

# TPO1-14 口语参考答案



### **TPO 3**

#### **Q3**

In the conversation, the woman cast doubt on the proposal made by Dining Service. She thought that Dining Service had totally ignored the student's demanding and interests.

It is very presumptuous to judge healthy food depending on whether they are warm or cold. Especially, in the cold morning, warm food can help to ease your downhearted feeling.

The second reason is that students have to seek expensive off-campus services for warm-food. It will cost them an arm and a leg. They will find warm food is no longer affordable soon or later.

#### **Q5**

In the conversation, the woman faces the problem that she has a time confliction between award ceremony and biology exam. The solution is that she can choose to take exam or replace it with a 5-page paper in order to attend this ceremony.

In my opinion, I prefer the latter one. Because invited to an award ceremony seems to be real honest, especially to a student. The experience of accepting this award far outweighs the trouble of writing 5-page paper. Nobody should miss this precious moment of standing the stage and receiving this award from the institute. On the other hand, my parents can witness my achievement in person and share my joy at this ceremony.

#### **Q4**

Cognitive dissonance is a difference between what the people are and how they behave, and what they think they should be and how they think they should behave, which causes, which causes a sense of discomfort in the people affected by it. The example discussed by the professor explains it in a negative way because he says that being so obsessed by playing video games. And since this was causing him to fail his chemistry exam he told himself that chemistry exam was not so important for his career. So he changed his perception of things and the things in the most favorable and easiest way for him and so eliminated the conflict.

This is a high level response. The speaker fulfills all the demands of the task. The topic, cognitive dissonance, is coherently and effectively explained, and is illustrated with information from both the reading and the lecture. The speaker displays very good control of vocabulary and grammatical structures. His word choice is effective and often he uses language of his own to present the information he has heard. Largely because of the accuracy of the information, and the precision with which it is expressed, the overall impression that this response gives is one of fluency, despite the occasional pauses and hesitations. The influence of the speaker's first language on pronunciation is apparent but does not affect the intelligibility of the response.

#### **Q6**

**Narrator**

**Social Interaction**

People deal with each other every day. This interaction is at the heart of social life. The study of social interaction is concerned with the influence people have over one another's behavior. People take each other into account in their daily behavior and in fact, the very presence of others can affect behavior. For example, one principle of social interaction, audience effects, suggests that individuals' work is affected by their knowledge that they are visible to others, that the presence of others tends to alter the way people behave or perform an activity.

## Question

Explain how the examples of tying shoes and learning to type demonstrate the principle of audience effects.

### Important points (答题要点)

The principle of audience effects suggests that when people are aware of being observed, their behavior changes. Specifically, in the two studies described, people worked faster when they were aware of being observed. In one study, two groups were told to put on shoes that tied. One group was told it would be observed and the other was not. The group that knew it was being observed tied shoes much faster than the other group. In learning to type, those being observed type faster, but they also make more mistakes than those not aware of being observed.

### Rating annotation (ETS 考官点评)

The speaker speaks clearly. She identifies the concept of audience effects and the two examples from the listening. She organizes her response in a logical way that leads the listener from one sentence to the next. She supports her response with accurate details and demonstrates a sophisticated level of both grammatical structures and vocabulary. This is evident in the way she smoothly transitions from one idea to the next and the efficient use of language to accurately summarize the examples from the listening. There are only very minor errors in language use, but they do not prevent her response from being understood.

## TPO 4

### Q3

From the conversation, the man cast doubt on the university proposal that computer department want to add evening class to meet demand.

The first reason is that most of students have full schedule in the night and they are too busy to take night computer class. So it won't solve the problem of overcrowded in daytime.

The second reason is that university will even spend more money on the cost of hiring new teachers and extension of the academic building opening hours. A better and cost-effective solution is to purchase new computers which now are more affordable and computer classroom has plenty of space to hold these new computers.

### Q4

In the lecture, the professor offered us two examples to illustrate the relationship between verbal and nonverbal communication.

The first example is that his uncle Pete gave him surprise visit. He produced unconsciously a very rich facial and body expression: his eyes got wide, broke into a huge big smile, jumped up and down. His nonverbal signals even represent more information to convey how happy he was to meet with Uncle Pete.

The second example is his thumb was hurt by a hammer when he taught her daughter to use a hammer and nail. Even he kept to say he doesn't matter with this accident, but his body and face language – shaking his hand, contorted face, trembling voice – those nonverbal communication betray him to tell his daughter the truth: he was really painful.

### Q5

In the conversation, the man faced the problem that he could not find his psychology classroom without carrying his class schedule. He has two solutions to solve this problem. The first one is that he can check the room number in the student center's computer. The second one is that he can confirm directly from professors in Smith Hall where his classroom is.

