**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? —（）

-->(You have to give a presentation on what our products are.)

4、**—But（）by SWOT? 一 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. —（）

-->(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. —（）.

-->(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?一 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. —（）

-->(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 CQverage 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. 一 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 consign ment term, normally?

27、**—We would like to place an order Ior 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’11 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?一（）**

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

32、—What does CIF refer to? —（）

-->(It refers to cost, insurance and freight)

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

—（）

-->(Your kitchenware, I suppose.)

34、—What is the criminal limit? —（）

-->(The amount exceeds 10% of the amount that he should declare.

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

-->(Why don’t we try the online ads for our products?)

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

-->(It makes the audience feel comfortable.)

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

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

38、**—You are right.How do you analyze our weaknesses? 一（）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

-->(Sorry, can you repeat the name of the company?)

40、—（） —According to law, they refer to

transportation, construction, finance,

insurance

-->(What do you mean by taxable services?)

41、—（） —Alright, I will try my best.

-->(Can you give me a ief introduction about business tax?)

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

-->(What is the deadline for tax declaration?)

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

staff.

-->(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

-->(What are intangible assets?)

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

-->(Where are your headquarters?)

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

-->(What kind of special services do you offer?)

47、—（） —Yes, certainly. We are a medium firm

with about two thousand people in two

-->(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

-->(What about the Research and Development Department?)

49、**—（）.—Well,it I5 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

-->(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、**—（）？ 一 It includes merchandise, packaging and shipping, duty if required, any**

**taxes and insurance.**

B.What does the estimate include

56、**一 Can you show me the schedule? —（）.**

C.Sure, a tight schedule as usual

57、**一 Hello!（）? —Hello, this is Michael from Tianjin Vanguard Trading Inc.**

C.Who is that?

58、**一 Hello, this is Steven Smith.Nice to hear your voice again. 一 Hi, Mr.Smith.（）the**

**coverage of your freight forwarding business?**

A.Do you know

59、**一（）？ —Yes, I will try my best.**

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

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.

-->(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 Jaw ，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.

-->(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

-->(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 （）.

-->(sheet)

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

-->(had worked)

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

-->(effective)

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

-->(engage…to…)

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

B. received

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

-->(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.

-->(profits)

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

A.where

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

-->(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 andl'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.

-->(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.

-->(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 my be accused （） criminal

-->(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

-->(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

-->(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

-->(be

exposed to)

50、Is （）possible to take a 10-minute break during

the meeting tomorrow morning?

-->(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 logîstics is more about effective and**

**（） flow of materials and information**

B.effiαent

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

-->(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 I5 becoming more important**

**with the economy.**

C.ever growing

61、Of course, I’d give you our lowest

（）.

-->(quotation)

62、**Often,teams can tackle problems more**

**quickly than（）you can accomplish on yollr own.**

A.what

63、**One of the advantages of online banking I5**

**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 I5**

**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 loternet on a secure website**

A.afe 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 yaur 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.

-->(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、**Sorne oI 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.

-->(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.

-->(whether)

88、The newly-designed ad （） brought about a

higher click through rate by the end of

-->(will

have)

89、The only thing I have is this bill （） the

publisher’s name and address （） it.

-->(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 I5 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

-->(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.

-->(promote)

99、They have signed the （） to export

textiles.

-->(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

-->(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 yau have seen.**

C.outstanding

104、This is the best business program （）has been

accomplished this year.

-->(that)

105、This will make（）easier to transfer money and

make loan payments online.

-->(it)

106、Too many debts in a company easily （）

bankruptcy.

-->(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

-->(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.

-->(will get)

114、**We willl （） 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**

**com plete the task.**

A.to be motivated

118、**When talking to people within your**

**company（）don' t s peak 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 maoager wiIl oot**

**know what consumers want，how much**

**mventory 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

-->(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.

-->(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.

-->(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.

-->(operating)

136、Your T shirts found a ready market in the

eastern part of our country （） 2014.

-->(in)

137、（） a vacation is always a good way to get

relaxation and refreshment.

-->(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 I5 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 means knowing...**

2、**Hard sell and soft sell are important bu...**

3、**In business,people have to deal in perso...**

4、**It takes a lot of time and effort to dev...**

5、**Last week , Jack Ma called for a new “e...**

6、**No matter how small your business is and...**

7、**The biggest mistake a workplace leader c...**

8、**The Importance of Information in the Sup...**

1、**Being an effective manager means knowing**

**when to use the right management style.**

1. Being an effective manager lies in knowing the

right（）.

-->C. management style

2. Which of the following is NOT mentioned as a

focus of different management styles?

-->B.

Customers.

3. Which of the following can’t be inferred from the

passage?

-->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.

-->C. inspired

5. If you want to speed up a project and choose the

best process for completing that project, you can

resort to（）.

-->A. team work2、**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?

-->C.Sel1ing Strategy - Hard Sell and Soft

Sell Strategies

22.Customers often （）hard sales tact1cs ，thus

making soft-selling more effective for

success.

-->A.resist

23.Examples of soft sell mentioned in the passage

include（）

-->C.all the above

24.Making humorous advertisernents is one of the

approaches companies use to （）

-->B.attract

people's interests

25.According to the passage the author indicates

that （）

-->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（）.

-->C.dealing with

people in business

22.The language you use when talking with people

in businessi,decided by（）.

-->A.your relationship

with the particular person

23.People usually form an impression of you from

（）.

-->B.your language and manners

24.Good manners in your culture may be

considered bad manners in another.Good manners

in this statement mean.

-->A.to behave politely

25.The message of the article I5 that

（）.

-->A.dealing with people successfully in

business I5 not easy

4、**It takes a lot of time and effort to develop and**

**maintain**

26.This article mainly talks about（）.

-->A.some

marketing strategies

27.You are suggested in the second paragraph to

（）.

-->B.find allies with someone else

28.To embrace user-generated content does good at

（）.

-->C.Carrying out advertisement

29.Which of the following is NOT a way of helping

customers solve a problem?

-->C.having dinner

with customers

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

-->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（）.

-->B.

success of small business online

22. Digital obsession in the second paragraph refers

to（）.

-->C. passion on Internet business

23. Which is NOT true according to the third

paragraph?

-->B. The lnternet makes people harder

to sell products and buy goods .

24. China and India need to （）.

-->A. find a new

model by using science and technology

25. What is the author' s attitude to China' s

development of online business?

-->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?

-->B. Accounts receivable.

2. According to the passage, where do the assets

appear?

-->A. The balance sheet

3. What do you think an accountant is responsible

for?

-->C. An accountant is responsible for

bookkeeping.

4. According to the passage, which of the following

is INCORRECT?

-->C. Every businesscan bring in

sales without assets.

5. What is the passage discussing

about?

-->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 ...**

2、**Headhunters or executive search firms sp...**

3、**here are eight traditional functions of ...**

4、**International trade is the exchange of g...**

5、**Junior Achievement is an international m...**

6、**Logistics is the physical flow process o...**

7、**Online banking refers to banking activit...**

8、**The Basics of Import and Export**

9、**The marketing mix consists of the four P...**

10、**There are eight traditional functions of...**

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.

