

# TPO31-40 口语范文汇总

TPO31

### 1. Sample answer

Parents should guarantee their kids healthy lifestyles by doing the following two things.

First, they should avoid making bad examples for their kids. For example, they should quit smoking and drinking as soon as possible and keep steady sleeping hours, which helps to form a regular life habit. A regular self-biological clock is the key to establish excellent sleeping quality for kids.

Second, parents should talk with their kids as much as possible. Because if the introvert kids don't express their anxiety, they would live in an unhealthy condition. So it is the parents' job to start the conversation and find the worries of their kids if they want to make sure their children live healthy lives.

### 2. Sample answer

I prefer to take easier courses.

Firstly, easier courses could promote students' interests because their possibility of a good grade is very high. Take me as an example, as a moderate-intellect student, I often lose interest in those extremely hard courses because it seems that no matter how hard I try, I couldn't crack it.

Second, a good grade is beneficial for my future career. I just don't want to take the risk to get a mean job due to a number of fails on my transcript. So why not relax and try some easy courses and be a straight-A student?

### 3. Sample Answer

A student suggests that the university should allow students to get access to movie collection in library since it's easy for students to pick a good movie. Meanwhile, the university won't have to pay for extra library staff.

The man disagrees with this proposal.

He says that it's already easy to pick any movie with the help of computer system where students could see what's in the collection. They don't need know the exact title to get the movie. Also, current staffs are actually students who need this





money to pay for books and stuff. Plus, it's not a lot of money for the university to pay for this sort of on campus jobs.

Those are the reasons why the man disagrees with this proposal.

### 4. Sample Answer

Mental accounting is a tendency for people to divide their money into different categories as if they were putting it into separate mental bank accounts.

In this lecture, the professor uses one example to explain how mental accounting would cause people to overspend. The professor mentioned that when he was young, his financial goal was to buy a house. He had a regular office job as well as a weekend job as a waiter. He saved as much of the money from regular job paycheck, but he spent his weekend job pay on things he didn't really need. It turned out that it took him really long time to buy the house because he put the money from weekend job into a separate mental account. He could've bought the house sooner if he didn't see them separately.

This is how mental accounting causes him to overspend.

### 5. Sample Answer

The woman's grandma's flight conflicts with her review session for the biology exam tomorrow.

To solve this problem, the woman faces two possible solutions.

The first one is the miss the review session and go pick up her grandma.

The second one is the ask her friend Marry to pick her grandma up for her.

I prefer the second solution.

Because the problem of missing the review session is that it is really help. The professor usually uses this session to go over what's going to be o the exam in this session. As for the second solution, as long as the woman explains the situation to her grandma in a proper way, her grandma will understand her.

Those are the reason why I prefer the second solution.

### 6. Sample Answer

The professor talks about two features that have helped Arctic animals to adapt to the cold.





The first feature is protective covering on their feet. For example, Arctic Snowy Owl has features and furs on their feet, too. That's different from other birds. Those feathers and furs could shield their feet from icy ground. Since very little of their feet touches the icy ground, less heat is lost.

The second feature is smaller bodies or body parts. For example, an Arctic wolf has smaller legs and ears than other wolves living in warm climate. This feature could guarantee protect them from losing too much heat in the cold area.

Those are the two features that have helped Arctic animal to adapt to the cold.

TPO32

### 1. Sample answer

I prefer to study in a group of helpers and friends.

First, from my previous experience, members in a study group are usually life-savers for an exam preparation. They might prepare the certain subject way ahead of you. For example, last semester, the top students in physics helped me out in the process of preparing for the test all along the way. With his help, I saved much time for other subjects.

Second, I strengthen the relationship with others studying in the same group. I learn to appreciate other people's ideas in the discussion and I present my opinion in a brilliant way so that other could appreciate me as well as my idea. With this interaction, we could know each other better.

### 2. Sample answer

I agree with this statement.

Firstly, children would have a better attitude toward money if they have a chance to make money through hard work. Most likely they will use their money in a proper way instead of just wasting it on things that they don't need.

Secondly, if children could get paid doing household, parents could be released from labor which is pointless for adults. Parents could use this time to relax this time after a hard day of work, or read more books to enrich themselves. To be a good model is always the better parenting way.

### 3. Sample Answer

A student suggests that the university should run free bus service for students between campus and airport during the breaks since there is no public





transportation. Also, the bus could run during the school breaks in order to provide service.