**In my opinion, I prefer the latter one. Firstly, I didn't have enough time to waste on the checking the computer in the student center. If I go there, I will face the risk of being late for the class. Moreover, catch my psychology class on time is the most important thing and professor will forgive me and will not blame me for this small fault.**

#### **Q6**

**In the lecture, professor introduced us to the effect and function of visual elements, including color, texture, shape, lines and so on. Combined with these elements together can exert tremendous influence on the viewers' mind.**

**The first example is that different colors can be employed in different way to express various meanings. The color red symbolizes the strong emotions like extreme joy or anger. By contrast, the color blue can provide a calming effect on viewers.**

**The second example is that various textures can bring viewers with a variety of feelings. A rough texture can evoke tough and powerful emotions. By contrast, a smooth texture tends to show a feeling of calming.**

**In fact, artists often unite those factors, like mixing two strong expressive elements, to enhance the effect of art works.**

#### **TPO5**

##### **Q3**

**From the conversation, the man totally agreed with the university plan of holding campus dining club for a week.**

**The first reason is that club can offer culinary art students with a good opportunity to learn how to prepare meals under pressure, not just in the classroom. It is a great way to get an inside glimpse of culinary career. Let them develop related work experience and apply classroom learning.**

**The second reason is that extra cost can be paid for club's profits. Club can provide wonderful meals for customers in a more affordable way. Those meals' flavor is no less than that offered in the restaurant. So people will be willing to pay a little addition fee to enjoy those delicious meals.**

##### **Q4**

**Nowadays, advertisers can send product information directly to those specific customers by means of employing targeting market skill. Even they are the same products. In the lecture, professor offered a sale project of cell phone as example.**

**Firstly, company aim at young man market. This kind of commercial will emphasize the funny feature of cell phone to appeal to those youngsters. They will highlight its bright colors and other special function which seems to especially design for young people. It will broadcast in those pop music or teen serials.**

**To the business world, AD will introduce those functions of commerce to those merchants. For example, the cell phone can handle business affairs efficiently and even reduce the cost of business. It will be showed in the business programs.**

##### **Q5**

**From the conversation, the woman faced the problem that she cannot take part in the concert because of her wrist sprain. She has two choices to choose. First solution is that she can struggle to play violin by herself. Another one is to replace her violin position with other violinist like Jim.**

**In my opinion, I will choose the later one. The main reason is I have already been out of practice for a period of time. What's more, I do not have enough time to recover my wrist at all. So I may not do my best for the concert and will disappoint my partners for my imperfect performance. That's what I don't want to expect. My substitute seems to be an unreliable person. But he is a perfect violinist and I am sure that he can adapt to his role in a short time.**

**Q6**

**From the lecture, professor introduced us two types of motivation which exert tremendous influence on our action.**

**The first one is extrinsic type. That type of motivation is stimulated by external factor. For example, a child will do some housework for a reward. However, if the parents stop giving her money, the child will not do the housework continually. In this case, the reward of money is the external motivation. At such times, people cannot persist to do something by chance that the external factors disappeared.**

**The second one is intrinsic type. The motivation stems from our happiness or achievement. The professor offer herself as an example. She will do the exercise in the gym in order to keep her health. That kind of motivation can encourage people to do something for a long time.**

**TPO 5**

**Task 3**

#### **Campus Dinning Club Announced**

**Starring this year, the university dinning hall will be transformed into the Campus Dinning Club at the end of every semester. During the last week of each semester, the dining hall will feature special meals prepared by the university's culinary arts students. The school believes that will give students who are studying cooking and food preparation a valuable experience that will help the later, when they pursue careers. The school has announced that it will charge a small additional fee for these dinners in order to pay for the special gourmet food ingredient that will be required.**

**Task 4**

#### **Target Marketing**

**Advertisers in the past have used radio and television in an attempt to provide information about their products to large general audiences; it was once thought the best way to sell a product was to advertise it to as many people as possible, however, more recent trends in advertising have turned towards target marketing. Target marketing is a strategy of advertising to smaller, very specific audiences-audiences that have been determined to have the greatest need or desire of the product being marketed. Target marketing has proved to be very effective in reacting potential customers.**

**TPO 6**

**Q3**

**From the conversation, the woman refute the Tim's proposal that history department should reduce three-hour seminar to two-hour.**

**The first reason is that the unreasonable schedule arrangement by Tim mentioned is, in fact, just his own problem. Tim always stays up late party so that he cannot prepare and rest well. Not all of the students have such problem with concentrating in the seminar.**

**The second reason is that everyone enjoys the seminar especially at the last hour. They can exchange important ideas with each other and then get involved with the seminars, not just an**

audience. Actually it's the most useful part of seminar for the students to communicate together. So they will gain a lot of benefits from three-hour seminars.

#### **Q4**

From the lecture, the professor gave us the car advertisement to explain the concept about implicit memory.

In this example, a lot of people drive by the billboard on which painted a big picture of a car's name "panther" in the highway. When those drivers are asked directly about the car's name showed in the billboard, they cannot recall anything about this ad and the car's name. However, their first impression is the car's name 'panther' when they are asked about what animals starting with the letter 'P'.

From this experiment, people may not remember what contents on the road-side billboard, but they will still display reactions showed that they already notice them. That's the implicit memory.

#### **Q5**

From the conversation, the woman faced the problem that their team doesn't perform effectively on the field of study. The professor offered her two solutions. One is to arrange another time to study together. Another choice is to choose a leader to manage her study team.

In my opinion, I prefer the latter one. First of all, not all of people have free time to get together and that's the purpose why we set up a team. Moreover, choose a leader to organize the team can bring many benefits. For example, he can set a goal and draft a study schedule in advance. He can supervise other members to finish their assignments on time and make them focus on the problem together. Therefore a responsible leader can ensure the whole study team to perform effectively.

