|  |
| --- |
| 国开电大《商务英语3》形考任务综合测试（不含听力部分） |
| Ctrl+F打开搜索框，输入题目关键词查找答案 |
| 综合测试 |
| 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.t'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.confirming |
| 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 |
| 6.13Sometimes 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 |
| 6.14Don'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 |
| 6.15Good 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 |
| 6.16When 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 |
| 6.17The 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 |
| 6.18It 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 |
| 6.19I'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 |
| 6.20More 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 |
| 6.22Ideally 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 |
| 6.64Even 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 |
| 6.65Jack 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 |
| 6.66Online 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 |
| 6.67If 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 |
| 6.68Please just fill in this form with your name and address \_\_\_\_\_\_\_\_\_\_ capital letters. |
| A.with |
| B.in |
| C.at |
| 正确答案：B |
| 6.69Businesses can use free \_\_\_\_\_\_\_\_\_\_ to build rapport and engage customers in products or services. |
| A.products |
| B.examples |
| C.samples |
| 正确答案：C |
| 6.70Mike 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 |
| 6.71You 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 |
| 6.72No, not really. It is becoming more important with the ever \_\_\_\_\_\_\_\_\_\_ economy. |
| A.grown |
| B.to grow |
| C.growing |
| 正确答案：C |
| 6.73No 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 |
| 6.75Too many debts in a company easily \_\_\_\_\_\_\_ bankruptcy. |
| A.result from |
| B.lead from |
| C.result in |
| 正确答案：C |
| 6.76Online 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 |
| 21.1.1In making market investigation, one should \_\_\_\_\_\_. |
| A.get enough information concerned |
| B.advertise his products |
| C.produce high quality goods |
| 正确答案：A |
| 21.1.2The word "indispensable" in the first line means \_\_\_\_\_\_. |
| A.impossible |
| B.essential |
| C.available |
| 正确答案：B |
| 21.1.3Which 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 |
| 21.1.4Making 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 |
| 21.1.5All 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 |
| 21.2.1Accounting mistakes are inevitable even with careful handling. |
| A.T |
| B.F |
| 正确答案：B |
| 21.2.2With a lot of credit sales, your company may have no cash at hand. |
| A.T |
| B.F |
| 正确答案：A |
| 21.2.3It is recommended not to pay bills too soon. |
| A.T |
| B.F |
| 正确答案：A |
| 21.2.4Business money and personal money can be mixed up. |
| A.T |
| B.F |
| 正确答案：B |
| 21.2.5Try 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 |
| 21.3.1To 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 |
| 21.3.2There 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 |
| 21.3.3Which 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 |
| 21.3.4The 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 |
| 21.3.5For 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 |
| 21.4We 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 |
| 21.4.1The main idea of the passage is how to get along with colleagues. |
| A.T |
| B.F |
| 正确答案：B |
| 21.4.2Engage in a long conversation with high-energy colleagues may help you stay energized. |
| A.T |
| B.F |
| 正确答案：B |
| 21.4.3Healthy 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。 |
| 24.13She 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。 |
| 24.14Please 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？ |
| 24.15The 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。 |
| 24.16She 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。 |
| 24.17She 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. |
| 写作形考任务 |
| 请同学们完成1项写作形考任务（AI评分），不限答题次数，提交后即公布分数，取最高分计入形考成绩。 |
| Write a recommendation letter for Ms. Mia Stone who has been working in your company for 4 years (80-100 words). |
| You may include the information below: |
| • her work experience and strengths |
| • her character and personality |
| • her reasons for leaving the present job, etc. |
| 参考答案： |
| Recommendation Letter for Ms. Mia Stone |
| Dear Hiring Manager, |
| It is with great pleasure that I write this recommendation letter for Ms. Mia Stone, who has been an exceptional employee at our company for the past four years. |
| Mia has consistently demonstrated outstanding work experience and strengths in her role. Her ability to manage multiple projects simultaneously and deliver high-quality results under tight deadlines has been invaluable to our team. Her strong analytical skills and attention to detail have contributed significantly to the success of our projects. Additionally, Mia is a natural team player, fostering a collaborative environment and always willing to support her colleagues. |
| In terms of character and personality, Mia is known for her positive attitude and professionalism. She approaches every challenge with enthusiasm and creativity, and her dedication to excellence is evident in everything she does. Her colleagues and supervisors alike hold her in high regard for her integrity and reliability. |
| Mia’s decision to leave her current position is driven by her desire to seek new opportunities for growth and development. She is eager to expand her horizons and take on new challenges that will further enhance her skills and career trajectory. |
| I am confident that Mia will bring the same level of excellence and dedication to any future role. I highly recommend her without reservation and believe she will be a valuable asset to any organization. |
| Please feel free to contact me if you require any additional information. |
| Sincerely, |
| [Your Name] |
| [Your Position] |
| [Company Name] |
| [Contact Information] |