

高等学校英语应用能力考试系列丛书

高等学校

英语应用能力考试

指南与全真解析

(A级)

主 编
李丽娟
郭 娉
张 震

421



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高等学校 英语应用能力考试 指南与全真解析 (A级)

GAODENG XUEXIAO YINGYU YINGYONG NENGLI KAOSHI ZHINAN YU QUANZHEN JIEXI

主 编 李丽娟 郭 娉 张 震
副主编 雷亚萍 周 韦 张 晶
王 妍 张 润 李尚姣
王 筠 张雨薇



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前言

《高等学校英语应用能力考试指南与全真解析》(A级)是以教育部颁布的《高职高专教育英语课程教学要求(试行)》和《高等学校英语应用能力考试大纲和样题》为依据编写而成的。针对高职高专学生参加英语应用能力考试中所出现的问题,从解题思路和技巧方面进行了讲解和归纳,目的在于通过学习和训练,让学生掌握并熟悉考试的题型和难度,进而有的放矢,提高英语应用能力考试水平。

本书由10套真题及解析组成,并对历年试题进行了考点归纳,使之成为本书的特色。具体如下:听力部分除了提供录音原文、答案和翻译以外,还配有考点归纳;词汇和语法部分附有答案、翻译及解析,并对相关语法进行了梳理和归纳;阅读理解部分配有相关译文和解题技巧,有助于提高学生的阅读理解能力;写作部分配有相应范文,并对写作进行了详细的讲解,以提升考生的应试能力和水平。

本书适用于高职高专院校、电大、夜大等学校的学生,也可以用作自学者参考书。

本书由李丽娟、郭娉、张震主编,副主编还有雷亚萍、周韦、张晶、王妍、张润、李尚姣、王筠、张雨薇。这些作者均为长期从事高职高专英语教学、经验丰富的一线教师,部分教师还参加过英语应用能力考试的阅卷工作。他们在多年的考前强化辅导经验基础上,对高职高专英语应用能力考试的要求、大纲、考试题型、评分标准以及常考知识点等方面有着透彻的理解和独到的分析。在本书的编写过程中还得到了大连理工大学出版社的大力支持,在此一并表示感谢!

由于编者水平有限,加之时间紧迫,书中难免有不足之处,敬请广大读者批评指正。

编者

2013年8月

所有意见和建议请发往:dutpwy@163.com

欢迎访问教材服务网站:<http://www.dutpbook.com>

联系电话:0411-84707604 84706231

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高等学校应用能力考试(A 级)

2012 年 12 月真题

Part I Listening Comprehension (15 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 short dialogues. There are 5 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues and questions will be spoken **only once**. 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.

Example: You will hear:

You will read: A. New York City.

B. An evening party.

C. An air trip.

D. The man's job.

From the dialogue we learn that the man is to take a flight to New York. Therefore, C. An air trip is the correct answer. You should mark C on the Answer Sheet with a single line through the center.

[A][B][C][D]

Now the test will begin.

- | | |
|------------------------------------|--------------------------------------|
| 1. A. Go to America. | B. Leaving Beijing. |
| C. Book a ticket. | D. Buy some gifts. |
| 2. A. An engineer. | B. A professor. |
| C. A manager. | D. A secretary. |
| 3. A. At a bank. | B. At a bookstore. |
| C. In an office. | D. In a restaurant. |
| 4. A. She doesn't like the movie. | B. She can't see the movie today. |
| C. She has already seen the movie. | D. She prefers to watch movie alone. |
| 5. A. Very happy. | B. Excited. |
| C. Proud. | D. A little worried. |



Section B

Directions: This section is to test your ability to understand short conversations. There are 2 recorded conversations in it. After each conversation, there is some recorded question. 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 thorough the center.

Conversation 1

- | | |
|--------------------------------------------|--------------------------|
| 6. A. Taking a job interview. | B. Meeting a customer. |
| C. Giving a welcome speech. | D. Discussing a project. |
| 7. A. She likes the environment there. | |
| B. She can have higher pay there. | |
| C. The company is close to her home. | |
| D. The company offers a long paid holiday. | |

Conversation 2

- | | |
|-----------------------------------|------------------------------|
| 8. A. To place an order. | B. To change an appointment. |
| C. To book a hotel room. | D. To discuss a program. |
| 9. A. To have a family gathering. | B. To take a holiday. |
| C. To visit his partner. | D. To sign a contract. |
| 10. A. 9 a. m. | B. 10 a. m. |
| C. 3 p. m. | D. 2 p. m. |

Section C

Directions: This section is to test your ability to comprehend short passage. You will hear a recorded passage. After that you will hear five questions. Both the passage and the questions will be read **two times**. When you hear a question, you should complete the answer to it with a word or a short phrase (in no more than 3 words). The questions and incomplete answers are printed in your test paper. You should write your answers on the Answer Sheet correspondingly. Now listen to the passage.

