

小白考研复试口语模板

7 天训练营讲义

1、自我介绍模板

➤ 自我介绍模板一

Good morning / afternoon, my dear teachers(my dear professors).

I am very glad to be here for your interview. My name is (姓名). I am (年龄) years old. I come from (家乡), a very beautiful city. My undergraduate period will be finished in (本科学校的名称) University in (毕业时间).

In the past two years I have been preparing for the postgraduate examination. I am a very hard-working person with great perseverance. And also, I am very kind-hearted, ready to help others especially when they are in troubles. Owing to my kindness, I made a lot of friends in university. I also took some part-time jobs as a family tutor. One of my students got his mark improved through our joint effort and I was very proud of that. (可替换为其他的社会实践活动)

This is all for my self-introduction. If I am lucky enough to get the chance, I will devote all myself to the future researching. Thanks for your attention.

➤ 自我介绍模板二

Good morning / afternoon, my dear teachers. I am very glad to be here for your interview. My name is (姓名), I am (年龄) years old. I come from (家乡), a very beautiful ancient city. My undergraduate period will be finished in (本科学校的名称) University in (毕业时间). And now, I am trying my best for acquiring a key to (报考院校的名称) University.

Generally speaking, I am a hard-working student, especially when doing the things that I am interested in. I will try my best to finish it no matter how difficult it is. When I was a sophomore, I found Web Design very interesting, so I learned it very hard. To program a homepage for myself, I stayed with my personal computer for half a month, and I am the first one in my class who owns self homepage. Furthermore, I am a person with great perseverance. During the days when preparing for the first examination, I insisted on running every day, no matter what the weather was like.

Well, in my spare time, I like basketball, tennis and Chinese chess. English is also my favorite. I often go to English corner to practise my oral English on every Thursday, and write compositions to improve my written ability. But I know my English is not good enough and I will continue studying.

OK, that is all, thanks for your attention.

➤ 自我介绍模板三

Good morning / afternoon, my respected professors! It is my honor to be here for your interview. I am (姓名), (年龄), born in (出生地), I am a senior student in the (本科院校的名称) University.

In the past 4 years, most of my time has been spent on study or campus activities. I have passed the CET-6 and Software Designer Examination. Our software project got the supports of the College Student Development Foundation. Furthermore, the experience of being the monitor of my class and a vice director in the Students' Union helps me know the importance of cooperation and communication.

As to my characters, I don't want to use any beautiful word to praise myself. Just like my father, I strive to be an honest, upright and modest man. In my spare time, I like swimming, table tennis and Chinese chess.

Forrest Gump had said, 'Life is like a box of chocolates, you never know what you are going to get'. However, I

always believe we should cherish our time and sense any change for self-development, and we will have good prospect.

That is all for my self-introduction, thank you.

➤ 自我介绍模板四

Good morning, dear professors! I am (姓名). I am from (本科学校的名称), majoring in (本科专业的名称).

I worked very hard for the past 4 years and was rewarded with the National Encouragement Scholarship for one time and the university scholarship for twice in a row. At the same time, I was elected as the “outstanding student leader” because of my excellent practical capacity. I have also participated in some social practices including visiting the nursing home and organizing the charity donation, and I have also been the intern in the faculty office by doing some executive jobs.

I plan to concentrate on study and research in my professional field. And I hope I can form a systematic view of (报考专业的名称) and make a solid foundation for future profession after three years' study here.

I have a strong sense of responsibility so that I will try to finish all the works assigned to me. In my spare time, I always read some classic novels which, in my opinion, can help me improve my ability to understand and communicate with others.

I would be very honored if you could grant me the opportunity to study in this university. That's all about me. Thank you!

➤ 自我介绍模板五

Good morning / afternoon, dear professors. I am very glad to be here for this interview.

First, let me introduce myself. My name is (姓名), I've finished my undergraduate education in (本科学校的名称), majoring in (本科专业).