-->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,bridges,and new homes

possible.

-->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.

--> T

2. Every kind of goods and services can be found

on the global market.

-->F

3. A product that is bought from the global market

is an export.

-->F

4. International trade may easily affect world

economy.

--> T

5. Political change in one country has nothing to do

with international trade.

-->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.

--> {T; F}

2. Junior Achievement was started by two business

leaders in Massachusetts.

-->F

3. Classes during school hours have been available

in Junior Achievement for more than 60 years.

-->F

4. Junior Achievement has been worldwide since

1919.

-->F

5. Volunteers of Junior Achievement teach about

the American and world economies and business

operations.

--> 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.

--> T

2. Administration of information and

standardization are needed during the transfer

process.

--> T

3. Storage creates the location value for goods.

-->F

4. The same goods can be valued differently at

different times and locations.

--> T

5. Large packages of goods should always be cut

into smaller parts to create added value.

-->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：TTFFF

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.

--> T

2. Customers’ satisfaction matters greatly to a

product.

--> T

3. The price of a product must be exactly the same

as rival products in the same market.

-->F4. To make your product known to the public,

advertising is the only consideration you need to

take into account.

-->F

5. A product can reach customers, according to the

text, through retail outlets, hire purchase, mail order

and online sales.

-->F

10、**There are eight traditional functions of**

**marketing:**

26. 1t 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）

**交际用语（单选题）**

1. -Don't take too long at the coffee shop. It's 14:15.

-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.I see. We have 30 minutes left.(V)  
2、-Have you been to Paris?

-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.No, it was a long time ago.(V)  
3、-Have you ever been to Tokyo?

-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.No, but I hope to go there next year.(V)  
4、-Hello, I'm Harry Potter.

-Hello, my name is Charles Green, but\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.call me Charles(V)  
5、-How are you feeling now?

- \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.Much better.(V)  
6、-I'm terribly sorry that I've spilled some coffee on the table.

-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.It doesn't matter.(V)  
7、-I've started my own software company.

-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.No kidding! Congratulations!(V)  
8、-It's getting dark. I'm afraid I must be off now.

-OK. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.See you.(V)  
9、-Let me introduce myself. I'm Steward．

-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.Pleased to meet you.(V)  
10、-Let's go to the library this afternoon.

-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.That's a good idea.(V)  
11、-Lily complains that she has never got any mail.

-\_\_\_\_\_\_\_\_\_\_\_\_\_\_. I will write her right away.  
正确选项1.That's too bad(V)  
12、-Nice weather, isn't it?

-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.Yes, it is,(V)  
13、-So sorry to trouble you.

-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.It's a pleasure.(V)  
14、-What's the weather like in that area?

-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.It's rainy.(V)  
15、-What's wrong with you,dear?

 -\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
正确选项1.I have a terrible headache.(V)

**词汇与结构（单选题）**

1、\_\_\_\_\_ of Professor Smith's have arrived here.  
正确选项1.Two students(V)  
2、\_\_\_\_\_, some quality management system failures do make headlines.  
正确选项1.Unluckily(V)  
3、\_\_\_\_\_\_\_\_\_ you change your mind, I won't be able to help you.  
正确选项1.Unless(V)  
4、A car hit her when she was walking \_\_\_\_\_\_ the road.  
正确选项1.across(V)  
5、A recent \_\_\_\_\_\_\_ showed 68% of citizens were in favour of the plan.  
正确选项1.survey(V)  
6、Are these shoes \_\_\_\_ for you?  
正确选项1.large enough(V)  
7、Community workers come to \_\_\_\_\_\_\_ rice, vegetables, and other food.  
正确选项1.distribute(V)  
8、Even in small companies, computers are an \_\_\_\_\_\_ tool.  
正确选项1.essential(V)  
9、He used to \_\_\_\_\_\_ very hard when he was young.  
正确选项1.work(V)  
10、He was the first person to \_\_\_\_\_\_\_ the construction of the bridge.  
正确选项1.propose(V)  
11、I bought a new car last month, but I \_\_\_\_\_\_ my old car yet.  
正确选项1.have not sold(V)  
12、I took it for \_\_\_\_\_\_\_ that you wouldn't come here again.  
正确选项1.granted(V)  
13、I was trying to get into the \_\_\_\_ bus when I heard a voice from behind.  
正确选项1.crowded(V)  
14、I've read \_\_\_\_\_ today.  
正确选项1.something special(V)  
15、It is one of the best concerts I \_\_\_\_\_\_\_\_\_\_\_\_.  
正确选项1.have ever been to(V)  
16、It was in Johnson's hotel \_\_\_\_\_ the business meeting was held last year.  
正确选项1.that(V)  
17、Mary's father is very pleased \_\_\_\_ her.  
正确选项1.with(V)  
18、Mike is \_\_\_\_\_\_ an honest worker \_\_\_\_\_\_ we all believe him.  
正确选项1.such…that(V)  
19、Normally, the price \_\_\_\_\_\_\_\_\_\_\_\_ be marked on the shelf.  
正确选项1.is supposed to(V)  
20、On Saturday afternoon, Mrs. Green went to the market, \_\_\_\_\_\_\_ some bananas and visited her friend.  
正确选项1.bought(V)  
21、Such events \_\_\_\_\_\_\_ only when the external conditions are favourable.  
正确选项1.occur(V)  
22、That dinner was the most expensive meal we \_\_\_\_\_\_\_\_\_\_.  
正确选项1.had ever had(V)  
23、The \_\_\_\_\_\_\_ store has recently installed a new booking system.  
正确选项1.chain(V)  
24、The book \_\_\_\_\_ Mike's. It has his name on it.  
正确选项1.must be(V)  
25、The box was \_\_\_\_\_\_\_ heavy for me to lift.  
正确选项1.too(V)  
26、The child \_\_\_\_\_\_ fluent French.  
正确选项1.speaks(V)  
27、The company made a \_\_\_\_\_\_\_ of $309,000 last year.  
正确选项1.profit(V)  
28、The government \_\_\_\_\_ do something about these companies especially when food safety is concerned.  
正确选项1.should(V)  
29、The machine \_\_\_\_\_this morning for no reason.  
正确选项1.broke down(V)  
30、The news \_\_\_\_\_ we are having a holiday tomorrow is not true.  
正确选项1.that(V)  
31、The underground connection system is \_\_\_\_\_\_\_ two levels.  
正确选项1.made up of(V)  
32、There are \_\_\_\_\_ flowers in the garden.  
正确选项1.two little yellow(V)  
33、They \_\_\_\_\_ leave next Friday.  
正确选项1.decided to(V)  
34、They set up a branch in Chongqing to \_\_\_\_\_\_\_\_\_ air conditioners.  
正确选项1.manufacture(V)  
35、This was the first time she saw him \_\_\_\_\_\_\_\_\_\_\_\_.  
正确选项1.in person(V)  
36、Ultimately, marketing is designed to \_\_\_\_\_ extra revenue.  
正确选项1.bring in(V)  
37、While I was skiing, I \_\_\_\_\_\_\_ and broke my wrist.  
正确选项1.fell(V)  
38、You can of course help the local school by giving them a \_\_\_\_\_\_\_\_ directly.  
正确选项1.donation(V)

