来宾按桌签就坐。



试卷代号:3897

国家开放大学2019年秋季学期期末统一考试

商务英语1 试题答案及评分标准

(供参考)

2020年1月

一、交际用语(共计10分,每小题2分)

1—5题:选择正确的语句完成下面对话,并将答案序号写在答题纸上。

1. A                      2. A                      3. B                      4. C                      5. C

二、词汇与结构(共计30分,每小题2分)

6—20题:阅读下面的句子,从A、B、C三个选项中选出一个能填入空白处的正确选项,并将答案序号写在答题纸上。

6. C                      7. A                      8. B                      9. C                      10. B  
11. C                      12. B                      13. A                      14. C                      15. C  
16. A                      17. B                      18. B                      19. C                      20. C

三、阅读理解(共40分,每小题4分)

21—25题:阅读下列短文,从A、B、C三个选项中选出一个正确答案,并将答案序号写在答题纸上。

21. C                      22. A                      23. A                      24. C                      25. C

26—30题:请根据短文内容判断给出的语句是否正确,正确的写“T”,错误的写“F”,并将答案写在答题纸上。

26. F                      27. F                      28. T                      29. F                      30. T

四、翻译(共计20分,每小题4分)

31—35:选择正确的译文,并将答案序号写在答题纸上。

31. C                      32. A                      33. B                      34. A                      35. C

试卷代号:3897

国家开放大学2020年春季学期期末统一考试

## 商务英语1 试题

2020年7月

### 注 意 事 项

一、将你的学号、姓名及分校(工作站)名称填写在答题纸的规定栏内。考试结束后,把试卷和答题纸放在桌上。试卷和答题纸均不得带出考场。监考人收完考卷和答题纸后方可离开考场。

二、仔细读懂题目的说明,并按题目要求答题。答案一定要写在答题纸的指定位置上,写在试卷上的答案无效。

三、用蓝、黑圆珠笔或钢笔答题,使用铅笔答题无效。

四、考试时间为60分钟。

一、交际用语 (共计 10 分, 每小题 2 分)

1—5 题: 根据对话内容选择恰当的选项。

1. — Oh, I am not feeling well. I've got a cold.

— \_\_\_\_\_

A. Fine. How are you?

B. Never mind. Take care.

C. I'm sorry to hear that.

2. — Linda, you speak English very well.

— \_\_\_\_\_

A. No, I don't think so.

B. Thank you very much.

C. Not good enough.

3. — Kate, could you answer the telephone, please?

— \_\_\_\_\_ I'll get it.

A. OK.

B. No, thanks.

C. Yes, I could.

4. — Oh, but how long will it take to reach LA?

— \_\_\_\_\_

A. It takes a long way to reach LA.

B. Usually it takes around 12 days.

C. LA is very far from here.

5. — Hello, David! I haven't heard from you for a long time. How have you been recently?

— \_\_\_\_\_

A. That's all right.

B. Long time no see.

C. Not bad, thank you.

## 二、词汇与结构(共计 30 分,每小题 2 分)

6—20 题: 阅读下面的句子, 从 A、B、C 三个选项中选出一个能填入空白处的最佳选项。

6. The whole family \_\_\_\_\_ enjoying the beautiful music now.  
A. are all  
B. all is  
C. all are
7. — How many children \_\_\_\_\_ in the picture?  
— Three.  
A. are there  
B. is there  
C. have there
8. We're sorry to tell you that your remittance \_\_\_\_\_ yet.  
A. won't arrive  
B. hasn't arrived  
C. doesn't arrive
9. This story is about some American students \_\_\_\_\_ learned business skills by operating their own banks.  
A. who  
B. which  
C. whom
10. Now, we have enlarged and \_\_\_\_\_ our domestic market and European market.  
A. consolidated  
B. merged  
C. purchased
11. If you want to pay \_\_\_\_\_ something in another currency, you have to change your money into the other money.  
A. in  
B. for  
C. back
12. I'll get your RMB for you while you're \_\_\_\_\_ these forms.  
A. filling out  
B. taking out  
C. working out
13. The question \_\_\_\_\_ we should use this brand name will be decided by our marketing team.  
A. which  
B. whether  
C. what