I am open-minded, willing and have broad interests like (本科所学技能 1), (本科所学技能 2) and especially like (本科所学技能 3). For example, during the past four years, I have accomplished (本科成绩/成就/作品). Although I have broad interests in many aspects and grasp the essential knowledge of the major, I think at present, owing to insufficient knowledge and inadequate ability, I'm not very competent to deal with some professional things beyond(out of) my grasp. So further study is urgent for me to realize my self-value.

The major that I hope to pursue for my further education is (报考专业), because I find (报考专业中的核心技术/知识) are playing an increasing important role in our modern society. And nowadays in China, with the recognition of the government, our domestic (与报考专业对应的产业名称) industry is growing rapidly and this may provide us with a lot of chances.

OK, that's all. Thank you very much.

➤ 自我介绍模板六

Respected professors, good morning / afternoon! I'm great honored to meet you here.

I'm (年龄) years old, born in (出生地). In the year of (本科入学年份), I entered (本科院校的名称) University, majoring in (本科专业的名称). During those 4 years' study, I worked hard and I was always active in various activities. I gained the first class scholarship for four times and joined the Communist Party in college.

However, with time going on, the more I experienced, the clearer I realized that I'm really interested in business administration. I find many enterprises have the problem of an unmatched management with their developing speed. I'm eager to learn more about the necessary knowledge of business administration and I hope I can study further in this University.

So I resigned in (辞职的时间) and started the way to pursue my studies. After about half year's hard work, I'm finally standing before you honorable professors now. I'm really excited. Though I've sacrificed much on my way to pursuing studies, I believe it's worthwhile. Thank you!

➤ 自我介绍模板七

Good morning / afternoon, my professors. It's really a great honor to have this opportunity for an interview. My name is (姓名), (年龄) years old. I come from (家乡). I have got my bachelor's degree at (本科学校的名称) University with the major of (本科专业的名称) after my graduation in July last year.

Perhaps you may ask, "Why do you give up your own major and choose (报考专业的名称) as your major during your graduate study in the future?" **【兴趣-以公共管理为例】** Firstly, the target of public administration is to maximize the public interests, which attracts me a lot, and just as a saying goes, "interest is the best teacher". My grades ranked the third place during my undergraduate study. But in my opinion, the study at the postgraduate level needs further exploration of unknown realms, so interest is very important. **【前景-以公共管理为例】** Secondly, the major has gained wide application and concern for the time being. And (报考院校的名称) University has a good reputation in the field of public administration and so many excellent teachers who have strong research abilities. **【能力-以公共管理为例】** Thirdly, four years study in (本科学习的方向: 例如在科学方面的学习- four years study in science) cultivate myself to be rigorous, which I think is helpful for my further study in public administration, so I think it's a wise choice.

The year before last, I attended (报考院校的名称) University's entrance exam, but to my disappointment, I failed. However, I do love the atmosphere in (报考院校的名称) University. Then I made up my mind to have a try again. So it's a great pleasure for me to stand here for the second test! I dream to be a member in your university and I want to receive systematic professional training in (报考专业的名称). That's all about my presentation. Thank you very much for your time and attention.

➤ 自我介绍模板八

Good morning / afternoon everyone, my name is (姓名), I'm (年龄) years old, and I'm from (家乡).

I'd like to introduce myself through the next points:

About working: There are three main aspects of my daily work. The first, I teach courses such as basic laws and politics. The second, I'm responsible for some administrative work, such as students recruiting and employment. I think the students recruiting and employment are very important to our college as well as to students and their parents, the serious working attitude and consciousness are highly required. The third part of my daily work is to be a head teacher. A head teacher is the pathfinder on the way of students growing, as a young teacher, I'll try my best to be an excellent head teacher.

About daily life: I have a wide range of hobbies, especially sports and reading. We have very good sports facilities in our college, I play badminton every Tuesday, and play basketball every Friday. I think that sports is the best flavor of our life, it can release the pressure and relax our mood. I have good reading habits since I was a child, I like the famous four classic very much, and I'm also interested in some biography and news commentaries. I think books can help people being mature, they affect me gradually.

OK, that's all. Thank you very much.