**阅读理解（单选题）**

Human Resource Management (HRM) is the process of managing people and their relationships in an organization. These two processes are important in the success and growth of a business. In manag省略...  
1、\_\_\_\_\_\_\_\_\_\_\_\_ is NOT mentioned in the text about the success of HRM.  
正确选项1.Training(V)  
2、\_\_\_\_\_\_\_\_\_\_\_\_is / are important in the success of a business.  
正确选项1.The process of managing people and their relationships(V)  
3、According to the passage, it is important for the employees to know the career path, pay, training and other opportunities through \_\_\_\_\_\_\_\_\_.  
正确选项1.policies(V)  
4、The most important component of HRM is\_\_\_\_\_\_\_\_\_.  
正确选项1.staffing(V)  
5、We can use \_\_\_\_\_\_\_\_\_ to evaluate career improvement and to determine pay increases.  
正确选项1.performance management(V)  
  
I'm Michael Bush, Managing Director of Hoogle Engineering. I am pleased to welcome you here to our website and I'd like to tell you a little about the company and its organization. Hoogle Engineering 省略...  
1、Hoogle Engineering was set up in \_\_\_\_\_\_\_\_.  
正确选项1.the twentieth century(V)  
2、People in a flat structure usually work in \_\_\_\_\_\_\_\_.  
正确选项1.teams(V)  
3、There are many different \_\_\_\_\_\_\_\_ of management in a tall structure.  
正确选项1.levels(V)  
4、Which is the best title for the passage？  
正确选项1.Organization Structure in Hoogle Engineering(V)  
5、Which of the following statements is NOT true according to the passage？  
正确选项1.the author thinks the two structures have the same functions(V)  
  
Uncle Li and Uncle Wang are good friends. They live next to each other and their farms are both at the foot of the mountain. So they can help each other. But neither of them likes to use his head. The省略...  
1、The two farmers carried the apples to the city to \_\_\_\_\_\_\_\_\_.  
正确选项1.make a profit(V)  
2、The two farmers had to sell their apples at a low price because \_\_\_\_\_\_\_\_.  
正确选项1.a lot of apples had been already carried to the city(V)  
3、Uncle Li and Uncle Wang live in the low and broken houses because \_\_\_\_\_\_\_\_\_.  
正确选项1.they're both poor(V)  
4、Uncle Li and Uncle Wang were unhappy because \_\_\_\_\_\_\_\_\_.  
正确选项1.they had sustained losses in business(V)  
5、Which of the following is true?  
正确选项1.Neither of the farmers is clever.(V)

**阅读理解（判断题）**  
English is spoken as a native language by around 377 million people, and as a second language by around 375 million speakers in the world. Speakers of English as a second language will soon outnumber 省略...  
1、American explorers sailed all over the world and took English to many places.  
正确选项1.F(V)  
2、English is the most widely used language in the world according to the second paragraph.  
正确选项1.T(V)  
3、English will maintain its dominance because of its language advantage.  
正确选项1.F(V)  
4、The first paragraph shows that English has the largest population of native speakers in the world.  
正确选项1.F(V)  
5、The Hollywood films flooded the market because people in the world love English films.  
正确选项1.F(V)  
  
I think the most terrible thing in life for my little brother is getting up in the morning. He is almost sick when my mother calls, "Herbert! It's seven o'clock! Get up!"Herbert answers, "I'm 省略...  
1、My mother often has to go upstairs and pull Herbert out of bed as he refuses to get up.  
正确选项1.T(V)  
2、Sometimes we have to send for a military band to wake Herbert up.  
正确选项1.F(V)  
3、The most terrible thing in life for my little brother is going to school.  
正确选项1.F(V)  
4、The writer thinks some day Herbert will learn to get up on time.  
正确选项1.F(V)  
5、When mother calls, Herbert doesn't answer and remains in bed.  
正确选项1.F(V)  
  
To save money, you simply need to spend less than you earn. It is easy to say, but why is it so difficult to do? To answer this question, you need to study the factors that keep you spending all the t省略...  
1、Always pay attention to your budget while spending.  
正确选项1.T(V)  
2、For most people, easy access to credit is the biggest reason for overspending.  
正确选项1.T(V)  
3、Using a credit card to pay is spending free money.  
正确选项1.F(V)  
4、Using credit card is an effective way to get your spending under control.  
正确选项1.F(V)  
5、You have to pay for the credit card loans by the end of each month.  
正确选项1.T(V)

单元自测1

(1)—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

—We have three major divisions: Operations, Sales and Marketing, Finance and Administration.

 【答案】How many departments do we have?

(2)— \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

— No, sorry, I didn't know the rule about punching in.

 【答案】Didn't you punch in this morning, Wendy?

(3)— I'm leaving for Shanghai tomorrow.

— \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 【答案】Have a pleasant trip!

(4)— I suppose there'll be a lot of arguments.

— \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 【答案】I should imagine so.

(5)— I wish you success in your career.

—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 【答案】The same to you.

(1)Leave the reference books behind, \_\_\_\_\_\_\_\_\_\_ you won't be able to think independently.

【答案】or

(2)A bus driver \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ the safety of his passengers.

【答案】is responsible for

(3)I am \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_your early coming.

【答案】looking forward to

(4)The programme gives students the \_\_\_\_\_\_\_\_\_\_\_to learn more about global warming.

【答案】opportunity

(5)My friend invited me \_\_\_\_\_\_\_\_\_\_ the art club, and I accepted it with pleasure.

【答案】to join

(6)A number of boys \_\_\_\_\_\_\_\_\_\_\_\_absent some time during the term.

【答案】have been

(7)The key\_\_\_\_\_\_\_\_\_ successful implementation is clearly communicating the strategy to the whole company.

【答案】to

(8)This is the man \_\_\_ last night.

【答案】whom I saw

(9)— Who should be responsible for the accident?

— The boss, not the workers. They just carried out the order\_\_\_\_\_\_\_.

【答案】as told

(10)He will write to me as soon as he \_\_\_\_\_\_\_\_ home.

【答案】 returns

(1)****二、阅读理解****

****阅读下面的文章，根据文章内容，完成相应的选择题。****

****Organization Structure in Hoogle Engineering****

　　I'm Michael Bush, Managing Director of Hoogle Engineering. I am pleased to welcome you here to our website and I'd like to tell you a little about the company and its organization. ......后文省略

【答案】BBCBA

(2)****二、阅读理解****

****阅读下面的文章，根据文章内容判断文章后的句子是正确（T）还是错误（F）。****

****Managing Oneself****

　　We live in an age full of opportunities: If you are smart enough, and have got ambition and keep pushing forward, you can rise to the top of your chosen profession, no matter where you started out........后文省略

【答案】FFFTF

(3)****二、完型填空。****

操作提示：通过题目中的下拉选项框选择恰当的词语补全填空。

　　Joachim's vision is based on an idea called pleaching (编织), where tree branches are grown so that they naturally weave together. Since the growth patterns of trees are by wind and sunlight, it may be possible to control the way a tree develops.......后文省略

【答案】BCACC

(4)****二、翻译****

****为下面的句子选择正确的翻译。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1.If you are smart enough, and have got ambition and keep pushing forward, you can rise to the top of your chosen profession.