14. Do you think you could cut it \_\_\_\_\_ 30%?  
A. by B. down  
C. at
15. I have finished \_\_\_\_\_ your project plan.  
A. read B. to read  
C. reading
16. Prices may change quickly if supply or demand \_\_\_\_\_.  
A. changes B. change  
C. will change
17. Actually, buyers are the group of people \_\_\_\_\_ want to buy certain goods or services.  
A. they B. who  
C. which
18. The next shareholder's meeting was \_\_\_\_\_ at the end of this year.  
A. scheduled B. used  
C. made
19. A week ago, I sent him a statement \_\_\_\_\_ the amount overdue.  
A. show B. showing  
C. showed
20. \_\_\_\_\_ is very important that you don't make any mistakes when you calculate those figures.  
A. That B. What  
C. It

三、阅读理解(共计 40 分,每小题 4 分)

21—25 题: 阅读下列短文,从 A、B、C 三个选项中选出一个正确答案。

Exports are either raw materials or manufactured goods. Raw materials are products of the land, such as cotton, timber or rubber. Some raw materials, such as iron ore, come from mines. These raw materials are often exported by the countries that produce them to other countries where they are made into manufactured goods.

Some countries produce food for export, for example, meat, sugar, or cereals such as wheat and maize. These countries are agricultural countries. An agricultural country needs fertile land and a good climate. A cold, dry climate is not suitable for agriculture.

A country which produces manufactured goods is known as an industrialized country. An industrialized country cannot always produce enough food for its own needs. In this case, it does not export foodstuffs. Instead it has to import them. It relies on exports of manufactured products and pays for imports with the money it earns from the exported goods.

21. From the first sentence of the passage we can know that there are \_\_\_\_\_ kinds of exports.

- A. two
- B. three
- C. four

22. Raw materials are often exported by the countries that produce them to other countries where \_\_\_\_\_.

- A. they are consumed
- B. they are made into finished products
- C. they are wasted

23. The countries which produce food for export, for example, meat, sugar, or cereals such as wheat and maize are \_\_\_\_\_ countries.

- A. developed
- B. industrial
- C. agricultural

24. An industrialized country usually has to import foodstuffs because \_\_\_\_\_.

- A. it cannot always produce enough food for its own needs
- B. it doesn't have fertile land and a good climate
- C. it relies on exports of manufactured products

25. The best title of this passage is \_\_\_\_\_.

- A. Agriculture and Industry
- B. Export
- C. Production

26—30 题: 阅读下面的句子, 根据文章内容进行判断, 正确写“T”错误写“F”。

If you go into the forest with friends, stay with them. If you don't, you may get lost.  
If you do get lost, this is what you should do.

Sit down and stay where you are. Don't try to find your friends. Let them find you.  
You can help them to find you by staying in one place.

There is another way to help your friends or other people find you. Give them a signal or whistling three times. Stop. Then shout or whistle three times again. Any signal given three times is a call for help.

Keep on shouting or whistling, always three times together. When people hear you, they will give two shouts or two whistles. When a signal is given twice, it is an answer to a call for help.

If you don't think that you will get help before night comes, try to make a small room with branches.

What should you do if you get hungry or need drinking water? You would have to leave your little branch room to look for something to eat and drink. Don't just walk away. Pick up small branches and drop them as you walk so that you can find your way back.

The most important thing to do when you are lost is to stay in one place.