The man agrees with this idea.

Firstly, it is less expensive for students if there is transportation available. The current case is that students have to take taxi if they can't find a friend to pick them up. The taxi fee is just too expensive.

Secondly, classes are over now during the final exams when there are few students on campus, meaning few needs for transportation. So it is a good time to run buses during that time.

Those are the reasons why the man agrees with this proposal.

### 4. Sample Answer

Choice Supportive Bias is a bias for people to only focus on the advantage of the option after selection one.

In the lecture, the professor uses his friend's example to explain this.

When he bought the house a couple of years ago, the house that he was interested in had obvious tradeoffs. The advantage was that it was near to his work place. The disadvantage was the house was not big enough for his needs. But he still bought the house after consideration. After a couple of years when the professor talked about this house with his friend, his friend couldn't even remember the size of the house was an issue because he just focused on the advantage of the his option after making the decision.

This is now choice supportive bias works.

### 5. Sample Answer

The woman is stressed out between her job and classes. She's got three paper due in two weeks and she is also taking an part time job in an office in town.

To solve this issue, she faces two solutions.

The first one is to ask her boss for time off to finish her papers.

The second solution is to ask for an extension on one of her papers.

Well, I prefer the first solution.





Because the problem of the second solution is that her professor is going to take a few points off for sure if her extension is guaranteed. No student would be happy on that. For the first solution, since it is a part time job for the woman, her boss might not have a really high expectation to her job. So it may not be a bad idea to ask for a few days off and promise to get her work done afterwards.

Those are reasons why I think the woman should take the second solution.

## 6. Sample Answer

The professor talks about tow harmful effects of roads on the environment.

The first one is that it contributes to the movement of plan species. For example, in California, a yellow star thistle sticks on the tire of cars on highway and migrates to other areas. This put star thistle in competition for water and natural resources with the original plan in that area.

The second effect is that the roads divide up animal habitat into smaller pieces where there is no enough food. For example, the new highway makes it hard Kit fox to hunt for mice and squirrel who usually spread out over a large area since it cuts Kit fox habitat into smaller pieces. Therefore, Kit fox can not find enough food.

TPO33

### 1. Sample answer

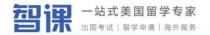
I would first suggest that my friend finds out what he is passionate about so that he could choose a major that he is deeply interested in. For example, if he is very into natural sciences, maybe he could pay more attention to subjects such as Physics, Math and Chemistry. If he is very interested in social sciences, he could try more courses in Economics, Psychology and Political Science.

Another important thing I would suggest is that he considers his own ability and chooses a field that he is good at. For example, if he does not do well in Math, perhaps choosing a major in Computer Science isn't the best decision.

The last advice I would give my friend is that he keeps his options open for the first two years in college and takes a variety of courses. After all, there are so many possible majors in college and how could he know his best match without trying out a few different courses first?

### 2. Sample answer

I think eating healthy food is easier today than it was decades ago. First of all, there are stricter food regulations for all foods being sold in the market today. This





ensures that the food we eat satisfy higher hygiene standard and are thus safer to consume. For example, today's foods are usually labeled with expiration date while those in the past often lacked such labels. It is easier for us to identify which food is still in good condition and therefore we have lower risks of falling ill due to food poisoning.

Also, people today know better what kind of diet is beneficial for their health. For example, most people with diabetes know that sugar is bad for their bodies. With this information, they will easily choose a less sugary diet and eat healthily.

### 3. Sample Answer

A student suggests that the university should shorten the borrowing period for bicycles so that there will be more bicycles available for borrowing. Also, students should use their student ID instead of cash to borrow the bicycles. This would be easier because students often forget to bring cash.

The man disagrees with the proposal.

He says students often need to borrow the bicycles for longer periods of time especially when they leave the campus. With shorter borrowing period their activities would be limited. Also, leaving the ID card at the borrowing place is less convenient because students need the ID card to access various campus facilities.

Those are the reasons that the man disagrees with the proposal.