2. It's up to you to strive for your place, to keep yourself engaged and productive during a working life that may last around 50 years.

3. They are so unusual both in their talents and their accomplishments as to be considered rare exceptions.

4. We will have to place ourselves where we can make the greatest contribution.

5. Some are still nervous about losing their jobs despite the low wages.

【答案】CBACA

(5)****二、听力理解****

****听对话录音，根据对话内容完成下方题目。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1.The two speakers are \_\_\_\_\_\_\_\_\_.

2. There are divisions in the company \_\_\_\_\_\_\_\_\_.

3. Customer Service is a part of division \_\_\_\_\_\_\_\_\_.

4. The Sales and Marketing includes departments \_\_\_\_\_\_\_\_\_.

5. The director of the Sales and Marketing is now \_\_\_\_\_\_\_\_\_.

【答案】BABCC

(6)****二、听力理解****

****听对话录音，根据对话内容判断正误。****

操作提示：句子正确选择下拉选项框为“T”；句子错误选择下拉选项框为“F”。

Wendy punched in this morning.

2. They need to punch out after work.

3. They need to work overtime.

4. They can wear casual clothes when going out on a sales call.

5. They can use office phones for personal matters.

【答案】FTTFF

单元自测2

(1)—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

—She gave two weeks.

【答案】How much time did she give?

(2)—Could I help you with your heavy box? You are so tired

— \_\_\_\_\_\_\_\_\_\_\_\_\_ I can manage it.

【答案】No. thanks.

(3)—I'm more than happy to go out this weekend.

—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ We've got so much work to do at that time.

【答案】Forget it.

(4)—How did you find your visit to Qingdao, Joanna?

—\_\_\_\_\_\_\_\_\_\_\_\_\_

【答案】Oh, wonderful indeed.

(5)— Sorry, I made a mistake again.

—\_\_\_\_\_\_\_\_\_ Practise more and you’ll succeed.

【答案】Never mind.

(1)If you need further information, please \_\_\_\_\_\_\_ our office.

【答案】contact

(2)The \_\_\_\_\_\_\_ was only sentenced to pay a fine of $10,000.

【答案】criminal

(3)The light is too \_\_\_\_\_\_\_ for me to read. I can not stand any more.

【答案】dim

(4)He gave up his study in college in \_\_\_\_\_\_\_.

【答案】despair

(5)I took it for \_\_\_\_\_\_\_ that you wouldn't come here again.

【答案】granted

(6)It's \_\_\_\_\_\_\_\_\_\_\_ to point to or talk about strangers in publi【答案】

【答案】not polite

(7)\_\_\_\_\_\_\_\_\_\_ important it is for kids to imagine freely!

【答案】How

(8) –\_\_\_\_\_\_\_\_\_\_ father took part in the charity activity in the neighbourhood yesterday?

– Peter's.

【答案】Whose

(9) I heard that you really had a wonderful time at John's birthday party, \_\_\_\_\_?

【答案】didn't you

(10)Under no circumstance \_\_\_\_\_ to tell lies to parents.

【答案】are children allowed

(1)****二、阅读理解****

****阅读下面的文章，根据文章内容，完成相应的选择题。****

****Human Resources Management****

　　Human Resources Management (HRM) is the process of managing people and their relationships in an organization. These two processes are important in the success and growth of a business.......后文省略

【答案】BABCC

(2)****二、阅读理解****

****阅读下面的文章，根据文章内容判断文章后的句子是正确（T）还是错误（F）。****

****“War for Talent” Goes on in Job Market****

　　The “war for talent” reads like headlines from many years ago, but it has never gone away, says Eleanor Nickerson, director of UK operations for Top Employers. Many companies they have researched are short of talents. Though the companies may receive many applications, they cannot find the people they want.

......后文省略

【答案】FFTTF

(3)****二、完型填空。****

操作提示：通过题目中的下拉选项框选择恰当的词语补全填空。

　　When it comes to selecting candidates through interview, more often than not the decision is made with the first five munutes of a meeting. Yet employers like to themselves that they are being exceptionally thorough in their selection processes. In today's marketplace, theof staff is fundamental to the company's success and, as a result, recruiters use all means at their disposal to secure the best in the field.......后文省略

【答案】BCABA

(4)****二、翻译****

****为下面的句子选择正确的翻译。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1.Though they have a lot of applicants, they can't find the people they want.

2. Practising more is the key to leaning a language.

3. Some are still nervous about losing their jobs despite the low wages.

4. The teacher pointed out the grammar mistakes in the writing.

5. How will the evaluation of these investments be carried out?

【答案】BAACA

(5)****二、听力理解****

****听对话录音，根据对话内容判断正误。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1.What is the possible relationship between the two speakers?

2. What is the opinion of the female speaker about high salaries?

3. Who controls overtime work?

4. FAIR in fair wages means \_\_\_\_\_\_\_\_\_\_.

5. The topic of the dialog is about \_\_\_\_\_\_\_\_\_\_.

【答案】BCBAC

单元自测3

(1)— Is it more advisable to upgrade our present facilities than taking the risk of opening a new park?

— \_\_\_\_\_\_\_\_\_\_\_\_

 【答案】I don't think so.

(2)— Is it possible for you to expand business there?

— \_\_\_\_\_\_\_\_\_\_\_\_\_

 【答案】Yes, I think so.

(3)— I wonder if I could use your computer tonight?

— \_\_\_\_\_\_\_\_\_

 【答案】Sure, go ahead.

(4)— Are you going on holiday for a long time?

— \_\_\_\_\_\_\_\_\_\_\_\_\_

 【答案】No. Only a couple of days.

(5)— In what form will you take the investment?

— \_\_\_\_\_\_\_\_\_\_\_\_

 【答案】We'll contribute a site and the required premises.

(1)They are trying to \_\_\_\_\_\_\_\_\_\_ the waste discharged by the factory for profit.

 【答案】exploit

(2)The manager urged his staff not to \_\_\_\_\_\_\_\_\_\_the splendid opportunity.

 【答案】miss

(3)Purchasing the new production line will be a \_\_\_\_\_\_\_\_\_\_ deal for the company.

 【答案】profitable

(4)A budget is an estimation of the \_\_\_\_\_\_\_ and \_\_\_\_\_\_\_ over a specified future period of time.

 【答案】revenue; expenses

(5)Rent, electricity and insurance are all examples of the company's \_\_\_\_\_\_\_\_.

 【答案】overhead

(6)Let's discuss these problems at the meeting, \_\_\_\_\_\_\_\_?

 【答案】shall we

(7)If the building project \_\_\_\_\_\_\_\_\_\_ by the end of this month is delayed, the construction company will be fined.

 【答案】to be completed

(8)John as well as Mike \_\_\_\_\_\_\_\_\_\_ just been back from an important meeting.

 【答案】has

(9)You can go out, \_\_\_\_\_\_\_\_\_\_ you promise to be back before 12 o'clock.