26. If you get lost in the forest, you should walk everywhere to find your friends as soon as possible.

27. You can keep on shouting or whistling always three times together for help.

28. When you hear two shouts or whistles, you know that people will come to help you.

29. You can't go anywhere even when you feel thirsty or hungry.

30. You can find your way back to your branch room easily without leaving any branches as you walk.

四、翻译(共计 20 分,每小题 4 分)

31—35:从以下 A、B、C 三个选项中选择出最佳翻译。

31. Precious metals such as gold and silver have been used as money.

- A. 贵金属里包括黄金、白银和货币。
- B. 诸如黄金和白银等这类贵金属曾经作为货币使用过。
- C. 贵金属里的黄金、白银都被货币所替代。

32. I think it's preferable for you to change the brand name.

- A. 我认为您最好换一个商标。
- B. 我宁愿让您换个商标名。
- C. 我考虑您必须取消这个商标名。

33. I want to know when he is leaving for New York tomorrow.

- A. 我想知道他明天什么时候离开纽约。
- B. 我想知道他明天什么时候正在去纽约。
- C. 我想知道他明天什么时候动身去纽约。

34. We usually make a direct shipment unless the customers require transshipment.

- A. 我们通常直接制造船只,除非客户要求间接制造。
- B. 我们通常采取直运,除非客户要求转运。
- C. 我们通常采取直运,这样客户才要求转运。

35. In order to be employed, you need to make a very good first impression.

- A. 为了工作,你需要做出一个良好的第一印象。
- B. 为了受聘,你需要给人一个深刻的良好印象。
- C. 为了得到工作,你需要给人一个良好的第一印象。



试卷代号:3897

国家开放大学2020年春季学期期末统一考试

商务英语1 试题答案及评分标准

(供参考)

2020年7月

一、交际用语(共计10分,每小题2分)

1—5题:选择正确的语句完成下面对话,并将答案序号写在答题纸上。

1. C                      2. B                      3. A                      4. B                      5. C

二、词汇与结构(共计30分,每小题2分)

6—20题:阅读下面的句子,从A、B、C三个选项中选出一个能填入空白处的正确选项,并将答案序号写在答题纸上。

6. A                      7. A                      8. B                      9. A                      10. A  
11. B                      12. A                      13. B                      14. A                      15. C  
16. A                      17. B                      18. A                      19. B                      20. C

三、阅读理解(共40分,每小题4分)

21—25题:阅读下列短文,从A、B、C三个选项中选出一个正确答案,并将答案序号写在答题纸上。

21. A                      22. B                      23. C                      24. A                      25. B

26—30题:请根据短文内容判断给出的语句是否正确,正确的写“T”,错误的写“F”,并将答案写在答题纸上。

26. F                      27. T                      28. T                      29. F                      30. F

四、翻译(共计20分,每小题4分)

31—35:选择正确的译文,并将答案序号写在答题纸上。

31. B                      32. A                      33. C                      34. B                      35. C

试卷代号:3897

国家开放大学2020年春季学期期末统一考试

## 商务英语1 试题

2020年9月

### 注 意 事 项

一、将你的学号、姓名及分校(工作站)名称填写在答题纸的规定栏内。考试结束后,把试卷和答题纸放在桌上。试卷和答题纸均不得带出考场。监考人收完考卷和答题纸后才可离开考场。

二、仔细读懂题目的说明,并按题目要求答题。答案一定要写在答题纸的指定位置上,写在试卷上的答案无效。

三、用蓝、黑圆珠笔或钢笔答题,使用铅笔答题无效。

四、考试时间为60分钟。

一、交际用语 (共计 10 分, 每小题 2 分)

1—5 题: 根据对话内容选择恰当的选项。

1. — Could you look after my dog for me while we're away?

— \_\_\_\_\_

- A. No, thanks.
- B. With pleasure.
- C. I'm not afraid.

2. — Hello! Could I speak to the headmaster, please?

— \_\_\_\_\_

- A. Hold on, please.
- B. That's the headmaster, please.
- C. Who are you?

3. — Happy birthday!

— \_\_\_\_\_

- A. Thank you.
- B. The same to you.
- C. Good luck.

4. — Sally, could you lend me your calculator? Mine is not working.

— \_\_\_\_\_

- A. It doesn't matter.
- B. No, I can't.
- C. Sure.

5. — We think \$ 55,000 would be reasonable for transferring our trademark.

— \_\_\_\_\_ That's too high.

- A. Oh, my honey.
- B. Oh, my goodness.
- C. Oh, my friend.

二、词汇与结构(共计 30 分,每小题 2 分)

6—20 题:阅读下面的句子,从 A、B、C 三个选项中选出一个能填入空白处的最佳选项。

6. — Have you got some water to drink?