#### **Q6**

In the lecture, the professor took a biology class as an example to illustrate two types of attention. The first type of attention is active one. In this situation, students' concentration will not last a long time before they get distracted. In fact, students are not interested in your lecture at all, they will just oblige them to pay attention on your lecture. For example, you just introduce some frog's common knowledge to students. They may persist to focus on your class for a while.

Another type is passive attention. It does not require students force their attention on your lecture. It's involuntary and unconscious. Try to use some amazing and engaging skills to arouse their appetite. For instance, in a biology class, you bring a live frog to help your students study its characteristics. Their attention will be naturally attracted by this frog and stick it for a long time.

#### **TPO7**

#### **Q3**

From the conversation, the woman cast doubts on the university proposal that sculpture courses should be eliminated due to a lack of student interest.

The first reason the woman offer is that art students did not get enough time to take some classes which they are interested in. Because too many required classes have already fulfilled with their course schedule. They have few choices to arrange other subjects in. University should set flexible requirements to attract more art students to take optional classes.

The second reason is that lack of budgets to hire full-time professors can be solved by following ways: University can hire part-time professors to teach students sculpture courses or employ other professors who have secondary fields of sculpture.

**Q4**

From the lecture, we can learn that children will change their behavior according to the teachers' attitude. That process is called the behavior modification.

The unpleasant consequence will discourage further repetition of the behavior. For example, children violate the rules about proper behavior for a classroom. Such as they interrupt the class and walk around the classroom and so on. Then teacher get angry with them and punish for their misbehavior.

From that way, children will take a lesson about how to behavior at class. They will gradually modify their behavior through the way that observing the teacher's attitude. Then they will be received some little reward from their teachers when they act as well-behaved boys or girls. That pleasant consequence will encourage them to comply with disciplines of the class.

**Q5**

From the conversation, the woman faced the problem that she cannot finish her paper on time due to the breakdown of her computer. She has two solutions to solve this problem. The first one is that she can go to computer lab to finish her paper. The second one is that she can urge the repair shop to fix her computer at the beginning of next week.

In my opinion, I will choose the latter one. The reason is that the computer lab is usually crowded with people. The noise in the lab will interrupt my thoughts and distract my attention so that I cannot devote my attention on my paper in a perfect condition. Moreover, I'm very familiar with my computer's operation. So it is inconvenient that I have to change my custom if I use the lab computer.

**Q6**

From the lecture, the professor introduced two major factors of product quality which usually determine the customers' decision when they choose the same quality of products.

The first factor is reliability which means you can use your products without needing repairing in the period of guarantee. Take car as example, you will not expect to fix your car frequently. People are not willing to get into those troubles after buying product. This factor used to determine people's image of product quality.

The second factor is product's feature. Because of the development of high technology, we don't need to worry about the product reliability too much. That phenomenon means that reliability no longer play a key role in the customers' mind when products have similar reliability. Instead, the products feature becomes the key factor to appeal to the customers.

**TPO8**

**Q3**

From the conversation, the man cast doubts on university proposal that broadcasting classic music during mealtimes will promote a relaxed atmosphere in the cafeteria.

The first reason the man offer is that most of students prefer studying and finishing their assignments in the cafeteria during the mealtimes. Especially they usually seek a peaceful place during the period of exam. The classic music will interrupt their thoughts and distract their attention from their books.

The second reason is that classic music is not students' favorite music type. Now students are not totally interested in it. What's more, they will just put the mp3 player on their ears to block out the sound.

**Q4**

From the lecture, professor gave us two examples to explain how animals employed the strategy of revealing coloration.

The first example is peanut bugs will suddenly expose their bright colorful spots which is hidden in the back wings when they are attacked. This action will make predators confuse and stun them in a while. Then peanut bugs will take advantage of this precious period to escape.

The second example is that Morpho butterflies flap their shiny parts of wings to reflect the sun light in order to run away from the predators like birds. The flash will interfere with bird's sight so that they cannot pursue and catch this kind of butterflies.

#### **Q5**

From the conversation, the man faced the problem that his course schedule conflict with each other. There are two solutions he can adopt it. One solution is that Shakespeare professor have allowed him to do an independent study to gain the credit. Another solution is that he can take the class in other university an half and an hour away.

In my opinion, I will choose the former one. The reason is that I don't want to waste my time on the long commute. If it's rainy or foggy, it will make me a lot of trouble to go there and even later. Moreover, I may not have enough time when I'm busy. It is a wise choice that doing the independent study with my professor. I can cherish this opportunity to get more details from the professor.

#### **Q6**

From the lecture, the professor offered two strategies to determine initial price of your new products and occupy the share of market effectively.

The first one is often used in the high-tech products. You can make a high price in your early stages of product life cycle. Then you can lower the price of your following products. That strategy is able to establish your products' high-quality image in the consumers' mind. Moreover, you can make very high profits from this strategy.

The second one is employed when you try to gain market share from you opponents in a saturated market. You can undercut your competitors' products and offer a more affordable low price than theirs. This approach can appeal to more potential customers to purchase your products. You can also make profits from accessories with your low price of products.