 【答案】as long as

(10)They recommended that the amusement park\_\_\_\_\_\_\_\_.

 【答案】be extended

(1)****二、阅读理解****

****阅读下面的文章，根据文章内容，完成相应的选择题。****

****Three Steps to a Good Marketing Budget****

　Without good budget management, you are likely to overspend on marketing accidentally. Here are three steps that help to make a good marketing budget.

****Step 1: Organize financial information**** 　......后文省略

【答案】BCABC

(2)****二、阅读理解****

****阅读下面的文章，根据文章内容判断文章后的句子是正确（T）还是错误（F）。****

****Save Money by Understanding Why You Spend It****

　　To save money, you simply need to spend less than you earn. It is easy to say, but why is it so difficult to do? To answer this question, you need to study the factors that keep you spending all the time.

　......后文省略（这道题注意看问题）

1.For most people, easy access to credit is the biggest reason for overspending.

2. You have to pay for the credit card loans by the end of each month.

3. Using a credit card to pay is spending free money.

4. Getting credit cards from various banks and using the overdraft to the limit can help you “spend to feel good”.

5. Always pay attention to your budget while spending.

【答案】TTFFT

(3)****二、阅读理解****

****阅读下面的文章，根据文章内容判断文章后的句子是正确（T）还是错误（F）。****

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****Easy access to credit****

　......后文省略（这道题注意看问题）

1.You have to pay for the credit card loans by the end of each month.

2. Using a credit card to pay is spending free money.

3. It's easy to get a credit card but hard to make ends meet.

4. If you suffer from a deficit this month, you simply have to pay it off by the original amount in the future.

5. “Spending to feel good” means keeping your spending within the budget.

【答案】TFTFT

(4)****二、完型填空。****

操作提示：通过题目中的下拉选项框选择恰当的词语补全填空。

　　Many people who work in London prefer to live outside it, and to go to their offices, factories or schools every day by train or by bus, even though this means they have to get up earlier in the morning and home later in the evening.......后文省略

【答案】AACBB

(5)****二、翻译****

****为下面的句子选择正确的翻译。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1.The cost of the new project will go over budget.

2. How will the evaluation of these investments be carried out?

3. A credit card is an interest free short-term loan.

4. Assessing the data is a vital part of creating an effective marketing strategy.

5. We should discourage people from using their cars in the city centers.

【答案】ABACC

单元自测4

(1)— How did you miss your train?

—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 【答案】Well, I was caught in the traffic jam.

(2)— I've started my own software company.

—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 【答案】No kidding! Congratulations!

(3)— I'm dog tired. I can't walk any further, Tommy.

— \_\_\_\_\_\_, Jenny. You can do it.

 【答案】Come on

(4)— It's getting dark. I'm afraid I must be off now.

— OK. \_\_\_\_\_\_\_\_\_

 【答案】See you.

(5)— Would you like some more beer?

— \_\_\_\_\_\_\_\_\_，please.

 【答案】Just a little

(1)We \_\_\_\_ the last bus and didn't have any money for taxi, so we had to walk home.

 【答案】missed

(2)— When do we have to pay the bill?

—\_\_\_\_ December 30.

 【答案】By

(3)In Beijing, the best season in a year is probably\_\_\_\_\_\_\_\_\_\_autumn.

 【答案】late

(4)Many factors both at home and abroad \_\_\_\_\_ the bankruptcy of the multinational corporation.

 【答案】contributed to

(5)I \_\_\_\_\_\_ to know how often the bus runs during rush hour.

 【答案】happen

(6)Bring me a glass of beer, \_\_\_\_\_ ?

 【答案】will you

(7)Raising pigs\_\_\_\_\_ my job at that time.

 【答案】was

(8)Can you tell me how \_\_\_\_\_\_ to the railway station, please?

 【答案】to get

(9)I bought a new car last month, but I \_\_\_\_\_\_ my old car yet.

 【答案】have not sold

(10)I didn't finish my homework. Neither \_\_\_\_\_\_.

 【答案】did he

(1)****二、阅读理解****

****阅读下面的文章，根据文章内容，完成相应的选择题。****

****Road Closure Procedures in Sydney****

　　To minimize traffic jams in the city center and on major roads out of Sydney, the City's highway department will not agree to road closures scheduled for weekdays or Saturdays. On minor roads outside the city center, weekdays and Saturdays may be considered. You must apply for approval to do roadwork and other road-related activities, 　......后文省略

【答案】CBABA

(2)****二、阅读理解****

****阅读下面的文章，根据文章内容判断文章后的句子是正确（T）还是错误（F）。****

****Road Closure Procedures in Sydney****

　　To minimize traffic jams in the city center and on major roads out of Sydney, the City's highway department will not agree to road closures scheduled for weekdays or Saturdays. On minor roads outside the city center, weekdays and Saturdays may be considered. You must apply for approval to do roadwork and other road-related activities, tree cutting and use of very large construction machinery......后文省略

【答案】FTFTF

(3)****二、阅读理解****

****阅读下面的文章，根据文章内容判断文章后的句子是正确（T）还是错误（F）。****

****Beijing's Roads for the Future****

　　The road system in Beijing's central business district (CBD) is being re-designed to make public transportation easy and improve efficiency.

　　Plans for 4roads within the CBD have been approved, measuring 41.kilometers in total. In addition to public buses, free or low price shuttle buses from residence areas to subway stations will also be provided for commuters.　......后文省略

【答案】TFFTF

(4)****二、阅读理解****

****阅读下面的文章，根据文章内容，完成相应的选择题。****

****Beijing's Roads for the Future****

　　The road system in Beijing's central business district (CBD) is being re-designed to make public transportation easy and improve efficiency.

　　Plans for 4roads within the CBD have been approved, measuring 41.kilometers in total. In addition to public buses, free or low price shuttle buses from residence areas to subway stations will also be provided for commuters.　......后文省略

【答案】BCBAC

(5)****二、完型填空。****

操作提示：通过题目中的下拉选项框选择恰当的词语补全填空。

　　It's very interesting to study names of different countries. Chinese names are different from foreign names. Once an English lady came to me. When I was introduced to her she said, “Glad to meet you, Miss Ping.” Then she gave me her name card with three words on it: “Betty J. Black”. So I said, “Thank you, Miss Betty.” We looked at each other and laughed heartily. Later I found that the English 　......后文省略

【答案】CAAAA

(6)****二、翻译****

****为下面的句子选择正确的翻译。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1．We should discourage people from using their cars in the city centers.

2．Car owners may probably be against it at first, but people who use public transportation will be in favor of it.

3．You must apply for approval to do roadwork and other road-related activities.

4．The first underground floor is set aside mainly for pedestrians and commercial facilities, while the second underground floor is planned for parking.

5.The area of grass should be kept short to deny pests a place to live.

【答案】CBBAA

(7)****二、听力理解****

****听对话录音，根据对话内容判断正误。****

1.How many people were fined for breaking traffic rules?

