

交际用语(59)

1、—According to law, they refer to transportation, construction, finance, insurance and the like.

C. What do you mean by taxable services?

2、—And could you give me your signature here?

B. Sorry? I'm afraid I didn't quite catch that.

3、—But what do you want me to do there? — ()

答案: (You have to give a presentation on what our products are.)

4、—But () by SWOT? — It stands for strengths, weaknesses, opportunities and threats.

C. what is your meaning

5、—By the way, what do you want me to do there?— ()

C. You have to give a presentation on what our products are.

6、—Can you show me the schedule?— ()

C. Sure, a tight schedule as usual

7、—Does modern logistics mean transportation and delivery?— () . Modern logistics is more about effective and efficient flow of materials and information

B. No, it's not the whole story

8、—Don't hesitate to click on our website when you need us. — ()

答案: (Sure, I will)

9、—Excuse me, () —It stands for strengths, weaknesses, opportunities and threats.

B. what do you mean by SWOT?

10、—Good afternoon. Can I help you?— () A deposit account or a current account?

C. Yes, I'd like to open an account.

11、—Good morning. Far East Logistics Company. — () .

答案: (May I help you?)

12、—Good morning. Far East Logistics Company. () . Good morning. This is Maggie

Bonner. I would like to know your freight forwarding business.

A. May I help you?

13、—Good morning. Far East Logistics Company. () . —Good morning. This is Maggie Bonner. I would like to know your freight forwarding business.

C. May I help you?

14、—Good morning. () Madam?— Good morning! I need a check to send to my publisher in New York.

A. What can I do for you,

15、—Good morning. () ? —Good morning! I need a check to send to my publisher in New York.

A. What can I do for you, Madam

16、—Hello, this is Steven Smith. Nice to hear your voice again.—Hi, Mr. Smith. () the coverage of your freight forwarding business?

C. I would like to know about

17、—Hello! () ? —Hello, this is Michael from Tianjin Vanguard Trading Inc.

c. Who is that?

18、—Hello, this is Steven Smith. Nice to hear your voice again. — ()

答案: (I would like to know about the coverage of your freight forwarding business.)

19、—Hello, this is Steven Smith. Nice to hear your voice again.—Hi, Mr. Smith. ()

C. I would like to know about the coverage of your freight forwarding business

20、—I think a bus stop advertisement is a very wise chance to promote our products. — () .

B. You said it.

21、—Kathy, I'd like you to meet Maggie Jacobs.— () . Maggie. You're doing a great job.

A. I'm pleased to meet you

22、—May I suggest the sales start on or about October 1?— () .

C. Great

23、—morning Maggie. Could you talk briefly about your career development?

B. Sure, Mr. Marx. Thanks for giving me this opportunity. I started as a clerk in this company ...

24、—Thank you. — I must say I have a great staff.

C. It's a pleasure to meet you, Ben. So you're the one responsible for those outstanding sales figures I've seen.

25、—Then. what kind of music are you going to have in the background?

B. We'd better use light ones. They make the audience feel comfortable

26、—Usually,the similar contracts signed with other consignees are based On 12 months— ()

B.How long is your consignmentterm, normally?

27、—We would like to place an order or some of your C&Z desk units.

A. Great! We keep a large supply in stock

28、—What about the commission?

C. I'm afraid you have to tell me how large your order is going to be.

29、—What are they ? () ? —It's a secret. But I'll give you some hints, anyway.

B. Can I have an idea about them

30、—What can I do for you, Madam? — () 500yuan in cash to my son in Beijing University.

B.I'd like to remit

31、—What can I do for you, Madam?— ()

B. I'd like to remit 500 yuan in cash to my son in Beijing University.

32、—What does CIF refer to? — ()

答案: (It refers to cost, insurance and freight)

33、—What is it in particular you're interested in? — ()

答案: (Your kitchenware, I suppose.)

34、—What is the criminal limit? — ()

答案: (The amount exceeds 10% of the amount that he should

declare. )

35、—What is your opinion for promotion of our products? — ()

答案: (Why don't we try the online ads for our products?)

36、—What kind of music are you going to have in the background? — ()

答案: (It makes the audience feel comfortable.)

37、—Why did you choose our company? — ()

答案: (Sorry, I didn't catch that. Would you say it again?)

38、—You are right.How do you analyze our weaknesses? — () we put less emphasis on the overall design.

A.I'm afraid

39、—You need to pay a visit to our important customers from () Chamberlain Automation

答案: (Sorry, can you repeat the name of the company?)

40、— () —According to law, they refer to transportation, construction, finance, insurance

答案: (What do you mean by taxable services?)

41、— () —Alright, I will try my best.

答案: (Can you give me a ief introduction about business tax?)

42、— () —For inpidual income tax, it is within the first 7 days.

答案: (What is the deadline for tax declaration?)

43、— () —Thank you. I must say I have a great staff.

答案: (It's a pleasure to meet you, Ben. So you're the one responsible for those outstanding sales figures I've seen.)

44、— () —They refer to the royalties, including patent right, copy right, trademark

答案: (What are intangible assets?)

45、— () —We are headquartered in Shanghai.

答案: (Where are your headquarters?)

46、 — ( ) —We offer special services such as personal belongings, express, holiday pick-up

答案: (What kind of special services do you offer?)

47、 — ( ) —Yes, certainly. We are a medium firm with about two thousand people in two

答案: (Could you tell me how your company is actually organized? — ( ) )

48、 — ( ) .Well, it is a separate department. But there are two laboratories, one at each

答案: (What about the Research and Development Department?)

49、 — ( ) .—Well, it is a separate department. But there are two laboratories, one at each production plant.

C. What about the Research and Development Department?

50、 — ( ) —For individual income tax, it is within the first 7 days.

A. What is the deadline for tax declaration?

51、 — ( ) —It includes merchandise, packaging and shipping, duty if required, any taxes

答案: (What does the estimate include?)

52、 — ( ) —Thank you. I must say I have a great staff.

C. It's a pleasure to meet you, Ben. So you're the one responsible for those outstanding sales figures I've seen.

53、 — ( ) —They refer to the royalties, including patent right, copy right, trademark right, and so on

C. What are intangible assets?

54、 — ( ) —Yes, I will try my best.

B. Can you give me a brief introduction about

value added tax

55、 — ( ) ? — It includes merchandise, packaging and shipping, duty if required, any taxes and insurance.

B. What does the estimate include

56、 — Can you show me the schedule? — ( ) .

C. Sure, a tight schedule as usual

57、 — Hello! ( ) ? —Hello, this is Michael from Tianjin Vanguard Trading Inc.

C. Who is that?

58、 — Hello, this is Steven Smith. Nice to hear your voice again. — Hi, Mr. Smith. ( ) the coverage of your freight forwarding business?