➤ 自我介绍模板九

Good morning / afternoon, professors! It's really a great honor to have this opportunity for an interview. And I hope I can make a good performance today.

To begin with, let me introduce myself briefly. My name is (姓名), (年龄) years old. I come from (家乡), which is famous for (家乡特色). I am open-minded and have board interest that include reading, drawing, table tennis and so on. I graduated from (本科学校的名称) college in July (毕业年份), and major in (本科专业). When I was a student in my college, I did well in English, I have past CET-6 and got the third prize in English translation contest in hubei. The scholarships I have won during the life of the university could certificate that I study hard.

When I graduated from my university, I became a software engineer, and I have worked for two companies, therefore I have some practical experience in this area. As for why I choose to engage in postgraduate study, there are several reasons as follows. On the one hand, I have decided to devote myself to the science of computer. On the other hand, I think further study is still urgent for me to realize my self-value, it's necessary to seize any chance for self-development, especially in

this competitive modern world. I am deeply impressed by the learning atmosphere of (报考院校的名称) University, and I could not only learn from the most learned teachers but also communicate with the most talented colleagues.

I look forward to my further studies in this school, and I appreciate your considering me as one of the candidates. That's all, thanks.

2、自由问答(Question&Answer)

2.1 自我认知类

➤ 兴趣

【问题 1】

Do you have any **hobbies** that you are proud of?

What's your favorite **hobby**?

Describe one of your **hobbies**.

【关键词】hobby(interest)

【参考回答】 I enjoy reading books because I can always learn something valuable. "Stay Hungry, Stay Foolish." This attitude is exactly what I need to keep moving forward in future. Reading books, as a spare-time hobby, contributes a lot to the shaping of my personality and I'll keep holding on to it.

【问题 2】 What's the most **impressive book you have ever read** and why?

【关键词】impressive book you have ever read

【参考回答】 I think it should be The Dream of the Red Mansions. I remember that when I read it for the first time, I was only 15 years old, I picked up this book again when I was a sophomore. What impressed me most was that you can view it from different perspectives. It's so excellent. I really like it and I have different feelings every time I read it. A masterpiece like The Dream of the Red Mansions, without any doubt, can withstand the test of time.

➤ 特长

【问题】 What are your **personal strengths**?

【关键词】personal strengths

【参考回答】 I have a strong interest in computers. I can skillfully use Frontpage, Dreamweaver, Photoshop and other tools for creating web pages. I have made a personal homepage by myself, and I have about 100 visitors every day. Through the Internet, I not only master one more technique, but also enrich the contents of my life.

➤ 性格特质

【问题】

What kind of **character** do you have?

Please tell us something about your **characteristics**?

Objectively **evaluate yourself** or talk about your **personality**?

【关键词】character; characteristics; personality; evaluate yourself

【参考回答】 Being highly-cooperative is at the top of my traits when I am working with my teammates. In a team, we often need to have discussions, exchange opinions and collect data. If you are able to offer constructive suggestions instead of being picky without solutions, you will be a shining star in your team. Last week, in an academic conference, something unexpected happened to the projector, with which one of my classmates was making his presentation. Without hesitation, I offered my laptop and gave him constructive suggestions to keep the presentation going on.

➤ 优缺点

【问题】What do you think about your **strength** and **weakness**?

【关键词】strength; weakness

【参考回答】I feel that my strongest asset is my ability to stick to getting things done. I feel a real sense of accomplishment when finishing a job as planned. I've set some high goals for myself. For example, I want to graduate with the highest distinction. Although I had a slow start in my freshman year, I made up for it by doing a good thesis. Well, every coin has two sides and I'm no exception. Indeed, I could be impatient sometimes, and it's challenging to correct it, but it's getting better now. I'm sure I will get rid of it sooner or later, and I believe that's the way how I grow up.

➤ 家乡

【问题】

Where are you from?

Tell something about your **hometown**.

Would you like to tell some stories about your **hometown**?