2. Who got the biggest fine?

3. Helen was fined for \_\_\_\_\_\_\_\_\_\_.

4. How long did Mike's friend have his driving license suspended?

5. Crackdown means \_\_\_\_\_\_\_\_\_\_.

【答案】CBABC

单元自测5

(1)— Do you mind if I smoke here?

—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

【答案】Yes, better not.

(2)— Jack won't like the film, you know.

—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ I don't care what Jack thinks!

【答案】So what?

(3)—What do you think about Japanese food?

—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

【答案】Overall, the diet there is a healthy one-- low fat.

(4)— If you invite a Muslim to dinner, what are you advised not to order for him?

— \_\_\_\_\_\_\_\_\_\_\_\_\_

【答案】pork.

(5)— What vegetables are in season now?

— Radish and carrot，\_\_\_\_\_.

【答案】I think

(1)I don't think anyone can accuse him \_\_\_\_\_\_\_\_\_\_\_\_ not being honest.

【答案】of

(2)The machine \_\_\_\_\_this morning for no reason.

【答案】broke down

(3)A vegetarian diet consists of the following EXCEPT \_\_\_\_\_\_\_\_\_\_\_.

【答案】meat

(4)I'm used to\_\_\_\_\_\_\_\_\_\_\_\_up early now.

【答案】getting

(5)We have spent all of our spare time, \_\_\_\_\_\_ , our spare money, on the project.

【答案】as well as

(6)\_\_\_\_\_ is known to all, too much fat causes heart problems.

【答案】As

(7)— Does she speak French or German?

— She doesn't, \_\_\_\_\_.

【答案】either

(8)This is the book \_\_\_\_\_\_I have learned a lot.

【答案】from which

(9)I \_\_\_\_\_\_\_\_ a book when the telephone\_\_\_\_\_\_.

【答案】was reading…rang

(10)All things \_\_\_\_\_\_ ，the planned flight will have to be can celled.

【答案】considered

(1)****二、阅读理解****

****阅读下面的文章，根据文章内容，完成相应的选择题。****

****Food Safety****

A question that often troubles food companies is how to control problems like rats and insects without harming the food. Pest control experts say poisons should never be used where they may enter food. They say the first line of defense against pests is to clean the places where the food is handled or stored.　......后文省略

1.Where, according to Pest control experts, should poisons never be used?

2. From the text, we know that like chlorine, iodine or bromine are all \_\_\_\_\_\_\_\_\_\_.

3. Outer walls are built \_\_\_\_\_\_\_\_\_\_\_.

4. Why is it necessary for supervisors to make a list of pest control measures?

5. The responsibilities of a food and drug administration bureau is \_\_\_\_\_\_\_\_\_\_.

【答案】ABACA

(2)****二、阅读理解****

****阅读下面的文章，根据文章内容，完成相应的选择题。****

****Food Safety****

A question that often troubles food companies is how to control problems like rats and insects without harming the food. Pest control experts say poisons should never be used where they may enter food. They say the first line of defense against pests is to clean the places where the food is handled or stored.　......后文省略

1.According to pest control experts, why should poisons never be used in food companies?

2. What is the first line of defense against pests?

3. How can floors, food preparation surfaces and tools be disinfected?

4. Why should attention be paid to outer walls?

5. What dose the passage mainly talk about?

【答案】ABCAC

(3)****二、阅读理解****

****阅读下面的文章，根据文章内容判断文章后的句子是正确（T）还是错误（F）。****

****The International Food Safety Authorities Network (INFOSAN)****　　With the rapid globalization of food production and trade, international issues related to food safety are likely to increase. Food safety authorities all over the world have realized that food safety problems should be carried out at both national and international levels. There is a pressing need for exchanging routine information on food safety issues, and sharing experiences and information quickly when a food safety related event takes place.　......后文省略

【答案】TFTTF

(4)****二、阅读理解****

****阅读下面的文章，根据文章内容，完成相应的选择题。****

****The International Food Safety Authorities Network (INFOSAN)****

With the rapid globalization of food production and trade, international issues related to food safety are likely to increase. Food safety authorities all over the world have realized that food safety problems should be carried out at both national and international levels. There is a pressing need for exchanging routine information on food safety issues, and sharing experiences and information quickly when a food safety related event takes place.　......后文省略

【答案】BCACA

(5)****二、完型填空。****

操作提示：通过题目中的下拉选项框选择恰当的词语补全填空。

　　Fruit is good for people. Many people eat some every day. Mr. Black and Mrs. Black like fruit very much and every Monday Mrs. Black goes to buy some fruit in the shop near her house. The man in the shop knows her well and helps a lot. She can buy allof fruit there, like apples, pears, oranges and bananas. In different time of the year the of each kind of fruit is not the, sometimes high, something low. Mrs. Black likes to buy cheap fruit. But Mr. Black likes bananas only. She buys bananas for him every week. She only buys cheap for herself.

【答案】ACBCA

(6)****二、翻译****

****为下面的句子选择正确的翻译。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1.Not only does the offending company suffer losses, but the whole milk market suffers a sharp drop in sales.

2. But at the moment the industrial standards are too low to stop these problems from occurring.

3. A question that often troubles food companies is how to control problems like rats and insects without harming the food.

4. The area of grass should be kept short to deny pests a place to live.

5. Community service is a way for a person to give back to a community in which they live.

【答案】CBBAB

(7)****二、听力理解****

****听对话录音，根据对话内容判断正误。****

操作提示：句子正确选择下拉选项框为“T”；句子错误选择下拉选项框为“F”。

Helen is worried about food safety.

2. So far, the contaminated baby milk hasn't caused any deaths yet.

3. Food incidents occur not as often nowadays as before.

4. Food safety is an old problem.

5. Public confidence in the milk industry will be back soon.

【答案】TFFTF

(8)****二、听力理解****

****听对话录音，根据对话内容完成下方题目。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1.The problem with Koukou Old Yogurt is that it contains \_\_\_\_\_\_\_\_\_\_.

2. We can infer from the dialog that lead is \_\_\_\_\_\_\_\_\_\_.

3. According to Michael, food safety problems can't be prevented because \_\_\_\_\_\_\_\_\_\_.

4. Melinda's solution to the food safety problem is \_\_\_\_\_\_\_\_\_\_.

5. In the dialog, *send a clear message* to means to \_\_\_\_\_\_\_\_\_\_.

【答案】CACAB

(9)****二、听力理解****

****听对话录音，根据对话内容判断正误。****

操作提示：句子正确选择下拉选项框为“T”；句子错误选择下拉选项框为“F”。

Michael is still drinking Koukou Old Yogurt these days.

2. Industrial gelatin has reportedly been added into Koukou Old Yogurt.

3. There are heavy metals in the yogurt under discussion.

4. Food safety issues seem to be somewhat outstanding nowadays.

5. At present people eat very little processed food.

【答案】FTTTF

单元自测6

(1)—Anything else?

—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

【答案】Moreover, we provide education relating to depression and anxiety.

(2)—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

— Generally speaking, we are concerned with all aspects of promoting good health.

【答案】What health care programs are there in the community?

(3)—Good morning, Volunteering Matters, how can I help you?

—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

【答案】Good morning, I'd like to find out how I could become a volunteer.