A. Do you know

59、 — ( ) ? —Yes, I will try my best.

B. Can you give me a brief introduction about business tax

词汇与语法(143)

1、 A good salesperson is good at listening to and taking note of ( ) different people tell him .

A. what

2、 A letter of ( ) is a document issued by a financial institution.

答案: (credit)

3、 A sales department ( ) many people who are based in different parts of the country or the world.

A. consists of

4、 According to law, they refer to transportation, construction, finance, insurance and ( ) .

C. the like

5、 According to law, taxable services refer to transportation, ( ), finance, insurance and the like.

B. construction

6、 According to law, they refer to transportation, construction, finance, insurance and ( ) .

C. the like

7、 Additionally, make sure that your password is long enough to ( ) easily being

hacked.

A. prevent your account from

8、Additionally, make sure that your password is long enough to ( ) easily being hacked.

答案: (prevent it from)

9、After having seen the ( ) and samples , Jenny makes the specific inquiry.

B. catalog

10、 All the prices on the list are subject ( ) our final confirmation.

A. to

11、 An example of soft sell is to distribute free samples ( ) customers often respond

答案: (to which)

12、 An IT system at a personal computer manufacturer may help a manager ( ) the information and recommend an action.

B. analyze

13、 Are there any other features worth ( ) about the organization of the company?

A. mentioning

14、 Assets appear on your balance ( ) .

答案: (sheet)

15、 Before I came to America, I ( ) as an executive secretary with a trading company for

答案: (had worked)

16、 Being an ( ) manager means knowing when to use the right management style.

答案: (effective)

17、 Businesses can use free samples to build rapport and ( ) customers ( ) products

答案: (engage···to···)

18、 Does that include the turnover ( ) in advance?

B. received

19、 Does that include the turnover ( ) in advance?

答案: (received)

20、 Finally , they return the ( ) to the people who bought shares in the company.

C. profits

21、 Finally, they return the ( ) to the people who bought shares in the company.

答案: (profits)

22、 Firms hold regular sales conferences ( ) their entire sales force can meet, receive information and ask questions about new products and receive training

A.where

23、 Generally ( ) , business tax is based on taxable services, the transfer of intangible

答案: (speaking)

24、 Good manners may be varied ( ) cultural backgrounds.

C.due to

25、 Having been working in logistics for 3 years, he is more ( ) than he used to be.

C. confident

26、 I can't attend the meeting in Washington next week so I ( ) you as the most able substitute. able substitute

C. have proposed

27、 I didn't know you ( ) a previous supplier.

A. were

28、 I have monthly remittances ( ) to me from the Canada Embassy and I'd like to have the money paid into an account.

A.sent

29、 I led and ( ) a sales team of 20 people.

B. motivated

30、 I plan to use the media mix to reach our ( ) .

A.target market

31、 I think a bus stop advertisement is a very wise choice to ( ) our products.

B. promote

32、I think our marketing team is ( ) and the after-sales Service is fast and effective.

B.qualified

33、I usually get a commission of about 6% for the imports. It's a general ( ) everywhere else.

C. practice

34、I was ( ) devising sales strategies and targets for the West Region.

答案: (responsible for)

35、I'd like 75 units by the end of the month. Could I get an ( ) before placing an order?

C. estimate

36、I'll ( ) the exchange rate and service charge and then type up the check for you.

B. figure out

37、I'll ( ) the exchange rate and service charge and then type up the check for you.

答案: (figure out)

38、Ideally a negotiation should be a win-win situation so both you and your customer will probably have to ( ) on some points.

A. give in

39、If the case reaches the criminal limit, the taxpayer may be accused ( ) criminal

答案: (of)

40、If you need other tax registrations in addition to the ABN,you may need to provide information.

B.additional

41、If you're ready, we can go to meet some of our key ( ) .

C.person

42、Importing and exporting is transferring goods from one country to another while ( ) attention to the laws and requirements of bringing goods out or into that country.

B. paying

43、In a soft sell approach, the sales person tries to build trust with consumers by recommending a product and letting the consumers ( ) their own decisions.

A. make

44、In addition, you are required to ( ) the Bank ( ) your Social Security Number and

答案: (provide...with)

45、In my opinion, if we ( ) some new products for young people , we'll have a bigger market share.

B.come up with

46、In order to make proper reservations , will you send your acceptance to the attention of Professor Chen ( ) a week before that day?

C. no later than

47、In order to make proper reservations, will you send your acceptance to the attention of

答案: (no later than)

48、In short , without information, a manager can only make ( ) blindly.

B. decisions

49、International trade gives consumers and countries the opportunity to ( ) goods and

答案: (be exposed to)

50、Is ( ) possible to take a 10-minute break during the meeting tomorrow morning?

答案: (it)

51、It does in the ( ) of transfer of intangible assets or immovable property.

A. circumstances

52、It means you can ( ) online with us.

C. transact

53、I'll ( ) the exchange rate and service charge and then type up the check for you.

B.figure out

54、 Junior Achievement has ( ) different stages in its development.

A.gone through

55、 Modern logistics is more about effective and ( ) flow of materials and information

B.effectively

56、 Moreover , reservations by credit card four weeks ( ) guarantee availability of the room size required.

A. in advance

57、 Moreover, reservations by credit card four weeks ( ) guarantee availability of the room

答案: (in advance)

58、 Most banks have a section ( ) you set up payees.

A. that

59、 Mr. Tanaka has subscribed ( ) an English language magazine from the United States.

B. to

60、 No,not really.It is becoming more important with the economy.

C.ever growing

61、 Of course, I'd give you our lowest ( ) .

答案: (quotation)

62、 Often,teams can tackle problems more quickly than ( ) you can accomplish on your own.

A.what

63、 One of the advantages of online banking is that it allows you to ( ) money between accounts effectively.

C.transfer

64、 One of the advantages of online banking is that it allows you to transfer money between accounts ( ) .

B. effectively

65、 One of the ways to help you stay energized is to engage in a quick conversation with high-energy colleagues because their positive energy may ( ) you.

A.refresh

66、 One of the ways to help you stay ( ) is to engage in a quick conversation with high-energy colleagues.

A. energized

67、 Online banking developed in the late 1990s and grew more popular over the years since it can make one's financial life much ( ) to manage.

B. easier

68、 Online banking refers to banking activities that ( ) over the Internet on a secure website

A. are carried out

69、 Our bank provides you quick and ( ) electronic remittance for individuals.

B.convenient

70、 Our new type of treadmill ( ) release next month.

B. is due for

71、 Our terms of payment are normally 30-day bill of exchange, documents ( ) payment.

A. against

72、 Please find enclosed our brochure and other leaflets our range of services.

C.outlining

73、 Please just fill in this form with your name and address ( ) capital letters.