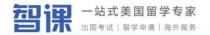
# 4. Sample Answer

Carrying capacity is the greatest number of animals a habitat can support. The professor used the example of Moth and Ragwort to explain the concept of carrying capacity and how it changes due to environmental factors. Insect Moth feeds on Ragwort plant. When there were plenty of Ragwort, the Moth population was also large. The carrying capacity remained stable. However, one year it rained less and there were less Ragwort. As a result many Moth did not survive and others laid fewer eggs. The Moth population reduced. When it rained more the following year, more Ragwort grew and more Moth survived and laid more eggs. The Moth population increased back to previous level. In this way, carrying capacity changes with environmental changes.

### 5. Sample Answer

Bob promised to cover Tina's dinner shift but could not make it. Bob's concert rehearsal conflicts with Tina's plan to see a play with her friends.

To solve this problem, they have two possible solutions.





The first one is for Tina to cancel her plan and stay for the shift, but she would have to see the play by herself in the future.

The second one is for Bob to excuse himself from the rehearsal and cover for Tina, but he would not be well prepared for his concert.

Personally I prefer the first solution.

Because I think Bob's concert is more important. As a performer, he has a huge responsibility to perform well, both for his team and his audience. He needed the last rehearsal to prepare for the new songs. If not, he would probably not be able to perform up to standard. This would spoil his band's reputation and waste all his previous efforts to practice for the concert. As for Tina, I don't think missing a play with her friend would cause any serious consequence. If she explains her situation with her friends, I'm sure her friends would be understanding and would not blame her for missing the play. Maybe Bob could offer to cover a future shift for Tina as compensation.

These are the reasons that I prefer the first solution.

6. Sample Answer

The professor uses the example of a pizza restaurant to talk about two advantages of franchising, i.e. becoming a branch of a well-established company.

Firstly, established company will provide training to you and your employees. For example, a pizza restaurant company will train you with expertise of preparing pizzas, taking orders and operating the restaurant. In this way you can follow a successful operating model just like other branches.

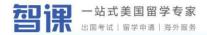
Secondly, established company name will help you attract loyal customers. For example, if you are a branch of a well-known pizza brand, many customers will have confidence in the quality of your pizza. This confidence will encourage many to buy your pizza.

These are the two advantages of franchising.

**TPO34** 

1, Sample answer

I think it's a great idea.





Firstly, coffee is an extremely important way to refill energy, especially when exams are coming up and students are all staying up late. It is going to be even better if the cafe could open 24 hours a day.

Secondly, cafe is a great place to have a discussion over refreshments. Most floors of library are quiet study areas where students study individually. Cafe on the first floor could be a place to talk about both academic lessons or just to have some fun.

### 2. Sample answer

I disagree with the statement.

Firstly, it's going to cause big trouble if emergencies happen. Say someone is under heart attach and needs to be sent to hospital immediately. Will it be too late to wait for the ambulance to come and pick this guy up?

Secondly, public transportation would be super crowded if private cars are completely banned in the city centers. If people who work in downtown have to wait for three turns to take subway to work, we can't call an efficient system. Government should consider reducing the traffic of private cars in downtown for sure, but complete banning would not be a great option.

### 3. Sample Answer

The school is planning to provide free tutoring services for freshmen. Because it would assist the freshmen with academic work as well as allow students to work with tutors from their own major.

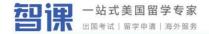
The woman agrees with this announcement.

Firstly, tutors could be really helpful for freshmen because besides course work, they are gonna have problem taking notes and studying for exams.

Secondly, new students could get information about courses from tutors who have already taken those courses. Also, tutors could recommend professors to freshmen who probably know nothing about them. If new students could get information from another student's point of view, it would be great.

### 4. Sample Answer

Familiarity principles is a tendency for people to develop a preference for what they have previously encountered, even if they're not conscious of their previous exposure to this item.





The professor uses an experiment to explain this. A group of students are shown some distinctive shapes under dim light for than a second, and then the shapes are gone. In the next part of the experiment, each student is shown a pair of shapes. One is the just what they have seen before while the other is new. When they are asked to pick a shape they like better, all of them prefer the one they've seen, even if they are not aware of the fact that they've been exposed to this shape earlier.

This is the tendency of familiarity principle.

### 5. Sample Answer

The man forgets to apply for the passport to cross the national boarder for the field trip to Montreal next weekend.

To solve this problem, the man faces two possible solutions.

The first solution is to fulfill the requirement in a different way. Instead of going the the field trip, he could write a short paper.

The second solution is to go to US passport office and pay extra.

Well, I would suggest the first solution. Because the problem of the second solution is that it is just too expensive to get the passport. 150 dollars is really a lot of money.