(4)— \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

— Once or twice a week.

【答案】How often will you arrange for me to visit someone at home?

(5)— \_\_\_\_\_\_\_\_\_\_\_

— To sum up, it is a continual process, from a new-born baby to the end of one's life.

【答案】What does Community Health Service mean exactly?

(1)Community service is a great way to help people in their time of need. It is great to see the happiness that results \_\_\_\_\_\_ it.

 【答案】from

(2)Communities are part of everyday life and have positive \_\_\_\_\_\_\_\_ on its members.

 【答案】effects

(3)The online What's on for Women provides information \_\_\_\_\_\_ upcoming and ongoing events.

 【答案】about

(4)Community Services Program aims for all members of the community to \_\_\_\_\_\_ to basic financial and material resources, information, advice and referral.

 【答案】have access

(5)One of the main benefits of community service is that it \_\_\_\_\_\_ a person's character.

 【答案】builds

(6)Community service is important to me because it provides me with eye-opening experiences while \_\_\_\_\_\_ many people.

 【答案】benefitting

(7)It takes small steps to create big change and this is \_\_\_\_\_\_\_\_\_\_ service-learning hopes to achieve.

 【答案】what

(8)Knowing \_\_\_\_\_\_ increases employee loyalty to the company and their leader.

 【答案】that their CEO was volunteering time for community service

(9)Involvement in community activities \_\_\_\_\_\_ an integral and inescapable part of senior managers' jobs.

 【答案】has been seen as

(10)Business people exercise their leadership in the community service area \_\_\_\_\_\_ the commercial world.

 【答案】as well as

(1)****二、阅读理解****

****阅读下面的文章，根据文章内容，完成相应的选择题。****

****Door-Knocking****

　　Door-knocking is the most effective way of making face-to-face community contact, but it has become a lost art. With the recent focus on customer privacy, door-knocking seems like an intrusion into other people's lives. But those who try it for the first time are usually surprised by the pleasant reception they receive. Here are some suggestions that will help you promote your services face-toface.　......后文省略

【答案】BCABC

(2)****二、阅读理解****

****阅读下面的文章，根据文章内容判断文章后的句子是正确（T）还是错误（F）。****

****Community Service****

　　Community service is a service or activity which is performed by someone or a group of people for the benefit of the public or public organizations.

　　While volunteers may provide community service, not everyone taking part in a community service program is a volunteer, because not everyone is doing it through their own choice. Sometimes people are asked to do it by:　......后文省略

【答案】FTFTF

(3)****二、阅读理解****

****阅读下面的文章，根据文章内容选词填空。****

****Community Service****

　　Community service is a service or activity which is performed by someone or a group of people for the benefit of the public or public organizations.

　　While volunteers may provide community service, not everyone taking part in a community service program is a volunteer, because not everyone is doing it through their own choice. Sometimes people are asked to do it by:

　　• their government, as part of a citizenship requirement instead of military service;　......后文省略

【答案】CAHEF

(4)****二、完型填空。****

操作提示：通过题目中的下拉选项框选择恰当的词语补全填空。

　　Have you heard about Grandparents Week? This important community event began a one day celebration in 2012 to commemorate National Grandparents Day. In 2014, the ACT Government expanded the program to a whole week to fullythe true worth of grandparents in all their various forms.

　　Grandparents Week is an annual event to honor and recognize the valuable contribution grandparents make, and the valuable role they play, in their families and the wider ACT community.　......后文省略

【答案】ABACB

(5)****二、翻译****

****为下面的句子选择正确的翻译。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1.Community service is a way for a person to give back to a community in which they live.

2. Without community service people would not know the meaning of charity and giving back.

3. People of all age groups, with a maximum number of youth are involved in the process of community service.

4. Let's go to Citibank instead of the other guy down the street because they are good corporate citizens.

5. It was the late 1970s that American manufacturing factories realized that quality control was a significant issue.

【答案】BCABC

(6)****二、听力理解****

****听对话录音，根据对话内容完成下方题目。****

操作提示：通过每题的下拉框选择题目的正确答案。

What are health care programs mainly about?

2. What is the first part of community service health?

3. How can people help themselves avoid illness?

4. What areas are of growing concern?

5. Who typically provides bedside care?

【答案】DCBAF

单元自测7

(1)—What's the latest situation with all these customer complaints we've been receiving?

—\_\_\_\_\_\_\_\_\_\_\_the quality of the material has not always been up to standard.

 【答案】I'm afraid

(2)—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ about it now?

—Every time a customer has complained we've followed our store policy and offered them an exchange or a full refund.

 【答案】What's being done

(3)—I suggest you offer affected customers a discount on their next store purchase, explain the situation and apologize to them.

—Right, of course.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 【答案】I'll get on it right away.

(4)— How is everything going?

— \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, we've been quite busy this month and there's been quite a lot of progress since the last inspection.

 【答案】As you can see

(5)— I'd like to take a look first at those structural support beams that were going to be put in place on the second floor.

—\_\_\_\_\_\_\_\_\_\_\_\_, here's your jacket and helmet, and you'd better put on these boots as well – it's our site policy.

 【答案】Certainly

(1)Let's go \_\_\_\_\_\_ the reports on the latest work.

 【答案】over

(2)I'm going to have a \_\_\_\_\_\_\_\_ with Mark about this issue tomorrow.

 【答案】word

(3)A Chinese company is going to \_\_\_\_\_\_\_ over the well-known Japanese company TOSHIBA Corporation.

 【答案】take

(4)Our new school building is \_\_\_\_\_\_\_\_\_\_ construction.

 【答案】under

(5)The products of this company are always \_\_\_\_\_\_\_\_\_ to standard, they have very strict quality control process.

 【答案】up

(6)Then the situation \_\_\_\_\_\_\_\_\_\_\_\_\_ worse by human error because of the lack of proper training.

 【答案】was made

(7)Unluckily, some Quality Management System failures \_\_\_\_\_\_\_\_\_\_\_\_\_ headlines.

 【答案】do make

(8)Not only \_\_\_\_\_\_\_\_ many cars built in the 1970s ugly and poorly designed, they also became very unreliable after 40-50 thousand miles.

 【答案】were

(9)Proper controls that should \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ developed as part of routine safety procedures were not in place.

 【答案】have been

(10)Apple almost lost its dominance in the smartphone market \_\_\_\_\_\_\_\_ it became clear that it was difficult to make a call using the much expected iPhone 4.

 【答案】when

(1)****二、阅读理解****

****阅读下面的文章，根据文章内容选择题目答案。****

****The History of Quality Control****

　　Quality control is a series of activities that ensure and improve the quality of products and service.

　　The term 'quality control' came into common use in the 1950s because of W. Edward Deming. His 'Fourteen Points' have become the bible for quality control specialists. When the post-war world returned to regular manufacturing, Deming said that inspecting product quality after they were made was unacceptable. 　......后文省略

【答案】CCACB

(2)****二、阅读理解****

****阅读下面的文章，根据文章内容判断文章后的句子是正确（T）还是错误（F）。****

****Notable Quality Management Failures****

A Quality Management System (QMS) should clearly understand customer requirements, and to provide good design, qualified production in an effective and efficient way.　　When the Quality Management System fails to fulfill its function and customer requirements are not met, customers might be upset; management and employees both might be unhappy, but its negative influence is not so wide-spread. Unluckily, some Quality Management System failures do make headlines.　......后文省略

1.A company should provide well designed products.