— Here you are. There \_\_\_\_\_ still some in the bottle.

A. have

B. was

C. is

7. Not only Tom but also Alice and Mary \_\_\_\_\_ busy.

A. is

B. was

C. are

8. We'll let you know when we \_\_\_\_\_ a decision.

A. make

B. give

C. take

9. Don't worry so much—\_\_\_\_\_ is my job!

A. worry

B. worrying

C. worried

10. Those numbers come to mean the world to you \_\_\_\_\_ they give you the record of how much money you've earned or lost.

A. so that

B. in case

C. because

11. The marketing department \_\_\_\_\_ the sales for the last six months.

A. has summarized

B. summarized

C. was summarized

12. Then people, \_\_\_\_\_ are interested, can apply for the job.

A. those

B. they

C. who

13. He didn't seem to \_\_\_\_\_ any actions.

A. make

B. take

C. do

14. I'll \_\_\_\_\_ the remittance for you in our records.

A. check in

B. check out

C. check up

15. It is a fact \_\_\_\_\_ his wife, Josephine Dickson, always had some minor accidents.

A. that

B. what

C. which

16. Prices may change quickly if supply or demand \_\_\_\_\_.

A. changes

B. change

C. will change

17. I'd like to know what time we can get the container \_\_\_\_\_ it is in the port.

A. why

B. when

C. where

18. \_\_\_\_\_ the expansion of international trade, the container service has become popular.

A. For

B. Like

C. With

19. Actually, buyers are the group of people \_\_\_\_\_ want to buy certain goods or services.

A. they

B. who

C. which

20. A week ago, I sent him a statement \_\_\_\_\_ the amount overdue.

A. show

B. showing

C. showed

### 三、阅读理解(共计 40 分,每小题 4 分)

21—25 题:阅读下列短文,从 A、B、C 三个选项中选出一个正确答案。

If you don't have much experience of making phone calls in English, making a business call can be a worrying experience.

Most business people, unless they feel very confident, prepare for an important phone call in a foreign language by making notes in advance. And during the call they make notes while they're talking to help them to remember what was said.

Although it's quick and convenient to phone someone to give them information or to ask questions, the disadvantage is that there is nothing in writing to help you to remember what was said. It's essential to make notes and often when an agreement is reached on the phone, one of the speakers will send a fax or e-mail to confirm the main points that were made.

Because it's so easy to be misunderstood when talking on the phone, it's a good idea to repeat any important information (especially numbers and names) back to the other person to make sure you've got it right. Always make sure you know the name of the person you're talking to. If necessary, ask them to spell it out to you, so that you can make sure you've got it right-and try to use their name during the call. And make sure that they know your name too.

21. If you don't have much experience of making phone calls in English, making a business call can be \_\_\_\_\_.

- A. an easy thing
- B. a happy experience
- C. a painful thing

22. Most business people prepare for an important phone call in a foreign language by making notes in advance because \_\_\_\_\_.

- A. they are very careful
- B. their foreign language isn't so good
- C. they don't want to miss any important information

23. When the speakers reach an agreement on the phone, \_\_\_\_\_ will send a fax or e-mail in order to confirm the main points that were made.

- A. one of them
- B. both of them
- C. none of them

24. What does "it" refer to in the first sentence in Paragraph Four—"... it's a good idea to repeat any important information (especially numbers and names) back to the other person to make sure you've got it right"?

- A. important information
- B. the other person
- C. a good idea

25. The best title of this passage is \_\_\_\_\_.

- A. The Importance of Taking Notes
- B. Business Calls
- C. Talking on the Phone

26—30 题: 阅读下面的句子, 根据文章内容进行判断, 正确写“T”错误写“F”。

Tom was three years old. He liked to watch TV with his parents after supper, but his parents never let him stay long. "It's eight o'clock now. It's time for you to go to bed, Tom." Mother would say so.

"But why don't you go to bed, too?" Tom always asked. "We are adults," mother would say, "and adults go to bed late."