【关键词】where are you from; hometown

【参考回答】I am from Xi'an, the capital city of Shaanxi province, which is considered as one of the cradles of Chinese civilization. Qingqiang opera is quite popular in this area characterized by its straightforwardness and enthusiasm, so people here are straightforward and full of passion as well. If you are in trouble, we will always come to help you as soon as possible. Besides, we are strict with our work, persistently pursuing high quality. For example, Zhang Yimou, the famous director, attaches high importance to every detail of his works, including the theme, the actors and the frame. As a result, his works enjoy wide popularity and reputation. Growing up in such an environment, gradually, I've developed a spirit of integrity, diligence and earnestness.

➤ 家庭

【问题】Could you tell me something about your **family**?

【关键词】family

【参考回答】My family is not big but very warm and harmonious. There are three people in my family: father, mother and I. My father works in a private high school as a vice-headmaster. He is diligent and responsible, setting a good example for me. What he has impressed me most is his optimistic attitude towards life. Whenever I meet difficulties in study, he always stays by side and encourages me to be strong. My mother is a housewife. She cooks and washes for us day after day, being the glue to keep our family together and harmonious. So this is my family. They give a lot of help to me, both materially and mentally. I will try my best to live up to their expectations and show much gratitude to them.

2.2 科研经历/社会实践类问题

➤ 实习经历

【问题】

Please introduce your **internship** briefly.

What have you learned from your **internship** experience?

【关键词】internship

【参考回答】I did an internship in a local company during the last summer holiday. I was taking charge of the meeting arrangements and business trip booking. This experience brought me deeper understanding of how the business system works. Therefore, I had an early introduction of the world of business and entrepreneurship.

➤ 科研经历

【问题】Could you say something about your experience of **scientific research**?

【关键词】scientific research

【参考回答 1】I have great passion in doing academic research. The project which I participated in is "the contrast between

English teaching in Chinese primary schools and that in Malaysian counterparts”, rated as the Best Project in our university in 2019. And I'm lucky to find out that the more I learn about my major, the more I get interested in it. Therefore, I am eager to make a further study in a leading university.

【参考回答 2】 Under the guidance of my teachers, I did research on (研究课题) with my classmates when I was a sophomore. In the process of researching, everyone spared no efforts to complete the task, and my responsibility was to (自己负责的内容). In order to finish the research, we read and checked many books and articles, such as (查阅的文献). We also applied the method of (具体的方法) to solve the problems we encountered. Eventually, (待解决的问题) was solved, which broadened my professional knowledge and polished up my practical skills. Through this experience, I find that knowledge is limitless, which firms my determination to further my study.

➤ 工作经历

【问题】 Could you say something about your **experience of your job**?

【关键词】 experience of your job; work experience/history

【参考回答】 I worked as a personnel manager in a state-owned company, and then I transferred to joint a venture as a sales manager. One of the most important things I have learned is that how to deal with clients and how to behave myself as a personnel manager. Although I am familiar with the market, I always think practice requires theoretical guidance and advanced theory instruction often can indicate the direction for the practice, reduce the fault to raise the efficiency.

2.3 本科学习类问题

➤ 专业书籍

【问题】 What **professional books** have you read before? What's the **main idea** of this text?

【关键词】 professional books; main idea

【参考回答】 Since journalism shares various similarities with culture, cross-culture is also an important branch of international communication, when I was a sophomore I had read a book named The Chrysanthemum and the Sword, written by Ruth Benedict. The book depicts the rooted characteristics of Japanese through thorough investigations, interviews and participation. From her book, I have gained a closer eye on Japanese. And we also need to take their characteristics into consideration to communicate with Japanese effectively and efficiently.

➤ 本科学校

【问题】 Could you tell us something about your **university**?

【关键词】 university

【参考回答】 I had studied in Xi'an Technological University since 2017. Although it is not well known, I still appreciate it because it offers me a chance to develop my abilities. During my college years, I have made rapid and great progress in many areas. As a student, I studied very hard, obtained scholarship many times, and also gained good comments from teachers and classmates. Four years' studying there had made me an independent, optimistic and strict boy. I really appreciated the education my university gave me.