For the first solution, even though he would miss the field trip, he could at least fulfill the requirement. If he would get a chance to visit Montreal later, he could use this chance to do some preparation in advance.

### 6. Sample Answer

The professor talks about tow dry climate features for frogs to survive in dry environment.

First, they could create a covering on their body to prevent water loss. For example, a frog could secrete a fatty substance, then they rub this substance across their bodies to create a waxy layer. In this way, they could lock in moister.

Also, frogs could store water in the organs inside their bodies during rainy days, then use this water when the weather is dry. For example, water-holding fog has a super stretchy bladder. On rainy days they would absorb water and store it in bladder. When it's dry, the water in the bladder is released to moisturize other tissues in their bodies.



Those features could help them survive for months in dry environment.

#### **TPO35**

- 1. While airplane and television are surely very important inventions, I believe computer is probably more helpful in people's life. For one thing, computer helps people so much in their studies since it allows people to write research papers and create PowerPoint presentations. You know, in the past, students had to rewrite their paper which costs them bunches of time. But now they only need to do some minor edit on the computer. For another, computer can be used as a convenient and efficient tool to communicate with others. People now have been accustomed to chat through online communication tools such as Skype, QQ and so forth. Furthermore, computer can meet all our needs of entertainment, including music, movies and video games.
- 2. Personally speaking, children will definitely benefit more from living in big cities, especially metropolis. First of all, big cities provide children with high-quality education resources and facilities, which are not available in rural areas. You know, most of the prestigious schools are located in big cities which are of advanced facilities like projectors, computers and so on. On the other hand, children can receive better medical insurance since medical and healthcare technology is better in big cities. Rural areas usually lack doctors with formal license, not even mention some checking machines. The myriad life of metropolis is indispensable to the all-round and harmonious development of children's character.

# 3. 参考答案

The student proposes that the university should build a parking lot, as it's hard to find a parking place on campus and there's a wood area suitable for the need. The speaker disagrees with the statement. There are two reasons. Firstly, there are some places for parking near the dining hall and the library, several blocks away. And she doesn't think there should always be a parking spot outside the building they are visiting. Moreover, the green area is the only place on campus where there is plenty of trees and students enjoy studying and reading there. School should leave the area alone instead of eliminating it for something they don't need.

### 4. 参考答案

In order to advertise a product, companies tend to link a positive image with their product and the image should be easy to remember. The professor talks about an example of a cookie company. The company uses a big bear as the image on the box of their cookies and the character is also shown on TV commercials. The image of big bear is easy to remember and when it dances and says something funny on TV, the children like it very much. Therefore, year by year, the company sells more cookies than any of its competitors.



### 5. 参考答案

The speaker volunteers in an elementary school and she is supposed to take the kids for picnic in the weekends. But it's going to rain the whole day that day. There are two solutions for her. Firstly, she can reschedule the picnic next week and call every family tonight, but someone may miss out. Secondly, she can arrange the activity in a restaurant, but it'll be less fun and cannot be called a picnic. Compared with the solutions, I prefer the second, and at least children will not be disappointed with the activity cancellation and they can rearrange the picnic next time.

### 6. 参考答案

Group life provides animals with protection from predators and social companies. There are two kinds of display behaviors animal use to avoid conflicts and resolve conflicts within a group. The first is threatening. The behavior doesn't aim to harm, but send a signal of warning. Take a kind of monkey for example. When two monkeys see food at the same time, one may threaten the other and after receiving the warning message, the other may leave without fighting. The second is to hug each other after punching. If two monkeys does fight with each other over the food they found, they may hug after the physical attack, and the conflict is resolved.

### TPO36

- 1. If you ask me to choose among the following 3 three things, I would like to choose to donate to the library project. There are 2 reasons as follows. Firstly, more people can have better access to the books that will broaden and widen people's horizons. It enables people to gain a solid knowledge base. Secondly, you know, a lot of people nowadays have so much stress from their work and lives. When they read books in the library, it can help release the stress and make them feel relaxed.
- 2. I don't think parents should be involved in the process. There are some reasons. Firstly, parents are in no way aware of the children's capabilities. For example, my brother plays computer games every day. To his parents, it's a waste of time and they've no idea of what my brother is actually doing. In fact, he is a computer game programmer and playing games is only a necessary part of his job. Moreover, parents are not sure of how the children will be in the future. For example, most parents start to cultivate their kids into musicians, scientists and other decent positions in the society since childhood. However, many of them grow into diverse social characters. I mean, still, we need cleaner, driver, and other labor work besides musician and scientist.
- 3. The university does have a bicycle borrowing program that benefits the students. The letter from a student named Susan indicates that if the borrowing period can be shortened and cash deposit can be replaced by students' ID card, it