#### **TPO 9**

#### **Q3**

From the conversation, the woman took issue with the new university requirement that will help students gain lots of benefits from internship's work experience.

The first reason is that company will not assign general affairs to students. Internship contents are usually to arrange them to do some basic tasks like typing or filing something that unrelated with their major. Therefore, they cannot learn anything about practical experience like leadership or organizational skills.

The second reason is that so many other university business students in this area have already participated into the similar project as one of requirement. So competition will be very fierce among those interns because company may not provide enough positions to all these students.

#### **Q4**

The establishing shot is a skill that film directors provide an image briefly at the beginning of the



movie in order to supply information about its background. Let audiences easily understand how the whole story developed.

In the lecture, professor offer us his first impression about one of great movie. Prior to directly show us the whole story, it introduces all the background information of city with a kind of old-fashioned and gloomy style and mysterious atmosphere. That hints us when and where this story will take place. That mode of camera shot supplied the foundation of mysterious story's theme.

#### **Q5**

From the conversation, the woman faced the problem that she has to find a new room because her house has cut off the water supply. One solution is that she can just live with her friends in their living room. Or she can choose to rent a room in a small hotel.

In my opinion, I prefer choosing the latter one. Because I need to prepare my mid-term exams, a quiet place is indispensable for me to focus on my study. Also it's too crowded to live with my friends. I cannot image that an apartment can accommodate up to five people. Loud conversation will invade my thoughts and interrupt the pleasure of reading book. Under this condition, I may not have any privacy at that place and the noise will distract my attention.

#### **Q6**

The professor offered us two examples to show how plants evolve some unique defense systems against insects.

Some planets will use physical features to protect themselves. The first example is that passion plant's leaves grow a lot of little spiky hairs on it that can protect against insects to land on their leaves and eat them. This feature enable the plants avoid to be eaten.

Others evolve some kind of chemical defenses to cope with insect's attack. The example the professor given is that potato plant can release a kind of chemical throughout its leaf system when insects eat and swallow it into their digest system, this kind of chemical substance will spoil their appetite and let them stop to eat.

#### **TPO 10**

#### **Q3**

From the conversation, the lady took issue with the proposal that student artwork should be displayed the lobby at the entrance to the student center.

The first reason is that the student center is too busy and crowded to hold an exhibition. It is not a wise choice to appreciate pictures in the hustle and bustle's atmosphere. The crowd will distract your attention and interfere with your thoughts and the pleasure of enjoying those paintings.

The second reason is that artworks should be display in an ideal room by offering the controlled and consistent light like electric light bulbs. Because of uncertain weather, sunlight will make much trouble with room's illuminating effect.

#### **Q4**

The first example is that when the professor was a kid, many children were obsessed with the Action Hero program in the TV show. So they can't help having a desire to own an Action Hero figure. That phenomenon shows how the practice of entertainment merchandising takes effect on the market. In this case, TV show creates the band or image to stimulate the demand of toy.

Another example is that his daughter has a doll and like it very much. So she will enjoy the TV program adopted her doll as a main character. It's natural that this TV program becomes popular

with those girls who own this kind of doll. That instance tells us that market strategy can use already-popular object to attract those potential customers' attention.

**Q5**

The woman faces the problem that she cannot finish her history paper on time due to power failure. The man offers her with two solutions. One is she can drive to the library and it just cost 20-minute. Another is she can ask professor postpone the deadline of paper.

In my opinion, I will choose the former one. Because power failure is not a good excuse as deliver the homework late. Maybe professor will not forgive me this fault and give me a bad impression. It is not big trouble to take 20-minute drive on the road. Moreover, I want to finish my paper on time. So it will not disrupt other arrangement on my schedule.

**Q6**

The main reason is that if baby have not empathy or feel concern for others, they will just directly react to all the depressed noise like cry.

In the first part of experiment, we can find that baby will cry when he hear the sound of other babies crying from a tape. It's nature. But, it's surprise to us that, at the next part, he wasn't upset by the sound of his own crying. Therefore, that evidence proved that baby can distinguish his own crying from others. The depressed noise is not **immediate cause** to trigger baby to cry. We can assume that the baby could feel other's feeling which mean he may have the ability of empathy. They can feel and understand other babies' emotion. This is the reason that make them cry.

**TPO 11**

**Q3**

From the conversation, the woman rebutted the notion that Housing Renovations will encourage more students to live in the campus.

The main reason is that a lot of noise made by renovation will interfere with students' study life. Even more students who live in the campus decide to leave there. So they don't have to tolerate the noise and enjoy a peaceful life.

Second reason is that the cost of housing renovation need increasing fee to balance it. That mean living in the campus will require students to spend more money on the dorm's fee. The raising fee will just make more students choose to pay less money on an apartment.

**Q4**

The main reason why H.D. was called an outside artist is that he did not receive any formal art education and study from other artists. And he also invented a very unique way to painting his picture. His unique style was represented in the one of his water color painting that he manage to pasted children's figure from newspapers and magazines instead of painting those images. You can recognize his paintings from others traditional painting at once.

Other outside artist's feature about him is his painting display more complicated details than others' and its size is way longer than ordinary size.

**Q5**

The man missed the opportunity of applying a dorm room for summer. So he has 2 choices. One choice is that he can live with his parents. Or he can rent an apartment off campus.