➤ 本科最喜欢的课程

【问题】 What is your **favorite subject** and why?

【关键词】 favorite subject

【参考回答】 I am crazy about learning English. English, as the most widely-used language in the world, is playing an increasingly important role in helping people know the latest information and know the cross-cultural knowledge. Through English, we can communicate better with foreign friends and follow the rapid development of our society.

➤ 本科荣誉

【问题】

Have you ever won any **prizes** in University?

Did you get any **honors and awards** at college?

【关键词】prizes; honors and awards

【参考回答】

模板 1: In 2018 I participated in the National Contest of Maths Models and won the prize.

模板 2: I have published 3 articles on practitioner journals.

模板 3: I never made any achievements at the state level. But when I was a sophomore, I got certificate in a singing competition. Two years later, I graduated with outstanding achievements, and a title of faculty outstanding graduates.

➤ 毕业论文设计过程

【问题】

Please talk about the **design process** of your **graduation thesis**.

Please introduce your **graduation thesis**.

【关键词】graduation thesis; design process

【参考回答】My undergraduate thesis is (论文名). It is mainly about (主要内容). During preparation for this thesis, under the guidance of my supervisor (导师姓名), I read many relevant articles such as (参考论文 1) and (参考论文 2), and referred to some literature especially the book (参考书目), which gave me lots of enlightenment. At last, this paper was published on (论文发表所在地), and luckily gained the honor of “(荣誉称号).” Through this thesis, I learned a lot not only in professional aspects, but in the way of dealing with all kinds of issues, which have laid a solid foundation for my future graduate study.

2.4 报考动机类问题

➤ 考研的原因

【问题】

Why do you want to go to **graduate school**?

Why did you prepare for the **graduate school entrance exam** / this year's **postgraduate entrance examination**?

【关键词】graduate school; postgraduate entrance examination

【参考回答】Through four years' studies in university, I find the knowledge that I have mastered not enough to solve some particular problems even though I got pleasing marks in all subjects. Therefore, I need to choose a bigger platform to improve myself. I think my potential in this field can be fully reached under the guidance of you erudite professors.

➤ 选择该专业的原因

【问题】Why do you choose this **major**?

【关键词】major

【参考回答】I major in International Trade and I have great interest in it. International trade has currently become increasingly important in globalization, and those companies that desire to file themselves into the international market confront plenty of issues. Thus, corresponding emphasis has been put on these issues in this field. But during my college study and internship period, I have found there is still much to study, so it is very necessary and urgent for me to grasp firmly and comprehensively the relevant knowledge of international trade. That is why I choose this major. Now I look forward to enriching my scope in this field in our university.

➤ 跨专业考研的原因

【问题】Why do you **change your major**?

【关键词】change your major

【参考回答】I show keen interest in the Journalism& Communication in particular, even though my major is Mass Communication. Mass Communication is too abstract, full of terms, far away from the real world. I don't mean that Mass Communication is useless. But Journalism& Communication studies seem more challenging, and promising for my future career. My plan is like this: start my work in People's Daily and work as a journalist so that I can try my best

to contribute to the development of Chinese journalism. That's why I made up my mind to change my major.

➤ 选择该报考院校的原因

【问题】 Why do you **choose to study at our school/ institute**?

【关键词】 choose to study at our school/ institute

【参考回答】 Firstly, studying in (大学名字) University is my childhood dream. During the College Entrance Examination, I failed to be enrolled in this university and now I want to fulfill my dream. Secondly, I'm deeply attracted by the academic atmosphere, as well as the youthful spirit of students in this university. Most importantly, (大学名字) university has a good reputation in the field where my research interest lies and so many excellent teachers who have strong research abilities. Those are the reasons why I choose to further my study here.

➤ 放弃工作选择考研的原因

【问题】 Why do you want to **go back to study instead of going on with your work**?