B.in

74、 Products are graded according to size and ( ) .

B. quality

75、 Serving overseas customers may often be done by phones,faxes,letters or emails  
50 many personal visits.

C.without

76、She is the CEO of Roston Sport Accessories ( ) I told you.

C. about whom

77、So I have a number of other ( ) up my sleeve, as well.

答案: (tricks)

78、Sometimes a situation will ( ) a direct style of management.

B. call for

79、Sometimes your body language, gestures and expressions may tell people ( ) about you than the words you use.

A. more

80、Some your products are , ( ) They might find a ready market in my country.

B.unique in design

81、Telephone selling may use the salespeople's time of "on the road"more ( ) , but a face-to-face meeting is more effective.

C. productively

82、That can lead ( ) a bigger personal income-tax bill.

答案: (to)

83、That is the reason ( ) we've lost so many customers.

A.why

84、The bank ( ) grand door faces south is Bank of China.

C. whose

85、The following hints may help you stay energized , or at least ( ) until you can make the time for rest.

A. get you going

86、The majority of your body is ( ) water. If you don't hydrate, you' re going to feel tired.

B. made of

87、The manager asked me ( ) I could finish my work before the weekend.

答案: (whether)

88、The newly-designed ad ( ) brought about a higher click through rate by the end of

答案: (will have)

89、The only thing I have is this bill ( ) the publisher's name and address ( ) it.

答案: (with...on)

90、The organization started with a small number of children ( ) ten to twelve.

B.aged

91、The payment is made by an irrevocable ( ) letter of credit in our favour.

C. sight

92、The price of commodities ( ) on many factors like quality , demand , supply , etc.

C. is based

93、The relationship you have with a person ( ) the kind of language you use.

C.have proposed

94、The relationship you have with a person ( ) the kind of language you use.

A.cletermines

95、The total cost in logistics in China is still higher than that in many other Collntrles.

A.industrialized

96、The total cost in logistics in China is still higher than ( ) in many other industrialized

答案: (that)

97、There is the Planning Department —Chow Fung is ( ) that.

B. in charge of

98、They are talking about how to make use of advertising to ( ) the products.

答案: (promote)

99、They have signed the ( ) to export textiles.

答案: (contract)

100、They use the money to buy the materials they need to make their product, ( ) they then

sell.

C. which

101、They ( ) over at great length the matter of how to increase the sale of your products

答案: (talked)

102、They ( ) the royalties,including patent right,proprietary technology,copy right,trademark right,and 50 on.

B.refer to

103、This is Ben , the one responsible for those ( ) sales figures you have seen.

C.outstanding

104、This is the best business program ( ) has been accomplished this year.

答案: (that)

105、This will make ( ) easier to transfer money and make loan payments online.

答案: (it)

106、Too many debts in a company easily ( ) bankruptcy.

答案: (result in)

107、Usually , the similar contracts ( ) with other coosignees are based on 12 months.

A.signed

108、We are a large chain of retailers and are looking for a manufacturer ( ) could supply us

答案: (who)

109、We are engaged in the development of real ( ) .

C. estate

110、We have ( ) in most major cities in China.

B. subsidiaries

111、We sell insurance cover; ( ) your pay will depend on the cover you require.

C. charge

112、We usually keep a large supply ( ) stock.

C. in

113、We will have flown for 13 hours by the time we ( ) to New York.

答案: (will get)

114、We will ( ) an order with your company for digital cameras.

C. place

115、We work closely ( ) every large airline like Air China , Air France and American Airlines.

A. with

116、What ( ) we do if the company cut down on ads?

C. shall

117、When people in your team know where they fit in the big picture , they're more likely ( ) to complete the task.

A.to be motivated

118、When talking to people within your company ( ) don't speak your language, you may have to use English.

A. who

119、When you sent in your report,you also have to file a report ( ) your trip.

B.summarizing

120、Whether you leave town for a day or for a week, having something fun you ( ) will excite you and stimulate energy.

A. have been looking forward to

121、With the rapid economic growth in China , the logistics industry is ( ) greatly.

A. expanding

122、With the RMB account you can ( ) and deposit RMB cash directly

B.withdraw

123、Without information,a manager will not know what consumers want, how much



inventory is ( ) and when more products should be produced and shipped.

A.in stock

124、You are the right person for the job that ( ) your application to the advertisement.

A. relates

125、You are the right person for the job that ( ) your application ( ) the

答案: (relates... to...)

126、You can apply for an AUSkey, which means you can ( ) online with us and update your details online .

B. transact

127、You can get the goods to your door so quickly nowadays.

答案: (delivered)

128、You can send them gifts ( ) your best clients.

C. in honor of

129、You can send them gifts ( ) your most loyal customers.

C. in honor of

130、you go to visit a new customer to negotiate a sale, you should find out as much as you can about them.

C. Before

131、You have made your clients ( ) too long in the office.

C.waited

132、You just send the faulty product back to them and they ( ) it free of charge.

A. will replace

133、You just send the faulty product back to them and they ( ) it free of charge.

答案: (will replace)

134、You see, with the rapid economic growth nowadays in China, the logistics industry ( )

greatly.

C. is expanding

135、Young people can learn how entrepreneurship works by ( ) their own companies.

答案: (operating)

136、Your T shirts found a ready market in the eastern part of our country ( ) 2014.

答案: (in)

137、( ) a vacation is always a good way to get relaxation and refreshment.

答案: (Taking)

138、( ) you go to visit a new customer to negotiate a sale , you should find out as much as you can about them

C.Before

139、( ) a vacation is always a good way to get relaxation and refreshment.

c. Taking

140、( ) an effective manager lies in knowing the right management style.

C. Being

141、( ) you have said is very important to us.

A. What

142、( ) you'd have to tell me how large your order is going to be.

C.I'm afraid

143、( ) your price be competitive and date of shipment acceptable, we intend to place a large order with you.

A.If

阅读理解 (单选) (8)

1. Being an effective manager lies in knowing the right ( ) .

答案: C. management style

2. Which of the following is NOT mentioned as a focus of different management styles?

答案: B. Customers.

3. Which of the following can't be inferred from the passage?

答案: A. The management style is likely to change because the manager has been replaced.

4. When people in your team know where they fit in the big picture, they are more likely to be ( ) to complete the task.

答案: C. inspired

5. If you want to speed up a project and choose the best process for completing that project, you can resort to ( ) .

答案: A. team work

2. Hard sell and soft sell are important business terms and useful strategies for sales staff to know and understand.

21.What's the topic and main idea of the passage?

答案: C.Selling Strategy - Hard Sell and Soft Sell Strategies

22.Customers often ( ) hard sales tactics , thus making soft-selling more effective for success.