In my opinion, I will choose latter one. The main reason is that I don't want to waste my time on tolerating the long commute. It's about 2 hours! If my car break down just in case, I will have a big trouble with catching professor's class. Also I can spend more time on summer research and sleeping. Comparing with these benefits, apartment's fee is not a big deal.

#### **Q6**

From the lecture, the professor offered us the concept of interior design about relationship with unity and contrast. They have close association with each other. The first principle is the how to use unity. This effect can leave resident with an impression of order and comfort. We can use the similar elements like matching color to decorate and harmonize room's atmosphere.

But too much unity will bring the feeling of boring. To avoid these problems, you need use second principle: a little of contrast. Like contrast color can make things look like more outstanding and highlight the room's feature. Make it be more dynamic and vivid. But we should care about key point that too much contrast will counteract or even disrupt the room's whole effect.

#### **TPO 12**

#### **Q3**

The first reason the woman given is that the proposal for expansion of college radio station will bring about college students' attention and attract them to compile more interesting radio programs that interact with people from town. These changes can also allow students to gain much precious practical experience of making radio programs. That chance will be able to polish their resumes and even supply an extra advantage especially when they hunt jobs.

In addition, the woman offers a successful example of her friend, Tony. He acquires a lot of money from the commercials. Those profits also endow him to offer more scholarships and help fund other projects to improve facilities.

#### **Q4**

Subliminal perception is the phenomenon that your perception will be manipulated by some neglected factors without consciousness. (Including your thoughts and attitude)

In the lecture, the professor shows an experiment to identify this phenomenon. When two groups of people were offered to watch TV, the video will be inserted a picture of a boy with cake in less than a second. The slightly different version of the picture is the boy's emotion to cake, one is positive image: happy. Another is negative one: angry. Then let them make a judgment on the boy's personality, according to the third picture of a boy with normal emotion. Nobody realize that they have already seen this boy. As a result, those negative or positive answers do match the picture supplied to them.

#### **Q5**

The woman was invited to accept an award from journalism, but she run into a problem that schedule of philosophy exam will close at the threshold of ceremony. She may not have enough time to catch it. The man offered her two solutions. One is she can just finish the exam then rush to the ceremony during the long introduction. Another solution is she can reschedule the time of exam.

In my opinion, I will choose the latter one. Because I cannot ensure that I can just catch the ceremony and it's impolite for audience to arrive late. Also I want to enjoy the whole course of ceremony. And if I can spend more time on reviewing my philosophy book instead, it's not a big problem for me to get a better score

**Q6**

The professor tells us about relationship about products in some special condition. One kind of condition takes place in the demand of substitute products. In this example, like butter and margarine, they can replace with each other. So people will choose a more affordable product according to their price. One products' demand is raised will suppress others'.

Another product like CD and CD players call compliment products. They are designed to be compatible with other. So their relationships about price about demand will be linked with together. If increase the price of CD, that will lead to decrease both demanding of products.

**TPO 13**

**Q3**

In the conversation, the woman took issue with the proposal made by the university official and didn't think that top students would just be satisfied/attracted by building a new athletic stadium. In her opinion, university should put a premium on infrastructure like investing those money in updating the old, out-of-date lab equipments, buy more books for the library, enlarge the small student center.

On the other hand, people from the town will not come just for watching the new stadium with more seats. What they actually like is to enjoy/appreciate a splendid game performed by the university team. However, the team hardly won a game before. So the plan will not help to improve the relationship between university and town.

**Q4**

Perceptual constancy mean that we will not change( alter, transform) our percept of the same object even from a different view or distance.

The professor first give us an everyday example- a plate, an ordinary object you can find in the kitchen, is in the shape of circle. When you change the view of plate to a horizontal position, its shape will be looked like an oval. But you will not change your perception about plate's attribution.

Other example the professor given is himself. Wherever the row you sit in the classroom, up close or far away, look bigger or smaller, your perception will stay the same. You will not just simply change your mind about the professor from various angles.

**Q5**

From the conversation, the man ran into the problem that he cannot carry club members to the museum tomorrow due to the breakdown of his mother's van. So the woman gave him 2 solutions. One is that he rent a van and let everyone pay his own part of fee. Another is that he can postpone the date of trip.

In my opinion, I will choose the latter one. Because I can just contact with a few of members, their attitude cannot represent other members' idea. After all, you must seek the opinion of everyone. At the time of trip, maybe some people will be reluctant to pay extra money for this rent and that will lead to the situation that not everyone can go to exhibition together. So it is a wise choice to wait until the van has been repaired.

**Q6**

In the lecture, the professor offers us two examples to describe sea animals' camouflage and illustrate how they adopt environment by using their special colors and shapes.

First off, leafy sea dragon has a unique green color and shape which totally resembled the green plants. This feature can allow them perfectly blend into (fit with) the green sea plants. Therefore, predator can hardly detect them among those green plants. But their shortcoming is obvious: they can only disguise themselves in those particular natural conditions.

On the other hand, cuttlefish didn't have a special shape. But they develop another advanced type of camouflage: immediately shifting their body pigments according to different environmental conditions. This special capability endows them to change their color to adopt wide varieties of environment. So they can avoid predators when they come into a new environment.