【关键词】 go back to study instead of going on with your work

【参考回答】 The more I experienced, the clearer I realized that I'm really interested in Business Administration. I find many enterprises have the problem of an unmatched management with its developing speed. I'm eager to learn more about Business Administration and I hope I can study further in this University. So I resigned and started the way to pursue my studies.

2.5 未来规划类问题

➤ 研究生阶段的学习规划

【问题】

Can you talk about your **plans** in the **postgraduate study**?

What do you **expect to achieve** during your study if you are **enrolled** into this institute?

【关键词】 plans; postgraduate study; expect to achieve; enrolled

【参考回答 1】 I've already made a plan for my postgraduate study. If I am lucky enough to be admitted to this university, I will make good use of the two/three years at this university. First of all, I will spend all my efforts on pursuing the knowledge of my major and mastering the research methods in this field. Besides, I will read all the books my supervisor recommends and try to read as many books as possible. In addition, I will do a part-time job relevant to my major and in this way I can put the theoretical knowledge into practice. What's more, I will apply for a doctorate if possible. Or I will just find a job related to my major and become an expert in this field. All in all, I am looking forward to making a solid foundation for my profession and my life in this great university.

【参考回答 2】 From my own perspective, the study method is of vital importance for research. So first of all, I will choose a certain approach in my study area under my teacher's guidance. Furthermore, I will draw a pragmatic research plan and time schedule, which will help me form a systematic view of my major. Last but not least, I will make sure that I can be familiar with the latest development of this area by reading as many books and journals as possible. If necessary, I will continue my research and study to earn the Doctor's Degree / PHD Degree.

➤ 本科毕业后的五年规划

【问题】 **What will you do** in 5 years **after graduation**?

【关键词】 What will you do; after graduation

【参考回答】 Five years is quite a long time, I would like to divide my future plans into following parts. First of all, if I am admitted, with all the theoretical and practical knowledge, I will find job that I am interested in. And I will devote all my knowledge to the company and my career. Besides, I, as a lifelong learner, will keep improving myself. I will try to make good use of my spare time reading books I like and do my own research. In addition, I will keep working out 3 times a week. Only when you are healthy will you be energetic and be able to do things you like in the long run.

➤ 研究生阶段希望研究的方向及原因

【问题】 Which **research direction** do you like and why?

【关键词】 research direction

【参考回答】 I opt for the cell biology as the direction of my research. My strengths and interests are the main reasons why I choose this research direction. I have interests in exploring the mystery in microcosm and abilities in both practice and research.

2.6 非常规问题

➤ 如果考研失利

【问题】 If you **failed** this time what will you do in the near future?

【关键词】 failed

【参考回答 1】 I am very clear that win and failure coexist in the life, which is full of challenges. So I have prepared myself for all challenges from life and I also tell myself that I will never give up at any moment. Now I am also confronted with challenge and I will try my best to rise to this challenge. No matter what the result is, I will never give up my pursuit and my dream.

【参考回答 2】 It is clear that win and failure coexists in the life. If I couldn't pass the test this time, it means that I am not adequate to some extent, not only in the way of professional knowledge, but also in the practical aspect. I will face up to the issues, and read more professional books and practice myself under the guidance of acquired professions. Through these ways, I will spare no efforts to correct my imperfections. Regardless of what the result is, I will never give up on my pursuit of my dream.

➤ 某门课程不及格的原因

【问题】 Why did you **fail in this course**?

【关键词】 fail in this course

【参考回答】 I had thought this course was very simple, so I didn't pay much attention and the consequence was that I failed the exam. From that incident, I know that there's no easiest approach to success. No pains, no gains.

➤ 如何应对课业负担

【问题】 Tell us about the time when your **course load was the heaviest** and how did you get all of your work done.

【关键词】 course load was the heaviest

【参考回答】 I think my heaviest course load came when I was a junior student at college. In that spring semester, I took 11 courses. In addition, I tried to tutor two middle school students in my spare time. Every day I was too occupied to even enjoy a meal at ease. I'm the kind of people who seldom gives up. So I tried to encourage myself to manage both study and work well. You know I really felt a strong sense of achievement in the end of that semester.