答案: A.resist

23.Examples of soft sell mentioned in the passage include ( )

答案: C.all the above

24.Making humorous advertisements is one of the approaches companies use to ( )

答案: B.attract people's interests

25.According to the passage the author indicates that ( )

答案: A.soft sell is preferred by business companies

3. In business,people have to deal in person with all kinds of people.

21.The topic of the passage is ( ) .

答案: C.dealing with people in business

22.The language you use when talking with people in business,decided by ( ) .

答案: A.your relationship with the particular person

23.People usually form an impression of you from ( ) .

答案: B.your language and manners

24.Good manners in your culture may be considered bad manners in another.Good manners in this statement mean.

答案: A.to behave politely

25.The message of the article is that ( ) .

答案: A.dealing with people successfully in business is not easy

4. It takes a lot of time and effort to develop and maintain

26.This article mainly talks about ( ) .

答案: A.some marketing strategies

27.You are suggested in the second paragraph to ( ) .

答案: B.find allies with someone else

28.To embrace user-generated content does good at ( ) .

答案: C.Carrying out advertisement

29.Which of the following is NOT a way of helping customers solve a problem?

答案: C.having dinner with customers

30.AMC created an online tool so that ( ) .

答案: A.one can write down what he imagines

5. Last week , Jack Ma called for a new "e-WTO" with

21. Jack Ma hopes e-WTO can help ( ) .

答案: B. success of small business online

22. Digital obsession in the second paragraph refers to ( ) .

答案: C. passion on Internet business

23. Which is NOT true according to the third paragraph?

答案: B. The Internet makes people harder to sell products and buy goods .

24. China and India need to ( ) .

答案: A. find a new model by using science and technology

25. What is the author's attitude to China's development of online business?

答案: C. Neutral.

6、No matter how small your business is and what industry you are in,

1. Which of the following is NOT physical asset?

答案: B. Accounts receivable.

2. According to the passage, where do the assets appear?

答案: A. The balance sheet

3. What do you think an accountant is responsible for?

答案: C. An accountant is responsible for bookkeeping.

4. According to the passage, which of the following is INCORRECT?

答案: C. Every business can bring in sales without assets.

5. What is the passage discussing about?

答案: A. Every business has assets.

7、The biggest mistake a workplace leader can make with office culture is failing to devise one at all.

21. What is the main topic of this article?

——>B. How to design a thoughtful office culture.

22. The example of Facebook is to show\_\_\_\_\_

.——>C. office culture must reflect your own wants and needs

23. It is suggested that one should \_\_\_\_\_in the third paragraph.

——>B. drop strict dress code or early start time

24. What does "put your budget on that" means in the fourth paragraph?

——>A. To withdraw the money.

25. Mabbly is targeted in\_\_\_\_\_.

——>C. making a link between selling and buying

8、The Importance of Information in the Supply Chain

答案: BACBB

阅读理解 (判断) (10)

1、Accounting errors will happen from time to time,

21.Accounting mistakes cannot be avoided.(F)

22.With a lot of credit sales, your company may have no cash at hand.(T)

23.It is recommended not to pay bills too soon.(T)

24.Business money and personal money can be mixed up.(F)

25.Try your best to know your costs before you set product or service prices.(T)

2、Headhunters or executive search firms specialize in finding

21.The passage mainly talks about the increased business of headhunters. ( T )

22.Companies may use the services of an executive search firm to recruit new employees. ( T )

23.Employers prefer to use the headhunters because the services are cheap. ( F )

(24.Search firms often have their own talent pool or human resource ban T )

25.Headhunters also provide services like advertisement and candidate evaluation. ( T )

3、here are eight traditional functions of marketing

26.It is very important to understand buyers'behavior.

答案: T

27.Marketers usually use different selling methods.

答案: T

28.Marketers ignore transporting costs and services.

答案: F

29.Both transporting and storing are the aspects of the physical distribution of products.

答案: T

30.Marketers provide credit that makes the purchasing of automobiles,bridges,and new homes possible.

答案: F

4、International trade is the exchange of goods and services between countries.

1. International trade exchanges goods and services between different countries and regions.

答案: T

2. Every kind of goods and services can be found on the global market.

答案: F

3. A product that is bought from the global market is an export.

答案: F

4. International trade may easily affect world economy.

答案: T

5. Political change in one country has nothing to do with international trade.

答案: F

5. Junior Achievement is an international movement to educate young people about

1. This passage is about Junior Achievement, an international movement to educate young people about businesses and economics.

答案: F

2. Junior Achievement was started by two business leaders in Massachusetts.

答案: F

3. Classes during school hours have been available in Junior Achievement for more than 60 years.

答案: F

4. Junior Achievement has been worldwide since 1919.

答案: F

5. Volunteers of Junior Achievement teach about the American and world economies and business operations.

答案: T

6. Logistics is the physical flow process of goods from the point of

1. Logistics is the physical flow process of goods from the seller to the buyer.

答案: T

2. Administration of information and

standardization are needed during the transfer process.

答案: T

3. Storage creates the location value for goods.

答案: F

4. The same goods can be valued differently at different times and locations.

答案: T

5. Large packages of goods should always be cut into smaller parts to create added value.

答案: F

7. Online banking refers to banking activities that are carried out over the Internet on a secure website.

26. Online banking refers to banking systems where you can carry out your business over the Internet on any website. (F)

27. Most banks have a section in which you set up your own business. (F)

28. Online banking is the quickest way to check and see if a transaction has cleared your history. (T)

29. It is more useful and easier than using the automated phone service. (T)

30. No doubt, you have to keep a special eye on your safety or privacy using online banking. (T)

8. The Basics of Import and Export

答案: TFFF

9. The marketing mix consists of the four Ps:

1. The author of the article intends to explain to us what the marketing mix is.

答案: T

2. Customers' satisfaction matters greatly to a product.

答案: T

3. The price of a product must be exactly the same as rival products in the same market.

答案: F

4. To make your product known to the public, advertising is the only consideration you

need to take into account.

答案: F

5. A product can reach customers, according to the text, through retail outlets, hire purchase, mail order and online sales.

答案: F

10. There are eight traditional functions of marketing:

26. It is very important to understand buyers' behavior. (T)

27. Marketers usually use different selling methods. (T)

28. Marketers ignore transporting costs and services. (F)

29. Both transporting and storing are the aspects of the physical distribution of products. (T)

30. Marketers provide credit that makes the purchasing of automobiles, fridges, and new homes possible. (T)

1.1- May I suggest the sales start on or about October 1st?

- \_\_\_\_\_

A. That's a great idea!

B. What do you mean by that?

C. I like sales people in your department.

正确答案: A

1.2- What about another coffee?

- \_\_\_\_\_

A. No, thanks.

B. You're so kind.

C. Sorry for the trouble.

正确答案: A

1.3- Could you give me your signature here?

