

# ENGLISH 高级英语



## 实用能力测试 应试指南

主编  
陈永捷  
吴银庚

ENGLISH

上海交通大学出版社

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# 高级英语实用能力测试 应试指南

主编 陈永捷 吴银庚  
编委 潘晓燕 邹 晖 汪翠珍  
汪 俭 裘 雯

上海交通大学出版社

**图书在版编目(CIP)数据**

高级英语实用能力测试应试指南/陈永捷,吴银庚主  
编. - 上海:上海交通大学出版社,2007  
ISBN 978-7-313-04719-9

I. 高… II. ①陈…②吴… III. 英语 - 高等学校 - 教学  
参考资料 IV. H31

中国版本图书馆 CIP 数据核字(2007)第 024599 号

**高级英语实用能力测试  
应试指南**

陈永捷 吴银庚 主编

上海交通大学出版社出版发行

(上海市番禺路 877 号 邮政编码 200030)

电话:64071208 出版人:韩建民

上海交大印务有限公司印刷 全国新华书店经销

开本:787mm×1092mm 1/16 印张:9.75 字数:292 千字

2007 年 3 月第 1 版 2007 年 3 月第 1 次印刷

印数:1~5050

ISBN 978-7-313-04719-9/H·641

ISBN 978-7-88844-313-6

定价(含 MP3):28.00 元

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# 前 言

高级英语实用能力测试(Test of English for Practical Purposes Advanced Level)是上海市职业能力考试院组织的一门英语考试,面向从事和准备从事涉外业务工作的人员。为了向参加考试的考生提供一本介绍该考试的要求、内容、范围和题型的备考用书,我们编写了这本《高级英语实用能力测试应试指南》。我们希望考生通过使用本书能对该考试有一个比较全面的了解,并增加参加该考试的信心。

高级英语实用能力测试分为笔试和口试。本书是针对该考试的笔试。笔试由四个部分组成:听力、阅读、翻译和写作。本书对这四个部分分别作了分析和介绍,并提供了实践练习和三套完整的模拟试题,供考生检验自己的英语水平。本书还提供了一套高级英语实用能力测试实考题。所有的练习,包括模拟题和实考题都有答案,并尽可能地提供解析。听力试题都附上了录音的文字材料。

本书由上海交通大学陈永捷教授和吴银庚教授主编。参加编写的作者是:(听力部分)潘晓燕;(阅读部分)邹晖、汪翠珍;(翻译部分)汪俭;(写作部分)裘雯。

编 者

2007年2月

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# 第 1 部分 考试介绍和热身自测

## 1 考试介绍

高级英语能力测试(Test of English for Practical Purposes/Advanced Level (TEPP))是由上海市职业能力考试院组织和实施的一个考试项目,是检测各类人才在进行与业务有关的涉外交际中实际使用英语能力的测试,是英语应用能力水平测试。其测试对象是从事和准备从事涉外业务工作的人员。

该考试分笔试和口试两项,分别进行。参加口试的考生必须首先要参加笔试。笔试成绩合格者,才能参加口试。

笔试总分为 100 分,60 分及 60 分以上为及格,考试时间为 120 分。

笔试包括四个部分:听力理解、阅读理解、翻译(英汉对译)和写作。

听力理解考核考生理解所听对话、独白和连贯陈述的能力。内容为在职业背景下所涉及的日常和业务涉外交际话题。听力材料的语速约为每分钟 130 词。测试题型包括选择题、填写表单、听写等。

阅读理解考核考生对英语文字资料的理解、使用,并从中获取信息的能力。阅读文章共四篇,文字总量大约为 1200 词,其中 2 篇为实用性说明文,题型为选择题;2 篇为应用文,如广告、信函、产品介绍、维修保养说明、使用说明、合同等,题型为填写提纲和简短回答。

英汉互译考核考生将英语或汉语原文以汉语或英语为目的语进行翻译的能力。英语段落的长度大约为 150 词,汉语段落的长度大约 100 字。英语和汉语文字都取自实用性资料。