One evening Tom asked his mother for an apple. "But it's too late." His mother didn't want to give him anything to eat at bedtime. "The apples are already asleep." "But not all of them, Mom," Tom said. "The baby apples are perhaps asleep, but their parents are surely awake."

- 26. Tom liked to watch TV with his sister after supper.
- 27. His parents never let him stay long.
- 28. One evening Tom asked his mother for an apple.
- 29. His mother didn't want to give anything to him to eat at bedtime.
- 30. From the story we know Tom was a quiet boy.

#### 四、翻译(共计 20 分, 每小题 4 分)

31—35: 从以下 A、B、C 三个选项中选择出最佳的翻译。

31. Would you think it over for the sake of our long partnership?

- A. 您能考虑继续我们的长期合作吗?
- B. 您想和我们一起合作吗?
- C. 为了我们长期的合作, 您能否再做考虑呢?

32. No problem, I will handle it for you.

A. 没问题,我来替你控制这个手柄。

B. 没问题,我为你操纵这个手柄。

C. 没问题,我来替你处理这个事情。

33. All the boxes should be packed in a carton.

A. 所有的盒子都应当装在纸板箱里。

B. 各种盒子都应当装在纸板箱里。

C. 纸板箱都应当装在所有的盒子里。

34. If there are any items you would like to list on the agenda, please let me know by e-mail before the end of this week.

A. 如果各位想要参加会议,请在本周末之前通过电子邮件与我联系。

B. 如果各位有想纳入会议议程表的事项,请在本周末之前通过电子邮件与我联系。

C. 如果各位有事项想要纳入会议议程表,请在本周末之前告知我电子邮件地址。

35. The profits of our company increases steadily.

A. 我们公司的利润总是在增长。

B. 我们公司的利润一直在增长。

C. 我们公司的利润稳步增长。



试卷代号:3897

国家开放大学2020年春季学期期末统一考试

商务英语1 试题答案及评分标准

(供参考)

2020年9月

一、交际用语(共计10分,每小题2分)

1—5题:选择正确的语句完成下面对话,并将答案序号写在答题纸上。

1. B                  2. A                  3. A                  4. C                  5. B

二、词汇与结构(共计30分,每小题2分)

6—20题:阅读下面的句子,从A、B、C三个选项中选出一个能填入空白处的正确选项,并将答案序号写在答题纸上。

6. C                  7. C                  8. A                  9. B                  10. C  
11. A                  12. C                  13. B                  14. C                  15. A  
16. A                  17. B                  18. C                  19. B                  20. B

三、阅读理解(共40分,每小题4分)

21—25题:阅读下列短文,从A、B、C三个选项中选出一个正确答案,并将答案序号写在答题纸上。

21. C                  22. B                  23. A                  24. A                  25. B

26—30题:请根据短文内容判断给出的语句是否正确,正确的写“T”,错误的写“F”,并将答案写在答题纸上。

26. F                  27. T                  28. T                  29. T                  30. F

四、翻译(共计20分,每小题4分)

31—35:选择正确的译文,并将答案序号写在答题纸上。

31. C                  32. C                  33. A                  34. B                  35. C

试卷代号:3897

国家开放大学2020年秋季学期期末统一考试

## 商务英语 1 试题

2021 年 1 月

### 注 意 事 项

1. 将你的学号、姓名及分校(工作站)名称填写在答题纸的规定栏内。考试结束后,把试卷和答题纸放在桌上。试卷和答题纸均不得带出考场。监考人收完考卷和答题纸后才可离开考场。
2. 仔细读懂题目的说明,并按题目要求答题。答案一定要写在答题纸的指定位置上,写在试卷上的答案无效。
3. 用蓝、黑圆珠笔或钢笔答题,使用铅笔答题无效。
4. 考试时间为 60 分钟。

一、交际用语 (共计 10 分, 每小题 2 分)

1—5 题: 根据对话内容选择恰当的选项, 并将答案序号写在答题纸上。

1. —Hello, I'm Susan. Nice to meet you.

— \_\_\_\_\_

A. And you?

B. Nice to meet you, too.

C. Very nice.

2. —Could you give me the schedule this afternoon?