- \_\_\_\_\_

A. Our main goal is to establish our brand name.

B. They make the audience feel comfortable.

C. Sorry. I'm afraid I didn't quite catch that.

正确答案: C

1.4- How often do you have listening classes in a week? - \_\_\_\_\_

A. Listening classes are difficult.

B. Last week and the week before.

C. Every Monday and Friday.

正确答案: C

1.5- What's your opinion for promotion of our products? - \_\_\_\_\_

A. We may organize a general meeting first.

B. Perhaps we can send copies to the boss.

C. Why don't we try online ads for our products?

正确答案: A

1.6- What about the commission?

- \_\_\_\_\_

A. It's a general practice everywhere else.

B. Of course, I'd give you our lowest quotation.

C. I'm afraid you have to tell me how large your order is.

正确答案: C

1.7- Excuse me, \_\_\_\_\_

- It stands for strengths, weaknesses, opportunities and threats.

A. How do you know by SWOT?

B. What do you mean by SWOT?

C. What is your meaning by SWOT?

正确答案: B

1.8- Excuse me. I don't want to interrupt you but...

- \_\_\_\_\_

A.Can I help you?

B.Certainly, how dare you.

C.It's quite all right.

正确答案: C

1.9- Let's go over our promotion plan once again, shall we?

- \_\_\_\_\_

A.This is obviously too heavy.

B.OK. We have eight retailers and the team is preparing for a launch event.

C.They make the audience feel comfortable.

正确答案: B

1.10- \_\_\_\_\_

- He teaches physics in a school.

A.What does your father want to do?

B.Who is your father?

C.What is your father?

正确答案: C

1.11- Do you mind telling me where you are from?

- \_\_\_\_\_

A.Certainly not. I'm from London.

B.Sure, I was born in London.

C.Not really, you can do it.

正确答案: A

1.12- Did you have any trouble with that job?

- \_\_\_\_\_

A.Yes, quite a lot.

B.No, not a lot.

C.Yes, rather much.

正确答案: A

1.13- Can I help you with your suitcase?

- \_\_\_\_\_

A.I have no idea.

B.No, no. I can carry it myself

C.Thank you. I can manage myself.

正确答案: C

1.14- My grandmother's taken ill and I've got to go down to the hospital. -

\_\_\_\_\_

A.We are going to the same place.

B.Very sorry to hear it. I hope it's nothing serious.

C.Really?

正确答案: B

1.15- Kathy, I'd like you to meet Maggie Jacobs. -  
\_\_\_\_\_, Maggie. You're doing a great job.

A.I'm pleased to meet you

B.It's great to see you again

C.I'm happy to meet you too

正确答案: A

1.16- \_\_\_\_\_ - Usually, the similar contracts signed with  
other consignees are based on 12 months.

A.What is the deadline for the construction?

B.How long is your consignment term, normally?

C.What do you think of the paper-work for the contract?

正确答案: B

1.17-Please give me a hand, won't you?

- \_\_\_\_\_

A.Of course, I will.

B.You're welcome.

C.You are so kind.

正确答案: A

1.18- You haven't lost the ticket, have you?

- \_\_\_\_\_. I know it's not easy to get another one at the moment.

A.I hope not.

B.Yes, I'm afraid so.

C.Yes, I have.

正确答案: A

1.19- Then, what kind of music are you going to have in the background? \_\_\_\_\_ -

A.This is obviously too heavy. People won't be able to carry it.

B.We'd better use light ones. They make the audience feel comfortable.

C.Our main goal is to establish our brand name among our target audience.

正确答案: B

1.20- Good morning. Far East Logistics Company. \_\_\_\_\_ -  
Good morning. This is Maggie Bonner. I would like to know your freight forwarding business.

A.May I help you?

B.What do you want?

C.Who is that calling?

正确答案: A

1.21- How is the movie? Interesting?

- \_\_\_\_\_

A.It was shown late until midnight.

B.It was starred by a few famous people.

C.Far from. I should have stayed at home watching TV.

正确答案: C

1.22- \_\_\_\_\_

- Well, it is a separate department. But there are two laboratories, one at each production plant.

A.What about the training manager and the human resources manager?

B.What about the board of directors and the chairman?

C.What about the Research and Development Department?

正确答案: C

1.24- Please help yourself to the fish.

- \_\_\_\_\_

A.Thanks, but I don't like fish.

B.Sorry, I can't help.

C.Well, fish don't suit me.

正确答案: A

1.25- Good afternoon. Can I help you?

- \_\_\_\_\_ - A deposit account or a current account?

A.Thank you. I'd like to order a checkbook.

B.Sorry, I don't have a bank account at all.

C.Yes, I'd like to open an account.

正确答案: C

6.1The letter of credit applicant cannot so readily enjoin the \_\_\_\_\_ bank.

A.confirning

B.confining

C.conforming

正确答案: A

6.2The organization started with a small number of children \_\_\_\_\_ ten to twelve.

A.being aged

B.aged

C.aging

正确答案: B

6.3By next year, we will \_\_\_\_\_ enough money for the new car.

A.save

B.be saved

C.have saved

正确答案: C

6.4So far, Bank of China \_\_\_\_\_ the qualifications to engage in all-channel individual foreign exchange settlement and sale business.

A.obtains

B.will obtain

C.has obtained

正确答案: C

6.5\_\_\_\_\_ the company have enough evidence to prove it's our fault, they can't win.

A.Since

B.Once

C.Unless

正确答案: C

6.6One of the ways to help you stay energized is to engage in a quick conversation with high-energy colleagues because their positive energy may \_\_\_\_\_ you.

A.refresh

B.affect

C.discourage

正确答案: A

6.7With the RMB account you can \_\_\_\_\_ and deposit RMB cash directly.

A.extend

B.withdraw

C.complete

正确答案: B

6.8The \_\_\_\_\_ industry of this country has been running down since 1970s.

A.manufacturing

B.maneuvering

C.manipulating

正确答案: A

6.9The minute you apply \_\_\_\_\_ insurance, carriers have the right to dig through your medical records.

A.to

B.for

C.with

正确答案: B

6.10 Rather than attack the organization that tries to destroy the plan, the team leaders \_\_\_\_\_ real hard issues.

A.turn over to

B.enter into

C.get down to

正确答案: C

6.11They also accuse him \_\_\_\_\_ trying to sell Mr. Obama's Senate seat to the highest bidder.

A.on

B.of

C.for

正确答案: B

6.12They didn't reply to us, so we have nothing to do but \_\_\_\_\_.