11. What do many young people think of the Internet?
It's good place to _____.
12. What can young people practice on the Internet?
They can practice _____ by talking with people.
13. What is important for young people to know when talking with strangers online?
Talking with strangers online can be _____.
14. What should you do to protect yourself online?
Never give your _____ to anyone.
15. What should you do if you feel uncomfortable with the topics of the conversation?
Stop _____.



Part II Vocabulary and Structure (15 minutes)

Directions: This part is to test your ability to construct grammatically correct sentences. It consists of 2 sections.

Section A

Directions: In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word or words from the 4 choices marked A, B, C and D. Then you should mark the corresponding letter on the Answer Sheet with a single line through the centre.

16. The decision about such a big project can not be made _____ each member of the board agrees.
A. if B. unless C. though D. as
17. There was no proof to show that Charles had committed the crime, _____ he was set free.
A. but B. for C. or D. so
18. Medical accidents _____ by drugs have attracted much attention in that country.
A. causing B. to be caused
C. be caused D. caused
19. No sooner _____ than I realized I'd left the document at home.
A. have we set down B. had we set down
C. we had set down D. we set down
20. The sales department of a company is engaged in _____ the products and making profits.
A. selling B. sell C. been sold D. having sold
21. When I am away _____ business, I contact my office every day by email.
A. with B. of C. on D. to
22. In addition to economic considerations, there are other reasons _____ people work long hours.
A. what B. why C. when D. where
23. There may be a need for retraining if you expect employees _____ new technology.
A. using B. use C. to use D. used
24. A survey suggests that nearly one in six children has difficulty _____ to talk.
A. to learn B. learning C. learn D. learnt
25. It was in their London branch _____ we met and discussed the issue.
A. that B. which C. how D. what

Section B

Directions: There are 10 incomplete statements here. You should fill in each blank with the proper form of given in brackets. Write the word or words in the corresponding space on the Answer Sheet.

26. All the staff of the company (work) _____ very hard last year and 15% more profit



was gained.

27. Among the major products (import) _____ by Malaysia were iron and steel, and medical instruments.
28. Business and professional services (list) _____ in the Yellow Pages.
29. Nokia's mobile phone market share in China (fall) _____ to its lowest level since 2005.
30. To her (disappoint) _____, the girl was denied the job she had applied for.
31. While (study) _____ at college, he got to know the professor and learned a lot from him.
32. Communication via eye contact seems to be (particular) _____ important in some cases.
33. As more customers will attend the meeting, we need to prepare some (addition) _____ chairs.
34. These apartments allow older people to keep their (independent) _____, while having medical care available.
35. Many people find telephone interviews (difficult) _____ than fact-to-face interviews.

Part III Reading Comprehension (40 minutes)

Directions: *This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.*

Task 1

Directions: *After reading the following passage, you will find 5 questions or unfinished statements, numbered 36 to 40. 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 centre.*

Marketing furniture to the public can be challenging for a small business owner. Consumers buy furniture pieces only occasionally. However, there are several furniture promotion ideas that can be used to help you reach your target market.

One thing you can do is to talk with real estate (房地产) agents to allow you to display your furniture in a new home or open house setting. This is a good way to reach a key target market—new home buyers—who may need new furniture for their future homes. Increasing foot traffic (顾客流量) is also important for a furniture store. To get more people to the store, you can advertise a raffle event (抽奖活动). This event can be promoted in your local media and through direct mail campaigns or front door advertisements to generate more interest.

In tough economic times, small business owners often suffer most as a result of slow customer spending. To fight back against this, you have to make it easier for your customers to buy furniture. If you can, offer in-store financing, or drop the interest rate



on your company's credit items. Considering lowering your prices and holding two-for-one events to arouse more consumer interest.

36. Why is it a challenge for small businesses to sell furniture to the public?
 - A. The style of furniture changes fast.
 - B. Their furniture is often old-fashioned.
 - C. People buy furniture only occasionally.
 - D. The public's taste for furniture is different.
37. According to the writer, it is a good way for small business owners to sell their furniture by _____.
 - A. improving after-sales service
 - B. reducing the advertising expenses
 - C. providing free delivery of furniture
 - D. displaying the furniture in a new home
38. To get more customers to your store, you are advised to _____.
 - A. advertise a raffle event
 - B. visit your local customers
 - C. have longer business hours
 - D. improve local traffic conditions
39. The purpose of holding two-for-one events is to _____.
 - A. offer in-store financing
 - B. lower the furniture's cost
 - C. attract customers' interest
 - D. reduce the advertising budget
40. The passage is mainly about _____.
 - A. furniture designing
 - B. furniture promotion
 - C. furniture store decoration
 - D. furniture production process

Task 2

Directions: This task is the same as Task 1. The 5 questions or unfinished statements are numbered 41 to 45.