写作测试考生在职业背景下的实用写作能力,内容包括个人简历、广告、业务信函、产品说明、厂商介绍、事故报告等。

下面是考试项目、题型、题量、分数和时间分配表。

项 目	内 容	数 量	题 型	题量	分数	时间
听力理解	对话	2 段,每段 8~10 个回合	选择	10 题	10 分	20 分钟
	独白	2 段,约 150~200 词	表/单填空	10 题	10 分	
	独白	1 段,约 100~120 词	听写单词及短语	5 题	5 分	
阅读理解	短文	2 篇	选择	10 题	20 分	40 分钟
	应用文	1 篇	填写提纲	5 题	5 分	
	应用文	1 篇	简答题	5 题	10 分	
翻译	英语应用文	1 段,约 150 字	英译汉	1 题	10 分	30 分钟
	汉语应用文	1 段,约 100 字	汉译英	1 题	10 分	
写作	应用文	1 篇	通知/信函/广告/报告/介绍等	1 题	20 分	30 分钟
总 计				48 题	100 分	100 分钟

从上面表中,我们可以看到听力理解在整个考试中占有 25% 的比例,而且是在第一部分。因此,听力理解部分的得分高低直接影响到考试的总成绩。此外,听力理解部分又是整个考试的第一部分。这部分试题的答题好坏,在大多数情况下又会影响考生的情绪,从而影响考生的整个考试。要考好这一部分,我们首先要熟悉考试的题型,熟悉听力理解说明的内容,熟悉听力理解三种不同类型题型的答题要求,充分了解各节之间、各题之间的间隙时间。在拿到试卷之后,首先要迅速浏览问题,做到心

中有数,带着问题听录音。比如说,A节是多项选择题,这种题型我们都比较熟悉,只不过在本考试中听力所要考的问题是印在试卷上的,题干都是问题,用选项来回答。听前速读问题和选择项能使考生做到有的放矢,带着问题听。在听的过程中,可以采用排除方法来排除干扰选项。再比如,在听力理解A节正式考试题目开始前,总有一段Directions,能不能利用在读Directions的时间看一下问题和选项?A节录音放两遍,所以即使有些地方在放第一遍录音时没听清时也不要紧张,做好记号,在放第二遍录音时给予重点注意。自己觉得在听完第一遍录音时,就完成了答题,那么在放第二遍录音时再核对一遍,以保证答题的正确率。听力的B节和C节录音都只放一遍。B节是一段对话和一篇文章。一般先放对话的录音,再放文章的录音。听完对话后就要答题,注意掌握答题的时间,对话与接下来文章之间有大体1分钟的答题时间。在听文章录音前有一句提醒你开始放文章录音的话:Next, you will hear the short passage. 这时你就要开始集中注意力听文章了。文章录音结束后也有大约1分钟的答题时间。在做这一节答题时,回答可以是一个词或两个词,也可以三个词,但不能超过三个词。有时可能是数字。一般来说,用你所听到的词或短语,要求拼写正确。要求填写数字时,一般都用阿拉伯数字填写。C节是听写,听到什么就写什么,注意单词的拼写,语法的正确,比如时态、第三人称的主谓一致等。在B节和C节的答题时,也可以先直接做在试卷上,不要急于一边做题,一边就把写在试卷上的答案移到答题纸上。

阅读理解在本考试中占了35%的分值,一共是四篇篇章。在试卷中是要求完成四项任务(Task),其中两篇短文用的是考生比较熟悉的多项选择题的题型(Task 1和Task 2),每篇文章后有5道多项选择题。题目可能是考核考生对整篇文章的理解;或对某段落的理解;或对某些细节的掌握;或对某个生词或短语意义的猜测;或对文章中隐含意义的判断和推测;或对文章作者的目的或态度的理解等。在做多项选择题时,要养成对问题的答案快速定位的习惯,快速在文章中找到正确的信息。Task 3是一篇应用文,要求考生读完后补充完成所给的提纲。Task 4是简单回答问题。问题印在文章下面,有些回答已给出部分信息,一方面限制了回答必须按此思路,另一方面也给了考生解题的暗示,要注意回答的句子在语法结构上的正确性。

翻译在本考试中分为两节:汉译英和英译汉。尽管汉译英有时会给出一些参考的词语,但仍然有一定难度。汉译英一般都是说明性和介绍性的文字,字数在100字左右,如样卷中给出的是对一本词典介绍的一段文字,在第一次正式考试的试卷中是要求翻译一段如何写简历的文字。