A.waiting



B.to wait

C.wait

正确答案： C

6.13 Sometimes your body language, gestures and expressions may tell people \_\_\_\_\_ about you than the words you use.

A.most

B.more

C.much

正确答案： B

6.14 Don't lose your heart but do your utmost instead of making excuses \_\_\_\_ you can't win the case.

A.that

B.when

C.why

正确答案： C

6.15 Good high-tech researchers must realize that their products \_\_\_\_\_ meet consumers' needs.

A.will

B.are to

C.are about to

正确答案： B

6.16 When you set up your online banking, be sure \_\_\_\_\_ all of your accounts at the bank are listed.

A.which

B.when

C.that

正确答案： C

6.17 The manager asked the customers \_\_\_\_\_.

A.how often did they visit the shop

B.if they were satisfied with the new dish

C.when was the company founded

正确答案： B

6.18 It globally allows us to expand our markets for both goods and services that otherwise may not have been \_\_\_\_\_ to us.

A.negotiable

B.capable

C.available

正确答案： C

6.19 I'm \_\_\_\_\_ you'd have to tell me how large your order is going to be.

A.nervous

B.worried

C.afraid

正确答案： C

6.20 More young people \_\_\_\_\_ the organization once it began to teach business skills as part of the school day.

A.took part

B.joined

C.participated

正确答案： B

6.21 I'll \_\_\_\_\_ the exchange rate and service charge and then type up the check for you.

A.make up

B.figure out

C.carry out

正确答案： B

6.22 Ideally a negotiation should be a win-win situation so both you and your customer will probably have to \_\_\_\_\_ on some points.

- A.give in
- B.give out
- C.give over

正确答案： A

6.23Mr. Tanaka has subscribed \_\_\_\_\_ an English language magazine from the United States.A.on

- B.to
- C.at

正确答案： B

6.24I usually get a commission of about 6% for the imports. It's a general \_\_\_\_\_ everywhere else.

- A.progress
- B.pretense
- C.practice

正确答案： C

6.25A company, \_\_\_\_ profits growth is getting slower and slower, has to carefully find the right way out.

- A.why
- B.whose
- C.which

正确答案： B

6.26You can't imagine how \_\_\_\_ when they knew they failed in the bid.

- A.frustrated they were
- B.they were frustrated
- C.were they frustrated

正确答案： A

6.27The worldwide attention \_\_\_\_ energy crisis since it has a great impact on sustainable development.

- A.has fixed on
- B.has being fixed on
- C.has been fixing on

正确答案： C

6.28The \_\_\_\_\_ holders can choose to buy the phone with a 50% discount.

- A.share
- B.policy
- C.voucher

正确答案： C

6.29Often, teams can \_\_\_\_\_ problems more quickly than what you can accomplish on your own.

- A.conduct
- B.tackle
- C.deal

正确答案： B

6.30Additionally, make sure that your password is long enough to \_\_\_\_ easily being hacked.

- A.prevent it from
- B.provide it with
- C.do away with

正确答案： A

6.31 There is the Planning Department — Chow Fung is \_\_\_\_\_ it.

- A.on charge of
- B.in charge of
- C.under charge of

正确答案： B

6.32Without information, a manager will not know what consumers want, how much inventory is \_\_\_\_\_and when more products should be produced and shipped.

A.in stock

B.at stock

C.on stock

正确答案: A

6.33An IT system at a personal computer manufacturer may help a manager \_\_\_\_\_ the information and recommend an action.

A.analyzing

B.analyze

C.to analyze

正确答案: B

6.34Business people from all over the world are gathering in Guangzhou, \_\_\_\_\_ business information and developing friendship.

A.examining

B.extending

C.exchanging

正确答案: C

6.36 Had he followed his supervisor's advice, he \_\_\_\_\_ his task.

A.has fulfilled

B.would fulfill

C.would have fulfilled

正确答案: C

6.37We will \_\_\_\_\_ an order with your company for digital cameras.

A.reserve

B.book

C.place

正确答案: C

6.38The donations are taxable for the transfer of immovable property, but the \_\_\_\_\_ will be assessed by the tax authority.

A.accounting

B.profit

C.turnover

正确答案: C

6.39There is nothing to stop a/an \_\_\_\_\_ company from creating the same product.

A.rival

B.opponent

C.competitive

正确答案: A

6.40Our new type of treadmill is \_\_\_\_\_ release next month.

A.due to

B.due for

C.due

正确答案: B

6.41If you want to \_\_\_\_\_ a project and choose the best process for completing that project, managing by teamwork is the way to go.

A.speed up

B.hang up

C.break up

正确答案: A

6.42Are there any other features worth \_\_\_\_\_ about the organization of the company?

A.mentioning

B.to mention

C.mention

正确答案: A

6.43Some of your products are unique in design. They may find a ready\_\_\_\_\_ in our country.

A.maintenance

B.market

C.manufacturer

正确答案: B

6.44Mr. Wang bought a new house, \_\_\_\_\_ was very favorable.

A.the price

B.which price

C.the price of which

正确答案: C

6.45I can't attend the meeting in Washington next week so I \_\_\_\_\_ you as the most able substitute.

A.had proposed

B.proposed

C.have proposed

正确答案: C

6.46Whether you leave town for a day or for a week, having something fun you \_\_\_\_\_ will excite you and stimulate energy.

A.have been looking forward to

B.will look forward to

C.are going to look forward to

正确答案: A

6.47 The \_\_\_\_\_ you have with a person determines the kind of language you use.

A.relationship

B.decision

C.arrangement

正确答案: A

6.48Natural disasters have obviously caused the country's economic \_\_\_\_\_.

A.budget

B.penalty

C.crisis

正确答案: C

6.49If you don't count anything he does well \_\_\_\_\_, he looks pretty lousy.

A.in his favor

B.on his basis

C.in his honor

正确答案: A

6.50The management style you select will \_\_\_\_\_ your people skills and knowledge, and available resources.

A.depend on

B.deal with

C.come up with

正确答案: A

6.51 Please find enclosed our brochure and other leaflets \_\_\_\_\_ our range of services.

A.outlined

B.outline

C.outlining

正确答案: C

6.52 Before I came to Beijing, I \_\_\_\_\_ as an executive secretary with a trading company for one year in Britain.

A.am working

B.had worked

C.have worked

正确答案: B

6.53 Tony doesn't understand \_\_\_\_\_.

A.how can he get promoted quickly

B.why his colleagues so efficient

C.what his boss really thinks of him

正确答案: C

6.54The two leaders were not good at planning and managing, otherwise the team \_\_\_\_\_ the competition.

A.would have won

B.would win

C.had won

正确答案: A

6.55The little boy is sick and must \_\_\_\_\_ after the operation.

A.be looked after

B.look after

C.take care of

正确答案: A

6.56 Steve Jobs, Apple's former chief \_\_\_\_\_, made a famous speech at Stanford University.

A.president

B.executive

C.officer

正确答案: B

6.58 \_\_\_\_\_law, taxable services refer to transportation, construction, finance, insurance and the like.