Although buses tend to be slower than subway for travelling around New York City, there are many reasons to use the bus while visiting New York City.

They tend to service areas of Manhattan that are not located close to subway lines.

Buses offered the added advantage of being able to see various of Manhattan while ride.

How Much Does the Bus Cost?

Fare is \$ 2.25 and can be paid with a MetroCard or coins (no dollar bills, no pennies).

A free transfer to another bus or the subway within 2 hours is available if you paid with a MetroCard.

If you pay cash, you can ask for a transfer, but it is only good for transferring to another bus (not to the subway) within 2 hours.

Getting On and Off the Bus

You must wait for buses at designated (指定的) bus stops.

As you see the bus approaching your stop, you can put your thumb out to indicate to the driver that you want to board the bus.

Enter the bus from the front doors and pay your fare.

Take a seat or move toward the back of the bus to make room for other people boarding the bus.

To request the stop: Pull the cord or press the black band near the windows. A "Stop Request" light will be on immediately at the front of the bus.

41. Compare with buses, the subway for travelling around New York City is likely to be _____.
 - A. faster
 - B. slower
 - C. more expensive
 - D. more convenient
42. One advantage of travelling by bus is that you can _____.
 - A. book a comfortable seat
 - B. buy your ticket in advance
 - C. transfer to the subway freely
 - D. see different areas of Manhattan
43. Passengers can pay their bus fare _____.
 - A. with pennies
 - B. with dollar bills
 - C. with a MetroCard
 - D. with a credit card
44. To indicate to the driver that you want to board the bus at the stop, you may _____.
 - A. put your arm out
 - B. show your ticket
 - C. go to the back door
 - D. wave your MetroCard
45. To ask for a stop while riding a bus, you may _____.
 - A. raise your hand
 - B. move toward the front door
 - C. press the black band near windows
 - D. turn off the "Stop Request" light immediately



Task 3

Directions: The following is an advertisement. After reading it, you are required to complete the outline below it (No. 46 to No. 50). You should write your answer briefly (in no more than three words) on the Answer Sheet correspondingly.

Welcome to Bookstore. co. uk

Bookstore. co. uk is UK's leading internet bookseller. It is an online bookstore with a range of over two million book titles. We offer discount of 30% or over on our books and we deliver book worldwide. You can order online or contact us via email. We are a team of knowledgeable and very helpful booksellers and we stock books from the UK and USA.

We offer huge range of books available for delivery within 48 hours. We use the global airmail system including special express services to deliver our UK distribution centre. Economical distribution is key to our business. We will keep you informed by email about the status of your order including delivery. We supply private individuals, schools and organizations all over the world. Enjoy the best possible online book-buying experience with Bookstore. co. uk.

If you can't find what you are looking for, then use the search or advanced search to find the book required. Follow us on *Twitter @ UKBookstore*.

Bookstore. co. uk

Range of book titles: over 46.

Discounts offered: 30% or over

Ordering methods: online or via 47.

Terms of delivery: 1. time limit: within 48 hours

2. means: global 48.

Target customers: private 49., schools and organizations worldwide

Ways to find a book: use the search or 50.

Task 4

Directions: The following is a list of items related to business activities. After reading it, you are required to find the items equivalent to (与……等同) those given in Chinese in the table below. Then you should put the corresponding letters in the brackets on the Answer Sheet, numbered 51 through 55.

- A — Bank loan
- B — Business plan
- C — Investment return
- D — Consumer price index
- E — Cost control
- F — Contract worker



G — Customer loyalty

H — Daughter company

I — Parent company

J — Import Duty

K — Price control

L — Sales tax

M — Cash flow

N — Mail order

O — Factory price

P — Contract of employment

Q — Employment law

Examples: (I) 母公司

(Q) 劳工法

51. () 成本控制 () 消费者物价指数

52. () 子公司 () 进口关税

53. () 邮购 () 销售税

54. () 顾客忠诚度 () 成本控制

55. () 就业合同 () 出厂价

Task 5

Directions: The following is an advertisement. After reading it, you should give brief answers to the 5 questions (No. 56 to No. 60). The answer (in no more than 3 words) should be written after the corresponding numbers on the Answer Sheet.