写作在本考试中占了20%的分值,内容不是一般常见考试中的议论文的写作,而是应用文的写作。应用文包含的面很广,测试大纲中列出的有个人简历、广告、业务信函、产品说明、厂商介绍、事故报告等。应用文写作的考题中会提供很多信息,要求考生把这些内容都要包含进去。样卷中写作是替一家公司写一封成为国外某公司在华独家经销商的业务信函,而在第一次正式考试的试卷中是要求考生代表ABC家电公司给中国某家电经销商的老总写一封邀请函。应用文的写作有一定的格式,也有一些比较固定的词语,我们在本书练习答案的解析中,尽可能给考生提供一些常用的词语和句子,供考生复习迎考之用。

为了了解自己目前的英语水平,下面是考试的样卷。请你模拟真实考试,按照考试的时间完成,以检测一下自己的英语应用能力的水平。

## 2 热身自测

### Test of English for Practical Purposes Advanced Level (Sample Paper)

#### Part I

#### Listening Comprehension

20 minutes

Directions: This part is to test your listening ability. It consists of 3 sections.



## Section A

**Directions:** This section is to test your ability to understand conversations. There are 2 recorded conversations in it. After each conversation, there are 5 recorded questions. Both the conversations and questions will be spoken TWO TIMES. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.

### Conversation 1

1. Why didn't Wilson receive the email that Mary sent him?
  - A) He didn't confirm his email address.
  - B) He was busy preparing for a business trip.
  - C) He hadn't surfed the Internet recently.
  - D) He was late coming back home.
2. When will the board meeting be held?
  - A) On Oct. 19.
  - B) On Oct. 18.
  - C) On Oct. 9.
  - D) On Oct. 8.
3. Why can't Wilson attend the meeting?
  - A) He will be visiting some suppliers.
  - B) He won't be back from the North.
  - C) He will be attending another meeting.
  - D) He will have an appointment with a client.
4. How long will the meeting last?
  - A) Several days.
  - B) A whole day.
  - C) A whole morning.
  - D) Just a couple of hours.
5. What is the key issue to be discussed?
  - A) Promotion of the head of the Human Resources Department.
  - B) Selection for the position of the sales manager.
  - C) Setting-up of a joint venture with a foreign company.
  - D) The financial problems facing the company.

### Conversation 2

6. What was true of Mr. Williams ten years ago?
  - A) He was employed in a large firm.
  - B) He set up a business with someone else.
  - C) He was the CEO of a company.
  - D) He owned a small company.
7. What did he sell in this business?
  - A) Electronics parts.
  - B) Computer software.
  - C) Electric pumps.
  - D) Machine tools.
8. Why did he change his business?
  - A) To get a more interesting job.
  - B) Not enough money to support his family.
  - C) Following a change in customer demand.
  - D) On the advice of his partner.
9. How does he manage his business now?
  - A) By having his engineers explain the products to him.
  - B) By holding training courses for his engineers.
  - C) By collecting comments from the customers.
  - D) By studying the demands of the market.
10. How did he view his knowledge of computers?
  - A) Sufficient and beneficial.
  - B) Inadequate, yet advantageous.
  - C) Superficial but enough.
  - D) extensive and helpful.

## Section B

**Directions:** In this section, you will hear a recorded conversation and a recorded short passage. The recordings will be played only ONCE. After listening to each of them, you are required to complete the outline below it (No. 11 to No. 15 and No. 16 to No. 20). You should write brief answers (not more than 3 words) on the corresponding Answer Sheet.

After hearing the conversation, please complete the following with the required information:

### Information about the Applicant

Name: 11

Qualification: a bachelor's degree in 12

Work experience: 3 years as a 13

Post applied for: 14

Current job: working in 15

After hearing the short passage, please complete the following with the required information:

### A New Site of Entertainment

Type of Entertainment: Badaling 16

Time to open: 17

Location of the site: 2 kilometers 18 of the Badaling Great Wall

Bus to get there: Bus 19

Hours of operation: 8:30 am to 20 pm

## Section C

**Directions:** In this section, you will hear a short narration. The narration is given in your paper with some words or phrases missing. The narration will be read ONLY ONCE. After listening to it, you are required to replace the missing words to complete the passage. You should write your answers after the corresponding numbers on the Sheet for Written Responses.

