

PART 3

听力原文

- Peter:** Hi, Shona.
- Shona:** Hi, Peter. Have you made up your mind about which **internship** (实习) programme to apply for?
- Peter:** Yes, pretty much.
- Shona:** I'm entirely **at a loss** (茫然). I mean, there are so many good ones. Can you give me some tips?
- Peter:** Sure.
- Shona:** What is your **top priority** (优先项) when **weighing up** (衡量) these programmes?
- Peter:** Well, I guess I'd go for ones that can help me with the skill set I lack for my future career. I still need a lot of practical training in dealing with statistics. But **keep in mind** (记住) that you don't want to set your goal too **grand** (宏大的), like drawing up a business plan. You might end up nowhere. Q21
- Shona:** I see. So, I want to learn how to organise ideas and present them.
- Peter:** Good. Now you've **nailed** (搞定) step one.
- Shona:** Now what?
- Peter:** You must also consider your strengths for a suitable internship programme. Otherwise, you might **get rejected** (遭到拒绝) or end up with one that you are **incapable** (不能的) of doing.
- Shona:** But I have no idea what I'm good at.
- Peter:** Communicate with people around you or whom you've worked with. That's what I did. I thought I was a good team leader, but many people I've worked with for various projects mentioned something else. They admire that I could work around the clock to finish projects on time. And indeed, I'm more focused and perform better when I'm pushed for time. Q22
- Shona:** Good point. So what do you plan to do next?
- Peter:** I'll visit the **careers officer** (就业指导员) to help me with the school application form. You know, the one we have to **submit** (提交) before applying to companies.
- Shona:** But it is unnecessary to fill it in. It's only optional.
- Peter:** Really? I'm glad I heard from you. Then I'll ask the careers Q23

officer to look at my personal statement and give me some tips on polishing it up.

Shona: Don't you need help with your **CV** (简历)?

Peter: No, I'm good. I have already learned to write it in class.

Shona: That's good. So what kind of company did you choose?

Peter: I've decided to apply for an IT company.

Shona: Why is that?

Peter: Well, even though I've learned how the IT industry developed in the past from different lectures, I know nothing about its **latest trends** (最新趋势). I'm prepared to work in an IT company and **fill in the information gap** (填补信息的空缺).

Q24

Shona: I see. What do you plan to do next term?

Peter: I think I'll **stick to** (坚持) most of the **optional modules** (选修单元) I've chosen. But regarding the language **sessions** (课程), I'm doing poorly in Japanese. I'd better **drop** (放弃) it before wasting more time. I think I'll learn Spanish instead.

Q25

Shona: Oh, I learned Spanish for a year. I think you'll find it interesting.

Shona: Do you know what job opportunities these companies offer interns?

Peter: I've searched online and **browsed** (浏览) some of the **schemes** (方案). Do you know SAIC?

Shona: Yes. I heard they offer internship positions **dealing with** (处理) customer interaction management. But I'm not quite sure what that means.

Peter: Well, the position offers the chance to become fully aware of customer value and keep in touch with customers to keep them highly engaged and satisfied. These include activities such as **PR** (公关), communications, marketing and **customer service** (客户服务).

Q26

Shona: Sounds like loads of work to do. What about Gemini Technologies?

Peter: It's an IT consulting company. Although many employees say it's stressful working there, I want to apply for this one.

Shona: Why is that?

Peter: Actually, the company provides service to improve **software architecture** (软件构架). But that's pretty **demanding** (劳神费力的) as a team of **software engineers** (软件工程师) has to provide detailed analysis and suggestions for required changes

before the **deadline** (截止日期). As an **observer** (观测者) and **participant** (参与者) of a particular project, an intern can learn how to work to a strict deadline. Q27

Shona: That's not my area of **expertise** (专长). But I'm sure you'll **excel** (擅长) at this.

Peter: I certainly do hope so. Have you checked out Deloitte?

Shona: Of course. That's a renowned accounting firm, and thus its internships offer excellent learning experiences **in this regard** (在这方面). You know, things like examining a company's **financial statements** (财务报表) – the **income statement** (损益表), **balance sheet** (资产负债表) and **cash flow statement** (现金流量报表). I want to give it a try. But I might get rejected, so I need a **backup plan** (备用计划). Have you read anything about Kearney? Q28

Peter: Yes. It is another consulting firm. It provides opportunities to **reach out to** (接触) other business partners and pay attention to **networking** (建立关系网). Q29

Shona: Well, that sounds interesting.

Peter: I'm thinking about Vortex. But I haven't got anything useful from its website.

Shona: I worked there last summer. It's an international company with **headquarters** (总部) in Spain, so most of the managers here speak Spanish. Thanks to the internship experience, I became **fluent** (流利的) in it. Q30

Peter: Right. That's not for me.