— \_\_\_\_\_

A. No problem, Mr. Taylor.

B. No, thank you.

C. Yes, I can.

3. —Do you have any suggestions about it?

— \_\_\_\_\_

A. No, I have no idea.

B. Let me give you a hand.

C. After I read it in detail, I will tell you my opinion.

4. —I can show you around, if you like.

— \_\_\_\_\_

A. Let's go.

B. Sure. Thank you.

C. I can't wait.

5. —Where shall we have the meeting?

— \_\_\_\_\_

A. The first conference room is spacious.

B. The first conference room isn't good.

C. In the first conference room.

6—20 题: 阅读下面的句子, 从 A、B、C 三个选项中选出一个能填入空白处的最佳选项, 并将答案序号写在答题纸上。

- 1705

14. I bet that Mike wished you \_\_\_\_\_ him that earlier.  
A. told B. have told  
C. had told
15. Then people, \_\_\_\_\_ are interested, can apply for the job.  
A. who B. they  
C. those
16. I've learned \_\_\_\_\_ today.  
A. something new B. new something  
C. new some thing
17. I believe teamwork \_\_\_\_\_ important.  
A. was B. is  
C. are
18. There are some visitors \_\_\_\_\_ to our marketing department next week.  
A. come B. coming  
C. to coming
19. These police often \_\_\_\_\_ the children across the street.  
A. help B. helps  
C. is helping
20. I have finished \_\_\_\_\_ your project plan.  
A. read B. to read  
C. reading

### 三、阅读理解(共计 40 分,每小题 4 分)

21—25 题:阅读下列短文,从 A、B、C 三个选项中选出一个正确答案,并将答案序号写在答题纸上。

This is a situation you've probably experienced many times; you arrive for a meeting ten minutes early. There are several people already there. You say hello and then... What do you talk about? What do you say?

In this situation, you need to be able to make a small talk. A small talk is an informal conversation. We use the term “small talk” because it is not about exchanging information or making decisions or having a serious discussion. It’s a way to avoid uncomfortable silences and build stronger relationships.

Small talk might seem to be about nothing important, but it is important in itself. Being able to make a small talk will allow you to make yourself part of a group. It will set the stage for more serious types of communication.

21. According to the passage, “small talk” is a kind of \_\_\_\_\_ dialog.

- A. formal
- B. informal
- C. serious

22. The purpose of making a small talk is \_\_\_\_\_.

- A. to avoid uncomfortable silences
- B. to exchange information
- C. to make decisions

23. The phrase “set the stage for” in Para. 3 means \_\_\_\_\_.

- A. make preparations for
- B. put an end to
- C. be suitable for

24. In the passage, you can be a member of a group through \_\_\_\_\_.

- A. playing games
- B. working together
- C. making small talks

25. The title of the passage should be \_\_\_\_\_.

- A. The Importance of Communication
- B. Small Talk Before a Meeting
- C. Don’t Be Late for a Meeting

26—30 题: 阅读下面的句子, 根据文章内容进行判断, 正确写“T”错误写“F”, 并将答案写在答题纸上。

Transport plays an important part in international business because goods produced have to be delivered to the buyers abroad, and the delivery of goods is to be made possible by transport services. Goods are carried by several means of transport—on road or rail, by sea or air. And in recent years, combined transport which is a road-sea-rail carriage appeared.

With the expansion of international trade, the container service has become popular. The use of containers provides a highly effective form of transport by road, rail and sea. Basically, about 98% of world trade is carried out by sea transport. Besides transport by sea, road or rail, nowadays in order to speed up delivery, carriage by air has also become popular.

26. Transport plays an important part in international business because goods produced have to be sent to everywhere in the world.