A local customer of a United States bank wishes to send money to a relative, named Mr. Sakai, in Tokyo, Japan. The local customer goes to the U. S. bank and 21 a bank application, specifying where and to whom the money is to be sent. He also 22 the amount he wishes to send. His bank prepares a letter to its 23 bank in the town where the relative lives. In this letter, the U. S. bank says, "24 U. S. dollars 10,000 to Mr. Sakai." Then it adds, "In reimbursement, we credit your account with us." That means that the U. S. bank credits the Japanese bank's account with the said amount; and debits the amount from its own account.

Then a small 25 is collected from the U. S. customer.

## Part II

## Reading Comprehension

40 minutes

**Directions:** This part is to test your reading ability. There are 4 tasks for you to complete. You should read the reading material carefully and do the tasks as instructed.

### Task 1

**Directions:** After reading the following passage, you will find 5 questions or unfinished statements, numbered 26 to 30. For each question or statement there are 4 choices marked A), B), C), and D). You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.

Most companies expect IT (Information Technology) managers to be in charge of (manage) an IT

staff of computer technicians. However, IT managers can also specialize in other areas. Some managers may also be responsible for ensuring the safety of their company's Internet. They protect both their company and their online customers from fraudulent use (fraud).

Other managers focus more on the business rather than the technical part of computing. They become project managers, helping companies to reach as many online customers as possible.

Some companies also look for IT managers who can act as trainers. These trainers help the company's computer technicians keep up-to-date with their computer skills.

Most companies require their IT managers to have both a bachelor's degree and previous related business experience in a computer field. Often, companies promote IT managers from their existing staff of computer technicians.

Since IT managers are extremely important to a companies' success, it's no surprise that they receive such high salaries—around US \$ 80,000 a year to start with. And, in such a fast-changing field, managers' salaries usually increase after only a couple of years.

The world will be watching to see just how quickly e-commerce replaces the old ways of doing business. And as computers change the way the world does business, IT managers will be in the middle of it all. Few companies can survive without them.

26. Besides being the manager of computer technicians, IT managers may also expected to be \_\_\_\_\_.  
A) experienced product designers                      C) doctorate holders  
B) skilled online technicians                          D) online safety specialists
27. The word "reach"(Line 2, Para. 2) probably means \_\_\_\_\_.  
A) get in touch with                                      C) draw the attention of  
B) be familiar with                                        D) meet the needs of
28. According to the passage, companies often look for IT managers from \_\_\_\_\_.  
A) non-computer technicians                          C) other companies  
B) their own computer professionals                D) another country
29. Why do employers pay high salaries to IT managers?  
A) Because they work longer hours.  
B) Because they are excellent leaders.  
C) Because they help improve the companies' products.  
D) Because they are key factors to their companies' success.
30. This passage is mainly about \_\_\_\_\_.  
A) the important role IT managers play              C) the qualifications IT managers possess  
B) the advantages IT managers should have        D) the high salaries IT managers earn

## Task 2

**Directions:** This task is the same as Task 1 (the previous Task). The 5 questions or unfinished statements are numbered 31 to 35.

From Japan to Detroit, automobile manufacturers have been busy creating the green car, a vehicle that, in all its forms and incarnations, promises to be one of the cleanest technologies on earth. To create the green car of the future, say designers, they will replace dangerous substances with safe ones, recycle car components from antifreeze to old tires and develop alternative fuels.

To meet high environmental standards, automakers began renovating their practices at the heart of the matter: the manufacturing process.

In order to clean up our smog-shrouded cities, car manufacturers are also turning to a variety of cleaner fuels. At Mazda, the fuel of the future is hydrogen.

At General Motors a two-seater electric car called the *Impact* emits no pollutants and can travel 110 to 160 kilometers on a single charge, depending on driving habits and conditions. GM will begin consumer-testing the *Impact* in 12 U. S. cities this year, teaming up with local electric utilities, which will provide the service and infrastructure. About a thousand people have been selected to drive the vehicle for two- and four-week periods.

Meanwhile, another alternative to standard gasoline-powered cars is Volkswagen's *Golf Ecomatic*, recently introduced in Europe and powered by a diesel engine that shuts down automatically whenever the car doesn't require propulsion—while waiting at traffic lights, slowing to a standstill in heavy traffic or driving downhill. In city traffic alone, Volkswagen engineers estimate that 60 percent of the trip is spent either coasting or waiting, and overall the carbon-dioxide emissions produced by the *Golf Ecomatic* are 22 percent less than those of a standard diesel-powered automobile.