### TPO12(2)

Many sea animals, in order to hide from predators have over time developed different kinds camouflage to help them blend in with environment and avoid detection **by** predators. Picture the surface of the sea floor. It's **as varied as the** land we live on. It's got peaks, valleys, vegetation and rocky areas and some sea animals have developed permanent colors or shapes to resemble these environment feature.

These camouflages help to **disguise** them from predators by enabling them to blend into a specific part of sea. For instance, take a kind of fish, like leaf sea dragon. Well, the name says it all. It resembles a small green dragon with leaf like **protrusion** sticking out like arms. And because of its color and shape, it blends extremely well with green sea plants. So when the leaf sea dragon is swimming through these plants, predators have trouble seeing it. But when **it enters** other environments, without these green plants, its camouflage doesn't work anymore.

Now other sea animals are difficult to spot anywhere in the sea, because their type of camouflage enables them to change color. Take the cuttlefish, a fish that's closely related to squid and octopus. Unlike leaf sea dragons, cuttlefish have not developed any particular shape to hide from predators. But they have a lot of mobility because their camouflage allows them to blend into any environment because cuttlefish have shifting pigments that allow them to change color in a matter of seconds. And so they can almost **instantaneously** match the color of their surroundings. If they are swimming by green sea plants, they will turn green, **and if** they are swimming over the brown sea floor, they will turn brown.

Using the examples of the leafy sea dragon and the cuttlefish, describe two kinds of camouflage and the benefits they provide.

In the lecture, the professor offers us two examples to describe sea animals' camouflage and illustrate how they adopt environment by using their special colors and shapes.

First off, leafy sea dragons have a unique green color and shape which totally resembled the green plants. This feature can allow them perfectly blend into (fit with) the green sea plants. Therefore, predator can hardly detect them among those plants. But shortcoming is obvious: they can only disguise themselves in some particular conditions.

On the other hand, cuttlefish develop another more advanced type of camouflage. This special

capability endows them to change their color immediately according to environmental conditions. So they can survive better in the variety of sea floors.

**TPO14**

**Q3**

In the conversation, the man cast doubts on the students' proposal that university should allow students to eat in class and in-class parties.

The first reason is that canceling this prohibition will cause a lot of trouble like noise. It is very impolite to make sound while eating. But that's inevitable. The noise will invade other students' thoughts or even interrupt their study.

The second reason is that the last classes are planned to do important review for preparing final exams. Parties will occupy our precious reviewing time and interrupt to go over our courses.

**Q4**

In the lecture, the professor introduce us his friend's journalist experience to illustrate the concept of comfort zone bias.

In this example, his friend firstly wanted to seek a job as film reviewer according his interesting. But he failed to hunt one. So he finally chose to take a newspaper reporter instead. After several false starts, he became a successful reporter. Someday, he got an opportunity to be a film reviewer. But he refused to give up his comfort zone-his newspaper reporter position—to take this new challenging job with high salary. He was willing to stay his familiar situation and don't want to take any risks to try new one.

**Q5**

In the conversation, the man faced the problem that he should make a decision about his living arrangements due to his roommate's leaving. He has two solutions to choose. One is he can share a room with appointed new roommate by university. Another one is to live with his old roommates in a new house off campus.

In my opinion, I prefer the former one. The main reason is that I am not used to live with a group of people. At first, I just lived with my roommate in a double room. But new apartment is filled with a group of people. Living together will cause a lot of unexpected trouble. Moreover, I hate to wake up early to catch my class. I need to have a sound sleep to refresh myself.

**Q6**

In the lecture, the professor introduced us two examples to illustrate how deep-sea animals adapt to the harsh environment.

The first example is that a species of eel can swallow preys larger than itself. That special capability relies on its enormous mouth and large stomach. That adaption can help them endure a long period of hunger.

The second example is that a kind of fish called Angler fish can generate light to attract food. Their particular head structure can generate light that glows in the dark. Insidiously, this light is positioned close to the fish's mouth. This little light can appeal to some unguarded preys. Their curiosity will put themselves into the angler fish trap unconsciously.

**Do you agree or disagree with the following statement?**

**Always telling the truth is the most important consideration in any relationship.**

**Use specific reasons and examples to support your answer.**

the traditional virtue of telling the truth in all situations is increasingly doubted by many in today's world. Many believe that telling the truth is not always the best policy when dealing with people. Moreover, the line of a "truth" is becoming more and more vague. This essay will explore the importance of telling the truth in relationships between people.

We all understand that often the truth is offending and may not be a very nice thing to both hear or say. Lies or white lies often have their advantages. The manipulation of white lies is the most obvious in the business world. How many times have we heard that some product is "the finest" or "the cheapest"? how many times have we heard that products have such and such "magical functions"? advertising is about persuasion, and many would agree that if a company is to tell the absolute truth about its products, no one would be interested in even having a look at the products.

The same logic applies to human relationships. If your friend had worn a newly purchased dress on her birthday and energetically asked you if it was a worthy buy, would you freely express your opinion that you had never seen a dress as the one she's currently wearing? And spoil her birthday? Unarguably, hiding (entirely or partially) the truth in some situations can be quite handy indeed. Confrontations and disputes can seemingly be avoided.