A.Due to

B.Apart from

C.According to

正确答案: C

6.59The \_\_\_\_\_ value of the art was put into perspective by the importance of the

cause.

A.money

B.monetized

C.monetary

正确答案: C

6.60 I started with my first job in 2010 and I \_\_\_\_\_ to the position of sales manager in about two years.

A.had been promoted

B.was promoted

C.have promoted

正确答案: B

6.61Mrs. Ann \_\_\_\_\_ to an important conference by the time her son arrives here.

A.will have gone

B.would have gone

C.will go

正确答案: A

6.62 \_\_\_\_\_ this coat is expensive, it will never go out of style.

A.But

B.Although

C.Unless

正确答案: B

6.63 It is necessary to develop those projects which are both \_\_\_\_\_ and environmentally friendly.

A.sociable

B.remarkable

C.profitable

正确答案: C

6.64 Even at young ages, children should learn to be \_\_\_\_\_ their own social interactions

- A. responsible for
- B. subject to
- C. suitable for

正确答案: A

6.65 Jack felt quite disappointed with the movie because he had expected \_\_\_\_\_ to be much better.

- A. that
- B. one
- C. it

正确答案: C

6.66 Online banking refers to banking activities that \_\_\_\_\_ over the Internet on a secure website.

- A. are carried out
- B. carry out
- C. will be carried out

正确答案: A

6.67 If you can supply the equipment, please do not hesitate to contact with us \_\_\_\_\_ .

- A. for return
- B. in return
- C. by return

正确答案: C

6.68 Please just fill in this form with your name and address \_\_\_\_\_ capital letters.

- A. with
- B. in
- C. at

正确答案: B

6.69 Businesses can use free \_\_\_\_\_ to build rapport and engage customers in products or services.

- A. products
- B. examples
- C. samples

正确答案: C

6.70 Mike and Bob are talking about how to make \_\_\_\_\_ of advertising to promote the products.

- A. usage
- B. use
- C. advantage

正确答案: B

6.71 You can send them gifts \_\_\_\_\_ your most loyal customers.

- A. in reply to
- B. with regard to
- C. in honor of

正确答案: C

6.72 No, not really. It is becoming more important with the ever \_\_\_\_\_ economy.

- A. grown
- B. to grow
- C. growing

正确答案: C

6.73 No matter \_\_\_\_\_ full his schedule is, he can always get time off work to be with his family.

- A. how
- B. what
- C. when

正确答案: A

6.74 I think a bus stop advertisement is a very wise choice to \_\_\_\_\_ our products.

A.launch

B.promote

C.campaign

正确答案: B

6.75 Too many debts in a company easily \_\_\_\_\_ bankruptcy.

A.result from

B.lead from

C.result in

正确答案: C

6.76 Online banking developed in the late 1990s and grew more popular over the years since it can make one's financial life much \_\_\_\_\_ to manage.

A.be easy

B.easier

C.easy

正确答案: B

21.1 The market investigation is indispensable to sales promotion. ....后文省略

21.1.1 In making market investigation, one should \_\_\_\_\_.

A.get enough information concerned

B.advertise his products

C.produce high quality goods

正确答案: A

21.1.2 The word "indispensable" in the first line means \_\_\_\_\_.

A.impossible

B.essential

C.available

正确答案: B

21.1.3 Which of the following statements is NOT true?

A.The relationship between market investigation and sales promotion is just as that of the lips and teeth.

B.Production goes before market investigation.

C.There are various ways of making market investigation.

正确答案: B

21.1.4 Making market investigation is very important because \_\_\_\_\_.

A.every producer is facing keen competition

B.it can greatly promote sales

C.both A and B

正确答案: C

21.1.5 All the following are channels to get market information EXCEPT \_\_\_\_\_.

A.to have commercial counselor's offices of our embassies stationed abroad

B.to promote the quality of our own products

C.to send trade groups abroad every now and then

正确答案: B

21.2 "Accounting errors will happen from time to time, ....后文省略

21.2.1 Accounting mistakes are inevitable even with careful handling.

A.T

B.F

正确答案: B

21.2.2 With a lot of credit sales, your company may have no cash at hand.

A.T

B.F

正确答案: A

21.2.3 It is recommended not to pay bills too soon.

A.T

B.F

正确答案: A

21.2.4 Business money and personal money can be mixed up.

A.T

B.F

正确答案: B

21.2.5 Try your best to understand your costs before you set prices for your products or services.

A.T

B.F

正确答案: A

21.3 With economic development, Chinese banks are extending services in more and more countries.....后文省略

21.3.1 To open an RMB account with the Bank of China in the USA, you must first open a(n) \_\_\_\_\_ account.

A.RMB

B.HKD

C.USD

正确答案: C

21.3.2 There is a minimum deposit requirement for \_\_\_\_\_.

A.the USD account only

B.the RMB account only

C.both the USD and the RMB accounts

正确答案: C

21.3.3 Which of the following is not valid identification documents for opening an RMB account in the USA?

A.Driver's License

B.debit card

C.health insurance card

正确答案: B

21.3.4 The daily limit for withdrawal and deposit is \_\_\_\_\_ on each transaction.

A.20,000 yuan

B.3,000 yuan

C.4,000 yuan

正确答案: A

21.3.5 For exchanging USD for RMB or exchanging RMB for USD, the daily limit is \_\_\_\_\_ worth of RMB.

A.USD \$2,000

B.USD \$3,000

C.USD \$4,000

正确答案: C

21.4 We all have those days when all we want is to crawl back in bed for a few more hours. Unfortunately, few of us have that luxury. ....后文省略

21.4.1 The main idea of the passage is how to get along with colleagues.

A.T

B.F

正确答案: B

21.4.2 Engage in a long conversation with high-energy colleagues may help you stay energized.

A.T

B.F

正确答案: B

21.4.3 Healthy refreshments can help your blood sugar levels.

A.T

B.F

正确答案: A



21.4.4If you drink enough water, you will never feel tired.

A.T

B.F

正确答案: B

21.4.5Planning a vacation out of the town will excite you and stimulate energy.

A.T

B.F

正确答案: A

21.5Information is important because it provides the facts that supply chain managers use to make decisions. ....后文省略-

21.5.1Why is information important to supply chain managers?

A.Because managers need the information to make decisions.

B.Because managers need to know what consumers want.

C.Because managers want to know the product inventory.

正确答案: A

21.5.2Which is NOT the function of information technology?

A.Information technology works to capture necessary information.

B.Information technology is used to deliver necessary information.

C.Information technology is applied to gather as much information as possible.

正确答案: C

21.5.3What is NOT considered as a necessary element of total customer service?

A.product price

B.order status

C.shipment tracking

正确答案: A

21.5.4What kind of flexibility does the information increase?