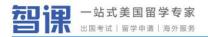


would be more convenient. However, in the conversation, the man doesn't agree with her suggestions. First of all, if shortened the borrowing time to two hours, it would cause a lot of troubles. For instance, the man and his friend often ride the bicycle off campus and take a hike, which might cost them the whole day. If less time is allowed, they would not be able to do that. Furthermore, using the ID card is not practical for the man. Lots of places can be entered only with students' ID card such as library and dining hall. So, if the card is used to borrow bicycles, he will not be able to go to these places, which causes more inconvenience.

- 4. In the reading, the article talks about consistency bias. When people are asked about their previous opinion, they tend to response with their current idea. This occurs quite often when people even don't realize of it. It helps reduce the feeling of people about the inconsistency of their preference. In the listening, the professor uses his own example to illustrate the aspect. The brother of the professor is a mathematics teacher in a university, and he doesn't like his principal, so he always reports negatively. However, the principal make some good policies, and brought some new computer to the students. So he change his idea and make thinks the principal a good leader. And when he is asked about his previous opinion of the principal, he always sticks to the current ideas, and even doesn't notice the change in his attitude.
- 5. In the listening, the woman is facing a problem that it is raining, and the girl forgets to bring her coat and umbrella, but she has to go back home to finish her history paper. There are 2 solutions. The first is to wait for her roommate to pick her up, but her roommate has classes all the afternoon, so she will go home very late and end up staying up late finishing her paper. The second is to call a taxi, but it will cost her a lot, about 15 dollars. As for me, I think the second way is better because she can go back home soon and she is able to finish her paper as soon as possible.
- 6. In the lecture, the professor talks about two ways for animal to preserve food. There are 2 key points. The first one is that they will dry out the food before they store it. For example, squirrels dry the mushroom on the branch before storage, so that the bacteria cannot grow without water molecule. The second way is that they will make food cool. For example, beavers bring the leaves and branches under the water to make the food cold, and to keep the food away from bacteria.

### **TPO37**

1. If you let me choose one of the most essential quality among friendly co-workers, flexible hour, and nice boss, I would like to say nice boss definitely. There are 2 reasons as follows. Firstly, a nice boss may have a lot of charming traits and personalities. It will build up a very comfortable and cozy atmosphere in the company. And if I want to put up with some ideas, I can go to him or her directly without hesitation. Secondly, if a boss is successful, he or she may have gone





through a lot of difficulties and have seldom given in to difficulties. I think I can learn a lot from the experience. It will be full of benefits for my future.

- 2. Well, from my perspective, I think doing a part-time job before going to university will definitely benefit me. There are 2 main reasons. Firstly, I can earn much money from doing so. For the students who want to be independent, one of the best ways is to be financially self-sufficient, probably through some part-time jobs. It will release the family burden. Secondly, I can know what I want to do in the future. From doing the part-time job, we can own precious working experience. If we add the experience to our resume, it will help us gain better opportunities to be admitted in large corporations.
- 3. In the reading, it says that psychological students' paper can only be seen by their professor. It is better to start a magazine in which good papers are published, because students can learn from the organization and content of good paper. In the listening, the woman agrees with the proposal because of 2 reasons. Firstly, she herself is a psychology student who is going to graduate. If she can make her paper published, she will definitely stand out and it brings benefit to her. Secondly, she sometimes feels difficult to organize her paper and referring to the paper written by other students will help the inexperienced students in organization and resourcing.
- 4. The article talks about teaser advertisement, an advertising strategy presenting the name of a product and the images of related products. Without the specific appearance of the target product, the advertisement successfully arouses consumers' interest.

The professor gives out an example of a car company. The company conducts a series of ads before a new model of car is released. The first ad presents a mountain scenery, including empty high way and sky, but without the image of the new model, so that people are curious. In the successive ad one month later, the new model of car dives down the high way, and a close-up is given to the inside and outside of the car. As a result, many people ask for information of the car and the sale proves to be well.