However, there is always the risk factor of the truth emerging sooner or later when telling an untruth. The basic trust in any relationships (businessman/customer, friends, parents/children) will be blotted, and would have an impact on the future relationship between both parties. The story of the "the boy who cried wolf" fully illustrates the consequences of telling untruths. No one will believe you when you're telling the truth. Your word will have no weighting.

In addition, another "bad factor" of telling untruths is that you have absolutely no control over when the truth (of previous untruths) will emerge. Untruths breed pain in both parties: tears when the truth is uncovered after a period of time; fear and the burden of sharing a "secret". In the long run, it seems that hiding the truth is not beneficial to either party.

Everyone hates betrayal. Even if it is the trend to occasionally hide the truth in relationships, it is strongly recommended that not to follow that trend as the risk and the consequences of the truth unfolded overwhelms the minimal advantages one can derive from not telling the truth. After all, it is understood that relationships are founded on "trust" which goes hand in hand with "truth". Indeed telling the truth is the most important consideration in any relationship between people. Always.

**Rater's comment**

This lengthy essay presents a clear and very well-developed discussion of the issue. There are occasional instances of poor phrasing ("the line of a 'truth' is becoming more and more vague"), but these are more than offset by the rest of the response, which is fluent, varied, complex, and sophisticated. Again, the only noticeable fault is the failure to capitalize sentence-initial words.

**Do you agree or disagree with the following statement?**

**Always telling the truth is the most important consideration in any relationship.**

**Use specific reasons and examples to support your answer.**

**Score 5 Essay**

### **DISHONESTY KILLS RELIABILITY**

**There are certain considerations or factors that everyone takes into account in a relationship. People may look for honesty, altruism, understanding, loyalty, being thoughtful etc! Everyone would more or less wish that the person s/he is dealing with, has some of these virtues above. Putting them in an order according to their importance, however can be very subjective and relative.**

**When someone asks him/herself the question “What do I consider to be the most important thing in my relationship?” the answer depends on a lot of factors such as how his/her earlier relationships were.**

**After stating that everyone’s opinion can be different about this, for me honesty, in other words, always telling the truth is the most important consideration in a relationship. Opposite of this is inarguably lying and if someone needs to lie, either s/he is hiding something or is afraid of telling me something.**

**In any relationship of mine, I would wish that first of all, the person I’m dealing with is honest. Even though s/he thinks that s/he did something wrong that I wouldn’t like, s/he’d better tell me the truth and not lie about it. Later on if I find out about a lie or hear the truth from someone else, that’d be much more unpleasant. In that case how can I ever believe or trust that person again? How can I ever believe that this person has enough confidence in me to forgive him/her and carry on with the relationship from there. So if I cannot trust a person anymore, if the person doesn’t think I can handle the truth, there’s no point to continuing that relationship.**

**Although I would like to see altruistic, understanding, thoughtful and loyal behavior from people, an instance of the opposite of these behaviors would not upset me as much as dishonesty would. Among all the possible behaviors, dishonesty is the only one for me that terminates how I feel about a person’s reliability. Therefore honesty would be my first concern and the most important consideration in a relationship.**

### **Rater’s Comments**

**In this response the writer first approaches the topic by underscoring that a number of character traits are important to a relationship. The writer then effectively develops an argument that unlike other negative behaviors, dishonesty or unwillingness to fully disclose some bad action cannot be forgiven and can be the most important factor in destroying a relationship. The writer’s language is fluent, accurate, and varied enough to effectively support the progression and connection of ideas. There is a variety of sentence structures, including rhetorical questions. The essay is not mechanically perfect, but as long as such errors are occasional, minor, and do not interfere with the reader’s understanding, an essay like this one can still earn a top score.**

**TPO-3 integrated writing sample answer （满分范文）**

**The lecture revises the idea presented in the text, that Rembrandt was not the artist who painted the famous painting "Portrait of an Elderly Woman in a White Bonnet".**



**The inconsistency between the white cap, which identifies the woman as a servant, and the expensive fur collar she wears dissolves as the Professor explains that the fur collar was apparently painted over the original painting to increase its worth by displaying an aristocratic woman.**

**In addition, the assumption that light and shadow in the painting do not fit together is refuted by the fact that in the original painting, the woman wears a light cloth that illuminated her face. Thus the presentation of light and shadow was indeed very realistic and accurate, as it is characteristic of Rembrandt's paintings.**

**Finally, the mystery of the panel consisting of patches glued together is also solved in the lecture. Actually, the wood panel was later enlarged to make it more grand and valuable, but the original painting was painted on a single panel, as Rembrandt would have done it. Furthermore, the wood is of the same tree used in other Rembrandt paintings, like the "Self-Portrait with a Hat".**

**All this information points to Rembrandt as the painter of the controversial painting.**

**Question:**

**Do you agree or disagree with the following statement?**

**It is more important to keep your old friends than it is to make new friends.**

**Use specific reasons and examples to support your answer**

**Sample Response:**

**In the following essay I would like to express my opinion in regard to the thesis "It is more important to keep your old friends than it is to make new friends"**

**On the one hand, you could always say that making new friends is a lot more entertaining than keeping in touch with the old ones. There are new topics to talk about, new activities to do together, new personality traits to discover... Additionally, you also get to meet the persons who are close to your new friends. And maybe you will even receive a whole group of new friends by making one new friend.**