2. A company should place company's interest at the first place.

3. A company should reduce the amount of waste.

4. A company should satisfy all employees' requirements.

5. A company should produce qualified products.

【答案】TFTFT

(3)****二、阅读理解****

****阅读下面的文章，根据文章内容判断文章后的句子是正确（T）还是错误（F）。****

****Notable Quality Management Failures****

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1.provide well designed products.

2. place company's interest at the first place.

3. understand customer needs.

4. satisfy all employees' requirements.

5. produce qualified products.

【答案】TFTFT

(4)****二、完型填空。****

操作提示：通过题目中的下拉选项框选择恰当的词语补全填空。

Total Quality Management (TQM)　　Total Quality Management (TQM) is a and structured approach to organizational management that seeks to improve the quality of products and servicesongoing refinements in response to continuous feedback. TQM requirements may be defined separately for a particular organization may be in adherence to established standards, such as the International Organization for Standardization's ISO 9000 series. ...后文省略

【答案】BBACA

(5)****二、翻译****

****为下面的句子选择正确的翻译。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1.Quality control is a series of activities that ensure and improve the quality of products and service.

2. The goal of statistical quality control was to gather data that would allow for the constant improvement of manufacturing processes.

3. Involvement, participation, and teamwork are seen as absolute 'must haves' if a quality workplace is to be created.

4. It was the late 1970s that American manufacturing factories realized that quality control was a significant issue.

5. Doorways offer no greater protection than any other are

【答案】CABCB

(6)****二、听力理解****

****听对话录音，根据对话内容完成下方题目。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1.What is the product they are talking about?

2. What is the problem with the product?

3. Who first finds out the problem?

4. Who first receives the customer's complaints?

5. What is the source of the problem?

【答案】BABCC

(7)****二、听力理解****

****听对话录音，根据对话内容，找出“Column A”中的各方是如何应对产品质量问题的。****

**[音频](https://oss.ouchn.cn/ddzx/N601/waiyu/glyy3/mp3/unit7/task3_test.mp3)**

操作提示：通过下拉框选择题目的正确答案。

|  |  |
| --- | --- |
| **Column A** | **Column B** |
| Customers |  |
| 2. The store | 2 |
| 3. The purchasing department |  |
| 4. The manager | 4 |
| 5. Frank |  |

【答案】CDBAE

(8)****二、听力理解****

****点击听对话录音，根据对话内容判断正误。****

操作提示：句子正确选择下拉选项框为“T”；句子错误选择下拉选项框为“F”。

Mike is met by an engineer at the construction site.

2. The construction site doesn't look very busy.

3. Mike doesn't inspect the whole construction site.

4. It is not the first time the construction site being inspected.

5. Fraser knows clearly how the quality is controlled at the construction site.

【答案】FFTTT

单元自测8

(1)—Hurry up! If the fire spreads to the stairs, it could block our way out!

—\_\_\_\_\_\_\_\_\_\_\_\_\_This is no time for talking.

【答案】You're right!

(2)—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

— Fire, fire service please! There's a huge fire here.

【答案】911, how may I direct your call?

(3)—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

—We have sent out leaflets to all residents, explaining what to do in an emergency.

【答案】What have you talked to the public？

(4)—Perhaps we should climb out of the window and jump down? It's only two floors.

—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_We'd better wait for the rescue.

【答案】No, we can't do that.

(5)—\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

— With pleasure. Emergency planning covers several different aspects.

【答案】Could you explain how your work on emergency planning is going on?

(1)Preparedness actions are aimed \_\_\_\_\_\_ planning, organizing, training, equipping, exercising, evaluating, and implementing corrective actions to ensure effective coordination during incident response.

 【答案】at

(2)Patrols should be conducted by teams \_\_\_\_\_\_ individuals.

 【答案】rather than

(3)Chemical spill guidelines should be established by the lab supervisor and should take into \_\_\_\_\_\_ the following.

 【答案】consideration

(4)Government agencies are responsible for declaring the evacuation of a given area and will, in many instances, already have evacuation plans \_\_\_\_\_\_.

 【答案】in place

(5)\_\_\_\_\_\_ these potential problems, two-way radios are preferable as they are extremely reliable for short distances and can broadcast to several people at once.

 【答案】Given

(6)A campus emergency \_\_\_\_\_\_ occur at any time of the day or night, weekend, or holiday, with little or no warning.

 【答案】may

(7)Many disasters allow no time for people to gather even the most basic necessities, which is \_\_\_\_\_\_ planning ahead is essential.

 【答案】why

(8)When you complete Part 1, you will be able to learn \_\_\_\_\_\_\_\_\_\_.

 【答案】what to do for specific hazards

(9)These preparedness frameworks either exist in various stages of development \_\_\_\_\_\_ have been implemented.

 【答案】or

(10)Some of the risks may be relevant to your community. Find out which ones by \_\_\_\_\_\_ www.GetPrepared.uk.

 【答案】visiting

(1)****二、阅读理解****

****阅读下面的文章，根据文章内容，完成相应的选择题。****

****Ebola Surge — 2014****

　　The 2014 Ebola outbreak is the largest in history and the first Ebola outbreak in West AfricA. Although the current epidemic does not cause a significant risk to other nations, many countries, including China and the United States of America, have actually been working closely with the Ebola hit states. For example, the US Centers for Disease Control and Prevention (CDC) is taking precautions at home besides its activities abroad.　......后文省略

【答案】CBACA

(2)****二、阅读理解****

****阅读下面的文章，根据文章内容判断文章后的句子是正确（T）还是错误（F）。****

****How to Prepare an Emergency Response Plan for Your Workplace****

　　Emergencies and disasters can occur any time without warning. The more you are prepared for them, the better you will be able to act, reducing panic and confusion when an emergency occurs.　......后文省略

【答案】TFFTF

(3)****二、完型填空。****

操作提示：通过题目中的下拉选项框选择恰当的词语补全填空。

　　Over the decade 2001–2010, an average of more than 700 natural and technological emergencies occurred globally every year, approximately 270 million people and causing over 130 000 deaths annually. Twenty-five per cent of these emergencies, and 44 per cent of these deaths, occurred in less developed countries with limited capacities to prepare for and respond effectivelyemergencies. These statistics do not include the high levels of mortality and morbidity associated with conflict-related emergencies.　......后文省略

【答案】BACAB

(4)****二、翻译****

****为下面的句子选择正确的翻译。****

操作提示：通过题干后的下拉框选择题目的正确答案。

1.Building occupants should not re-enter the building until cleared by emergency personnel.

2. In addition, it is recommended that all staff and faculty members maintain a personal emergency kit in their work are

3. An emergency situation may result in recovery problems ranging from relatively minor to severe.

4. Doorways offer no greater protection than any other are

5. We will have to place ourselves where we can make the greatest contribution.

【答案】CAABC