Manufacturers building the green car of the future are also reexamining the final phase of the process: disassembling the 10,000 intermingled parts and components of an automobile and then finding new applications for the used material. *Mazda's HR-X2*, for example, represents what engineers hope will be a 100 percent recyclable vehicle. The structural design of the *HR-X2* incorporates the possible use of easy-to-recycle structural materials for the cabin, fenders, hood, trunk lid, doors and center console of the car.

In the end, the green car will be good not only for the environment but also for business. In the long run environmental success is essential to business success, and many companies have recognized this reality, as a growing number of people want to purchase products from environmentally responsible firms.

31. Auto makers worldwide are designing the green car mainly to \_\_\_\_\_.  
A) increase the efficiency of fuel now in use      C) meet high environmental standards  
B) combat the ever-worsening fuel shortage      D) clear the world of waste car parts
32. The *Impact* model is practical in that \_\_\_\_\_.  
A) it can reach the desired speed of 160 km per hour  
B) it can travel a long distance with a single charge  
C) it emits much less carbon-dioxide than other brands  
D) it has been test-driven for 2 to 4 weeks
33. The chief advantage of *Golf Ecomatic* is that \_\_\_\_\_.  
A) it shortens waiting time in the street      C) it cuts down on the consumption of diesel  
B) it reduces carbon-dioxide emissions      D) it ensures the quality of being pollution-free
34. The final phase of the process of building the green car centers around \_\_\_\_\_.  
A) the disassembling of a huge number of car parts  
B) the application of newly-designed engines  
C) the modification of the car structure to save on fuel  
D) the manufacture of a totally recyclable vehicle
35. We can learn from the last paragraph that \_\_\_\_\_.  
A) automakers have come to see the advantage of making green cars  
B) environmental protection is achieved at the risk of business success  
C) automakers may lose much in the production of green cars  
D) the general public is all eager to use the green car

### Task 3

**Directions:** The following is an advertisement. After reading it, you are required to complete the outline

below it (No. 36 to No. 40). You should write your brief answers on the Answer Sheet correspondingly.

### Put the World at Your Fingertips

Today, you never know where in the world your travels may take you.

So it's especially reassuring to know you can always access the clear, reliable Global One network from nearly any phone in the world, simply, conveniently and economically, when you carry the Global Calling Card. It's the calling card that serves more frequent flyer programs than any other in the world.

With it, you can place calls from virtually any major destination in the country to more than 300 countries and locations, with operators who speak your own language. You can also make multiple calls without having to re-enter your calling card number each time.

With the Global Card, you can minimize costly hotel surcharges, enjoy competitive rates and bill call charges directly to the credit card of your choice.

And we offer volume discounts, customized accounting codes and direct billing for corporate customers.

The Global Calling Card is brought to you by Global One, the international joint venture of Deutsche Telekom, France Telecom and Sprint. It's one more way Global One is making the world a simpler place to live, travel and do business.

For more information on Global One, visit our Website: <http://www.global-one.net>.

NOW YOUR WORLD IS ONE.

Apply for your free Global Calling Card today.

Call us collect in:

Beijing at (010)65541188

Shanghai at (021)62798538 (222w)

The product advertised: 36

The provider: Global One, an 37

The advantages of the product:

A) easy access from nearly any phone in the world

B) connected to more than 300 38

C) for multiple calls, enter your calling card number only once, and

D) enjoy 39

The cities to apply for free cards: 40

#### Task 4

**Directions:** Here is an introduction for a company. After reading it, you should give brief answers to the five questions (No. 41 to No. 45) that follow. The answers should be written after the corresponding numbers on the Answer Sheet.

The Company was founded in Hong Kong, in 1946. The guiding principle of our Company since its establishment has been that our trade should be of benefit to people's livelihood. Thus it aims principally at keeping a constant supply of food stuffs to the general public. We diversely import, export and re-export a great variety of staples and foods.

The Company has adopted a consistent policy of honesty, reliability and best practices for our clients. We are sole agents and importers for many of the world's best brand names in FOOD, GRAINS, EDIBLE OILS, NATIVE PRODUCE, ANIMAL BY-PRODUCTS, AGRICULTURAL AND MARINE PRODUCTS. New quality food products are continuously sought after and we make constant

endeavours to comply with the highest international hygienic standards, resulting in our establishment of a good reputation.