- 5. The woman has waited Amy for 15minutes to see a movie in town, but she hasn't shown up even didn't response any of the calls or voice messages. The first solution is that she could she can go by herself and leave a voice to her. The second solution is to wait another 10 min since Amy's often late. I personally prefer the first solution. Because firstly, there is only chance that she sees the movie before it's discussed on class and she has other work to do and it's Amy's fault not arriving on time. Even if Amy would miss it, she still has another chance the second day and she will understand the speaker.
- 6. Subsurface locomotion is the ability than animals can move beneath earth and it has two benefits .one benefit is that it enables animals to minimize exposure





to extreme temperature, avoid harsh climate. Like the Saharan desert lizard because it could move quickly and doesn't walk on surface it avoided the high temperature. The other benefit is it helps animals capture prey because animals on surface can't see them. Still like Saharan Lizard sense vibration produced by insects walking in sand, the lizard could move quickly to them and catch them by surprise.

**TPO38** 

**TPO39** 

**TPO40** 

Speaking-Q1

I want to learn more about the States. I have been studying English for a long time but sadly I've never been to America. If I have the opportunity, I would be thrilled to visit the country and learn more about its culture.

America has always left me the impression that it's a wonderful country where everyone is treated equally and everyone is free to express themselves. I've read so much about it and, naturally, I look forward to getting some first-hand knowledge. Also, learning more about the culture of America will hopefully, in turn, improve my English skills, especially my oral English. It's going to be a big help if I can spend time talking to some native speakers.

Q2

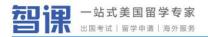
I believe that, at some point, printed materials will be replaced by their electronic versions. I think electronic devices are easier to use and carry. People can just download the materials on a small device and put it in their bag instead of having to carry tons of books around. And nowadays, electronic devices are really an effective study aid. They provide many features like highlighting or underlining.

Besides, using electronic devices can save money. People just need to pay for one device and a small amount of money for the books that they want to download. They don't have to pay for expensive paper books any more.

Q3

The university plans to create a lounge in the student center for commuter students. The woman thinks it's a good idea and she gives two reasons.

First, she agrees that the lounge will provide a place for commuter students to socialize and relax. Students who live in dormitories benefit a lot by spending time in their lounges watching TV and taking study breaks. They can meet new people and





even get help with their study. Commuter students should also be able to do this kind of stuff.

Also, it's good to have a bulletin board on the wall to share information. For example, posting notices for students who want to share car rides to campus can be really helpful. Students can save money because a few of them can just share one car.

Q4

When some animal species compete for resources, they will participate in a physical competition that demonstrates which animal is more powerful without actually harming each other.

In the lecture, the professor takes two rattlesnakes as an example. Rattlesnakes eat small animals that live in little holes in the ground. Two rattlesnakes found the same hole and wanted to eat the food in it. Then the two snakes engaged in agnostic behavior. They faced each other, lifted their bodies upright and started to push each other. During this wrestling, they both tried to gain control but neither of them tried to harm each other. They didn't try to bite each other. Even when finally one of the snakes got control and could have easily bitten the other, it didn't. It released the other snake and went down into the hole for food.

Q5

The man's problem is that his theater class is taking a trip to see a play but he has a big history test the next day and he needs the night to prepare for it.

There are two solutions discussed. One is to study for the test after seeing the play. The other is to go to see the play himself another time.

I suggest that he go to see the play another time because the paper he is going to write about isn't due for a couple of days. He will still have time for it. For the money that he needs to spend on the play, he can always try to do some part time job to earn it back. On the other hand, if he sees the play tonight, he will have to study on the bus and stay up late. The bus is not a good place to study and he will be too tired for the test the next day.

Q6

One strategy salespeople use to address customers' concerns is to point out something special about the product that outweigh the customers' concern. For example, a salesperson is showing a customer a portable laptop and the customer's concern is that the computer is expensive. So the salesperson can show the customer that the computer is really fast and it can get a lot of work done in a short





time. And the customer might think that this special feature is worth the price and buys the computer.

Another strategy is to actually use the product in front of the customer to demonstrate something about the product. For the same example, if the customer is concerned about whether the laptop is portable enough, the salesperson can just put the laptop in its carrying case and sling it over his shoulder, right there in front of the customer, to show it's actually easy to transport. The demonstration might help to eliminate the customer's concern.