**However, you could also say that it makes much more sense to keep in touch with your old friends since they are your true friends. Firstly, you already know how they react to certain situations and therefore you know how to treat them to get along well. Secondly, I am of the conviction that it is certain that in a bit more peculiar and maybe a bit unpleasant situations it is a lot more likely that your old friends will help you out than that someone you have met barely a week ago would do the same.**

**Though I have to admit that I personally came to the conclusion that I need my old friends as well as my new friends. For me they are both equally important. I adore keeping in touch with my old friends and knowing how they will react in most situations. Of course, over the years some sort of bond and a special kind of trust has developed with my long-time friends.**

**However, I immensely enjoy making new friends as well. I enjoy trying out new activities and making new friends there. Furthermore, I like making friends from all kinds of different cultures**

and countries. And I am certain that this kind of attitude makes life much more interesting. Plus, I believe that new friends will also broaden your horizon because their beliefs may differ from your own.

Personally, I am convinced that nobody has to decide between old friends and new friends since the possibility of keeping the old friends and making new ones always exists. Therefore as a final statement I would like to say "Cherish you old fiends and enjoy making new ones as well" .-324 words-

#### **Description of Response:**

This essay does a good job responding to the topic by developing benefits of both making new friends and keeping old friends, ending with the conclusion that they are of equal importance and that there is no reason to have to choose. In this essay, the level of vocabulary is not as sophisticated as would be typical in a top-rated essay, but there is some very good grammatical complexity displayed and vocabulary is used accurately

下面这篇作文是针对TPO 第四套的综合写作（关于恐龙是否是恒温动物）写的，虽然有一些小错误，但ETS 评分为满分。

#### **Sample Response**

The professor actually contradicts the statements made in the passage. She is of the view that dinosaurs are not endotherms i.e. they were not able to keep their body temperature at a constant rate.

The professor contradicts the issue of dinosaurs being endotherms based on the availability of fossils being available in the polar regions, she says that the polar regions in those days were not as cold as they are today i.e at least warm enough for dinosaurs to live. During harsh winters she says that there is a possibility of the dinosaurs actually migrating to warmer regions.

The issue of leg position and movement being used as a reason to classify the dinosaurs as endotherms does not please the professor either. She says that dinosaurs had legs under their bodies to support their huge bodies i.e the legs under the body of the dinosaur were actually to support the huge weight of the dinosaur and not to provide it with a body structure like endotherms(which is actually suited for running).

The professor acknowledges the presence of haversian canals but also points out that the fossils show the presence of growth rings. These rings occur due to the thickening of the bone. The thickening indicates that the dinosaurs weren't actually growing continuously but were experiencing periods of rapid growth and periods of no growth in succession. This pattern, she says is characteristic of non endothermic animals.

Thus it can be inferred that the professor challenges the passage by giving reasons as to why she thinks that the dinosaur is not an endotherm.

#### **Description of Response:**

Despite initial appearances, this response largely succeeds in clearly and accurately presenting how the lecture points take issue with the points in the reading passage that dinosaurs were endotherms. The first point regarding dinosaurs in polar regions could be a bit clearer. Otherwise,

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the response mainly suffers from typographical errors, but these are not regarded as major problems; it is obvious that the writer has good control of structure and vocabulary and the ability to use these to convey in an organized and logical manner what has been understood and asked.

#### **TPO-4 独立写作满分范文（未来车辆减少）**

##### **Question:**

**Do you agree or disagree with the following statement?**

**In twenty years, there will be fewer cars in use than there are today. Use specific reasons and examples to support your answer.**

##### **Sample Responses:**

At first I would say I disagree with the statement according to which the use of cars would decrease in the following twenty years. Indeed, the world's population is expected to grow drastically in the next decades. Population in Western countries is likely to grow at the same pace it is growing today, but the most important contribution to the global population growth will certainly come from developing countries. And to my opinion, a growth in the use of cars will accompany this growth in population. People in developed countries are largely accustomed to using cars, therefore a great change in habits would be needed to curb the growth in cars' use. Moreover, studies show that people live further and further from their work place, and therefore have to use their car more often. As for developing countries, a rapid economic growth is expected to go along with population growth in a good deal of countries. These countries are likely to reach the development level of Western countries within the next couple of decades. Unless these countries can develop their own pattern, which I doubt, they will use more and more cars.

Nevertheless, some hope remains that the growth in the use of cars can be slowed in the future. People and governments are becoming more and more aware of environmental issues linked to the use of cars, and some experiments aiming at reducing it have been conducted in some places (e.g. the toll in the London downtown, or the alternate circulation in Paris on high pollution rate days). Although these measures certainly have a positive effect on pollution and traffic. I don't think they're viable in the long run. To curb environmental problems linked to cars, the only solution is to develop new clean technologies. This way pollution rates would drop, but we would still use more and more cars. So as for traffic In big cities In twenty years.. I'm very pessimistic!-324 words-

##### **Description of Response:**

This is a well-developed, well-organized response largely giving detailed reasons for disagreeing with the issue as stated. A great variety of sentence structures and vocabulary is displayed and good progression of ideas is evident.

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