27. In recent years, combined transport which is a road-sea-rail carriage appeared.

28. With the expansion of international trade, the combined transport service has become popular.

29. The use of containers gives a very helpful method of transport.

30. Today carriage by air has become popular because it can speed up delivery.

#### 四、翻译(共计 20 分, 每小题 4 分)

31—35: 从以下 A、B、C 三个选项中选择出最佳的翻译, 并将答案序号写在答题纸上。

31. No problem, I will handle it for you.

A. 没问题, 我来替你控制这个手柄。

B. 没问题, 我为你操纵这个手柄。

C. 没问题, 我来替你处理这个事情。

32. I am very sorry for coming late, but something urgent came up at the last minute.

A. 我很抱歉来晚了, 但我在最后一分钟里想起了某件事儿。

B. 我很抱歉迟到了, 但我临走时突然遇到了急事儿。

C. 我很抱歉要迟来, 但我将在最后一分钟里紧急处理好某件事情。

33. I think it' s preferable for you to change the brand name.

A. 我认为您最好换一个商标。

B. 我宁愿让您换个商标名。

C. 我考虑您必须取消这个商标名。

34. All the boxes should be packed in a carton.

A. 所有的盒子都应当装在纸板箱里。

B. 各种盒子都应当装在纸板箱里。

C. 纸板箱都应当装在所有的盒子里。

35. A job interview is a kind of employment test and usually very formal.

A. 工作面试既是一种就业测试,也是形式上必要的。

B. 求职面试是一种就业测试,通常都很正式。

C. 工作会谈是一种雇佣测试,通常是很注意方式的。



试卷代号:3897

座位号 

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国家开放大学2020年秋季学期期末统一考试

商务英语1 试题答题纸

2021年1月

题 号	一	二	三	四	总 分
分 数					

得 分	评卷人

一、交际用语 (共计 10 分, 每小题 2 分)

1—5 题: 根据对话内容选择恰当的选项, 并将答案序号写在答题纸上。

1.                      2.                      3.                      4.                      5.

得 分	评卷人

二、词汇与结构 (共计 30 分, 每小题 2 分)

6—20 题: 阅读下面的句子, 从 A、B、C 三个选项中选出一个能填入空白处的最佳选项, 并将答案序号写在答题纸上。

6.                      7.                      8.                      9.                      10.  
11.                      12.                      13.                      14.                      15.  
16.                      17.                      18.                      19.                      20.

得 分	评卷人

三、阅读理解 (共 40 分, 每小题 4 分)

21—25 题: 阅读下列短文, 从 A、B、C 三个选项中选出一个正确答案, 并将答案序号写在答题纸上。

21.                      22.                      23.                      24.                      25.

26—30 题: 阅读下面的句子, 根据文章内容进行判断, 正确写“T”错误写“F”, 并将答案写在答题纸上。

26.

27.

28.

29.

30.

得 分	评卷人

四、翻译(共计 20 分, 每小题 4 分)

31—35: 从以下 A、B、C 三个选项中选择出最佳的翻译, 并将答案序号写在答题纸上。

31.

32.

33.

34.

35.

试卷代号:3897

国家开放大学2020年秋季学期期末统一考试

商务英语1 试题答案及评分标准

(供参考)

2021年1月

一、交际用语(共计10分,每小题2分)

1—5题:根据对话内容选择恰当的选项,并将答案序号写在答题纸上。

1. B                  2. A                  3. C                  4. B                  5. C

二、词汇与语法(共计30分,每小题2分)

6—20题:阅读下面的句子,从A、B、C三个选项中选出一个能填入空白处的最佳选项,并将答案序号写在答题纸上。

6. A                  7. B                  8. C                  9. C                  10. A  
11. C                  12. C                  13. B                  14. C                  15. A  
16. A                  17. B                  18. B                  19. A                  20. C

三、阅读理解(共计40分,每小题4分)

21—25题:阅读下列短文,从A、B、C三个选项中选出一个正确答案,并将答案序号写在答题纸上。

21. B                  22. A                  23. A                  24. C                  25. B

26—30题:阅读下面的句子,根据文章内容进行判断,正确写“T”错误写“F”,并将答案写在答题纸上。

26. F                  27. T                  28. F                  29. T                  30. T

四、翻译(共计20分,每小题4分)

31—35:从以下A、B、C三个选项中选择出最佳的翻译,并将答案序号写在答题纸上。

31. C                  32. B                  33. A                  34. A                  35. B