In close proximity to the Chinese mainland and South East Asia, which are abundant in agricultural resources, we are in close and constant communication with all of the major suppliers and we also actively source and develop new businesses on the mainland.

As Hong Kong is a free port, the Company fully utilizes this economic advantage to promote international trade. Apart from importing daily necessities for local consumption and exporting foods and staples from Hong Kong, the Company also makes use of Hong Kong's position as a free port to communicate with buyers and sellers from all over the world with the anticipation of developing new re-export business.

We maintain close contact with our fellow traders, locally and overseas, in order to exchange information and improve our current trading relations. We have, for many years, been elected to the board of directors of executive committees in many trade associations. These appointments have permitted our services to be extended to fellow traders, locally and internationally, and this endorses our company's high standards of offering the best services to the public.

41. What is the guiding principle of this company?

Its trade should be for \_\_\_\_\_.

42. What is the main line of trade of this company?

It engages in international trade of \_\_\_\_\_.

43. What is the advantage of this company being based in Hong Kong?

44. What is the company planning to do on the mainland?

45. How does the company keep close contact with local and overseas fellow traders?

By making use of its leading position in \_\_\_\_\_.

### Part III

### Translation

30 minutes

**Directions:** *This part is to test your ability to convert (rewrite) a Chinese version to English and an English version to Chinese.*

#### Section A

**Directions:** *In this section, you will read a short passage in Chinese. After reading it, you are required to convert (rewrite) it to English. Remember to write your version in the corresponding space on the Conversion/Composition Sheet.*

#### 《朗文欧美品牌大全》

对来自欧美诸多的品牌和产品,您了解多少?

《朗文欧美品牌大全》罗列了 9000 多个品牌,如阿迪达斯、微软和苹果等,并且提供了相关的背景和趣闻轶事。该词典用清晰精确的汉语写成,非常适合学生也适合所有从事各行各业的读者使用;对企业家和从事市场调研、广告以及通信行业的人士尤为有用。

Words for Reference:

《朗文欧美品牌大全》 Longman Dictionary of Trade Names

阿迪达斯 Adidas

趣闻轶事 anecdotes

企业家 entrepreneur

## Section B

**Directions:** *In this section, you will read a short passage in English. After reading it, you are required to rewrite the underlined part in Chinese. Remember to write your translation in the corresponding space on the Translation/Composition Sheet.*

Dear Sir or Madam,

On the 5th of May the National Film Co. sent, by express from Bombay to Nasik, a film which we had arranged to show on the following Saturday, the 8th. I regret to report that we did not receive the film until the morning of the 10th.

This delay has caused us considerable loss. Having expected to show this particular film on time, we had organized a big publicity campaign in advance of the official opening of the cinema. Tickets had in fact been sold for all seats. Because the film did not arrive in time we were compelled to cancel the two performances at which it was to be shown and to refund money to all who had bought tickets.

It is hard to understand why a parcel sent express from Bombay (孟买) on the 5th of May should not be delivered here until five days later. That it should take so long to travel one hundred miles by the quickest method we have is past comprehension.

As a result of the delay we are now faced with the following losses:

- (1) Losses due to cancellation of two performances: \$ 1650. 00;
- (2) Cost of new publicity: \$ 2500. 00.

Yours faithfully,

...

## Part IV

## Writing

30 minutes

**Directions:** *This part is to test your ability to do practical writing. You are required to write a business letter according to the following information given in Chinese. Remember to write the letter on the Translation/Composition Sheet.*

说明: 为某家电进口公司写一封信给国外某公司, 表示你公司希望成为对方在华的独家经销商 (sole agent)。内容为:

1. 缘起: 在去年秋季的广州交易会 (Guangzhou Fair) 上见到了该公司的产品及商品目录, 认为该公司产品质量高、价格合理。

2. 写信目的: 因预见其产品会有好的销路, 你公司愿成为其独家代理。

3. 介绍本公司: 本公司是本地主要家电用品进口商之一, 已经营 20 余年, 熟悉英国市场, 与本地多家批发商 (wholesalers) 有密切联系。代理效果能使双方满意。

4. 要求: 请报货价、佣金率及支付条款等。

5. 结束语。

Words for Reference:

家电用品 household electronic appliances

## 3 自测题答案

### Part I

#### Section A

1. C    2. D    3. A    4. B    5. C    6. D    7. A    8. C    9. A    10. B

#### Section B

11. Fu Tong

12. computer science

- 13. computer programmer
- 15. a trading company
- 17. later this month
- 19. 919