A.The flexibility to buy resources

B.The flexibility to use resources to gain strategic advantage

C.The flexibility to ask questions about resources

正确答案: B

21.5.5What is changing the relationships between buyers and sellers?

A.The available products

B.The use of the Internet to exchange information

C.The overall customer service

正确答案: B

21.6 Medical research is constantly trying to find ways to help people live longer, but is this what people want? ....后文省略

21.6.1The writer asks whether \_\_\_\_\_.

A.there is enough medical research

B.there is too much medical research

C.the right things are being researched

正确答案: C

21.6.2Most people questioned in the survey \_\_\_\_\_.

A.want to live as long as possible

B.want to live a long time if they remain healthy

C.want to live peacefully with their children

正确答案: B

21.6.3The survey found that many people don't want to \_\_\_\_\_.

A.live longer than their partners

B.live longer than their parents

C.die before their children

正确答案: A

21.6.4"Children are becoming \_\_\_\_\_."

A.healthier than their parents because of their diet and lifestyle

B.less healthy than their parents because of their diet and lifestyle

C.as healthy as their parents because of their diet and lifestyle

正确答案: B

21.6.5The writer suggests that medical research focuses on \_\_\_\_\_.

A.helping old people live longer and making young people more independent

B.helping old people live longer and making young people healthier

C.helping old people to care for themselves and making young people healthier

正确答案: C

21.7 No matter how small your business is and what industry you are in, your company has assets. From a computer to a processing plant, every single thing your company owns is an asset.....后文省略

21.7.1Accounts receivable is not physical asset.

A.T

B.F

正确答案: A

21.7.2According to the passage, assets appear on the income statement.

A.T

B.F

正确答案: B

21.7.3Every business can bring in sales without assets.

A.T

B.F

正确答案: B

21.7.4An accountant is responsible for bookkeeping.

A.T

B.F

正确答案: A

21.7.5The passage is discussing if every business has assets or not.

A.T

B.F

正确答案: B

21.8Hard sell and soft sell are important business terms and useful strategies for sales staff to know and understand. Both of them can work. ....后文省略

21.8.1What's the topic and main idea of the passage?

A.Selling Strategy – Sales Staff

B.Sales Staff – What Sales Staff Should Know

C.Selling Strategy – Hard Sell and Soft Sell Strategies

正确答案: C

21.8.2Customers often \_\_\_\_\_ hard sales tactics, thus making soft-selling more effective for success.

A.resist

B.oppose

C.object

正确答案: A

21.8.3Examples of soft sell mentioned in the passage include \_\_\_\_\_.

A.distributing free samples to customers

B.recommending products among friends

C.all the above

正确答案: C

21.8.4Making humorous advertisements is one of the approaches companies use to \_\_\_\_\_.

A.reduce selling costs

B.attract people's interests

C.avoid shortage of sales staff

正确答案: B

21.8.5According to the passage the author indicates that \_\_\_\_\_.

A.soft sell is preferred by business companies

B.hard sell is rarely resisted by customers

C.soft sell is expensive

正确答案： A

21.9Online banking refers to banking activities that are carried out over the Internet on a secure website. It developed in the late 1990.....后文省略

21.9.1Online banking refers to banking systems where you can carry out your business over the Internet on any website.

A.T

B.F

正确答案： B

21.9.2Most banks have a section in which you set up your own business.

A.T

B.F

正确答案： B

21.9.3Online banking is the quickest way to check if a transaction is done.

A.T

B.F

正确答案： A

21.9.4Online banking is more useful and easier than automated phone service.

A.T

B.F

正确答案： A

21.9.5No doubt, you have to keep a special eye on your safety or privacy online banking.

A.T

B.F

正确答案： A

24.1The doctor asked me if I had been feeling well lately.

参考答案： 医生问我最近感觉是否良好。

24.2This is the house in which we had a business meeting last month.

参考答案： 这是我们上个月开商务会议的那栋房子。

24.3Although it's expensive, the coat lasts forever and never goes out of style.

参考答案： 虽然这件外套很贵，但它经久耐用，永远不会过时。

24.4Sometimes a situation will call for a direct style of management.

参考答案： 有时情况需要直接的管理风格。

24.5It's essential to train the teachers .

参考答案： 培训教师是至关重要的。

24.6The company won't keep going unless we can improve our sales.

参考答案： 公司只有在我们能够提高销售额的情况下才能继续运营。

24.7Although we've never met before, I feel like we've known each other for a long time.

参考答案： 虽然我们以前从未见过面，但我觉得我们好像已经认识很久了。

24.8The organization started with a small number of children aged ten to twelve.

参考答案： 这个组织最初由 10 到 12 岁的少数孩子组成。

24.9The meeting when the decision was made was very important.

参考答案： 做出决定的那次会议非常重要。

24.10My employer encouraged me to improve my skills through online training.

参考答案： 我的雇主鼓励我通过在线培训提高技能。

24.11No matter which language you learn, practice is the key to mastering it.

参考答案： 无论你学哪种语言，练习是掌握它的关键。

24.12No matter where you work, your employer should have a safety program for you to follow.

参考答案： 无论你在哪儿工作，你的雇主都应该有一个供你遵循的安全计划。

24.13 She went to see the doctor whom she had visited before.

参考答案：她去看了她以前拜访过的医生。

24.14 Please tell me how I can use the computer, will you?

参考答案：请告诉我如何使用这台电脑，好吗？

24.15 The teacher with whom I work gave me great help.

参考答案：我一起工作的老师给了我很大的帮助。

24.16 She joined a company whose employees are known for their creativity.

参考答案：她加入了一家以员工创造力著称的公司。

24.17 She went to visit her friend whom she hadn't seen in years.

参考答案：她去拜访了她多年未见的朋友。

27.1 我父母叫我今晚不要出去太晚。

参考答案：My parents told me not to go out too late tonight.

27.2 如果公司削减成本，我们该怎么办？

参考答案：What should we do if the company cuts costs?

27.3 他们讨论了如何增加销售额。

参考答案：They discussed how to increase sales.

27.4 我在大学的工作总是激励我学习更多。

参考答案：My job at the university always inspires me to learn more.

27.5 老师问我是否能在明天前提交作业。

参考答案：The teacher asked me if I could submit the homework by tomorrow.

27.6 无论你做什么，你都应该尽力做到最好。

参考答案：No matter what you do, you should always try to do your best.

27.7 我记不起我把书给他的那个人的名字了。

参考答案：I can't remember the name of the person to whom I gave the book.

27.8 等我们到家的时候，妈妈已经到了。

参考答案：By the time we got home, mom had already arrived.

27.9 那位女士得到了那本她从未读过的书。

参考答案：The lady got the book which she had never read before.

27.10 我出生的那个城市非常美丽。

参考答案：The city where I was born is very beautiful.