- 14. computer sales representative
- 16. Ski Course
- 18. north
- 20. 6:30pm

### Section C

- 21. fills in
- 23. associated
- 25. service charge
- 22. indicates
- 24. Advise and pay

## Part II

### Task 1

- 26. D    27. A    28. B    29. D    30. A

### Task 2

- 31. C    32. B    33. B    34. D    35. A

### Task 3

- 36. Global Calling Card
- 38. countries and locations
- 40. Beijing and Shanghai
- 37. international joint venture
- 39. competitive rates/charges

### Task 4

- 41. the benefit of people's livelihood
- 43. Hong Kong is a free port
- 45. many trading associations
- 42. a variety of staples and foods
- 44. Develop/Expand new business there

## Part III

### Section A

#### *Longman Dictionary of Trade Names*

How much do you know about the enormous number of brands and products coming from Europe and America?

The Longman Dictionary of Trade Names lists over 9000 trade names, such as Adidas, Microsoft, and Apple, and gives you their backgrounds and interesting anecdotes about them. Written in clear and precise Chinese, it's most suitable for students and readers of all trades and professions, and is especially useful for entrepreneurs and those who work in market research, advertising and communications.

### Section B

该影片未能按时送到,使我们遭受了很大损失。我们预期能准时放映该片,因此在电影院正式开幕前做了大量宣传。事实上,全部座位的票子均已售罄。但由于影片没有按时到达,我们不得不被迫取消原定上映该片的两个场次,并全部退票。

我们很难理解,为什么5月5日从孟买用快件寄出的包裹花了5天时间才到达这里。以最迅速的方式用如此长的时间才走完100英里,实在令人难以想象。

## Part IV

Dear Sirs,

We were very impressed by the high quality and attractive designs of your products exhibited at the



Guangzhou Fair last fall. Having read your fully illustrated catalogue and price list, we are certain that there will be a ready market here for your products. If you do not already have any representative here, we would be interested in acting as your sole agent.

As one of the leading importers and distributors of household electronic appliances in this region, we have been in this business for more than 20 years. We have a good knowledge of the local market and keep a close business relationship with many domestic wholesalers. If we could have the opportunity to act as your sole agent, we are certain that the result will be advantageous to both parties.

Please let us have at your earliest convenience your quotations, the rate of your commission, payment terms etc. so that we can begin negotiating with our customers in order to secure orders.

Please consider this proposal favourably, and we look forward to being able to do business with you.

Yours faithfully,

(Kind regards)

现在你可以基本了解自己目前的英语水平,也就可以有的放矢地准备复习迎考了。但据我们所了解,实际考试试题的难度要略高于样卷,而且有可能在今后实际考试中,难度会逐步提高,所以我们在编制模拟题时,已经把这些因素都考虑在内了。

本书按考试的顺序编写,最前面是听、读、译和写的分项实践,接下来是三套全真模拟题,最后是实考题。分项实践和全真模拟题,都有答案和解析。我们建议考生每做完两套分项练习后,做一套模拟题。这样你可以随时了解自己的进步,掌握复习的节奏,做到“百尺竿头,更进一步”。以最佳的状态参加考试。

## 4 自测题听力部分录音原文

### Test of English for Practical Purposes (Advanced Level)

**Directions :** *This part is to test your listening ability. It consists of 3 sections.*

#### Section A

**Directions :** *This section is to test your ability to understand conversations. There are 2 recorded conversations in it. After each conversation, there are 5 recorded questions. Both the conversations and questions will be spoken Two Times. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

#### Conversation 1

Mary: Dr. Wilson, I'm calling to confirm that you have received the email I sent you last week.

Wilson: Email? Sorry, I just came back from a business trip. I haven't been on the Internet lately.

Mary: Oh, I see.

Wilson: What's up, Mary?

Mary: It has been decided that we are going to have a board meeting.

Wilson: When?

Mary: At 9 o'clock, October 8.

Wilson: Where?

Mary: Here in Shanghai.

Wilson: Must I attend it? I'll be visiting our suppliers in the South then.

Mary: I'm afraid you'll have to change your plans for another time, because the meeting is very important.

Wilson: How long will the meeting take?

Mary: I guess it will be a whole day.