Welcome to London! With over 80 stops, 3 main sightseeing routes and countless photo opportunities, the Original Tour really is a finest way to see London and her landmarks. Sit back, relax and take in the sights, sounds and wonderful views of the city, both ancient and modern. 24-hour bus tour tickets are available online.

Yellow Route

This route takes you to the best of London's sights, beginning from Buckingham Palace and finished at Westminster Abbey. Get the most out of visit with a fun English-guided commentary provided by our professional tour hosts.

Red Route

This is highly recommended for overseas visitors and children. It takes in all of London's popular attractions and offers entertaining commentaries in a choice of languages. Children can also enjoy our super Kid's Channel.

Blue Route

On this route guests can enjoy the delights of London's top museums and shopping districts introduced through the digital commentary, including the special children's



channel.

56. What is the finest way to see London and her landmarks?

57. Where can travelers buy bus tour tickets in London?

They can buy the tickets _____.

58. What kind of commentary is provided for the tourists on the Yellow Route?

A fun _____ commentary.

59. Which route is strongly recommended for overseas travelers?

The _____ Route.

60. What are the main attractions on the Blue Route?

Top museums and _____.

Part IV Translation—English into Chinese (25 minutes)

Directions: This part, numbered 61 to 65, is to test your ability to translate English into Chinese. After each of the sentences numbered 61 to 64, you will read four choices of suggested translation. You should choose the best translation and mark the corresponding letter on your Answer Sheet. And for the paragraph numbered 65, write your translation in the corresponding space on the Translation/Composition Sheet.

61. We wish to inform you that all the items ordered are available from stock and will be shipped upon receipt of your letter of credit.

- A. 我方谨通知贵方,所订货物均有现货,收到你方信用证后即可发运。
- B. 我们提醒你方注意,所订货物都有库存,但须提供信用证方可发货。
- C. 你方所订货物我公司储备充足,希即寄信用证,我们一定尽快发货。
- D. 我方信用证已寄出,希望你方尽快装运货物并及时来函告知我们。

62. The course will introduce you to many of the functions which the software uses to produce letters, reports and documents.

- A. 本课程将有助于你掌握各种软件,学习写信、写报告和生成其它文件。
- B. 本课程将向你们介绍该软件用于写信、写报告和其它文件的许多功能。
- C. 本课程使用该软件来讲授商务信函、工作报告和其它文件的写作特点。
- D. 通过本课程,你可掌握该软件的用途,用于写信、写报告和其它文件。

63. It is our hope that this contract will represent the beginning of a long and fruitful cooperation between our two companies.

- A. 我们希望能长期保持我们两家公司之间互利互惠的合作关系。
- B. 我们希望基于本合同建立我们两家公司之间长期合作的关系。
- C. 我们希望这项合同将代表我们两家公司长期有效合作的开始。
- D. 我们希望能尽快地签订合同并长期保持我们已经取得的成果。

64. The shipment has been overdue for quite a long time and we have not heart any news about it from you.

- A. 货物装运已逾期很久,我们却至今没有收到你方有关装运的任何消息。

- B. 船运的货物已到达很长时间,但没有人通知我们关于船运的任何消息。
C. 长期以来这些货物都是船运的,而且你们事先都能够给我们发来通知。
D. 即使发货需要很长时间,我们迄今还是没有收到你方任何相关的信息。

65. Founded in 1937, ABC Company is one of the largest consumer products companies in the world. It has offices or factories in more than 50 countries, with more than 100 brands on market in 60 countries. Its products include beauty care, home care and family health care products. Millions of people around the world use its products everyday.

Part V Writing (25 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 do the task on the Translation/Composition Sheet.

说明:假设你是某公司销售助理王海,请给 David Smith 先生写一封回信,内容包括:

1. 感谢对方订购了 100 箱衬衫;
2. 建议用纸箱而不用木箱装运,并列举纸箱的优点(比如:轻便、成本低等);你公司最近与别的美国公司交易中也用过纸箱,效果很好;
3. 盼回复。

Words for Reference:

纸箱 carton

木箱 wooden case

注意书信格式!



2012 年 06 月真题

Part I Listening Comprehension (15 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 short dialogues. There are 5 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues and questions will be spoken only once. 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.

Example: You will hear:

You will read: A. New York City.

B. An evening party.

C. An air trip.

D. The man's job.

From the dialogue we learn that the man is to take a flight to New York. Therefore, C. An air trip is the correct answer. You should mark C on the Answer Sheet with a single line through the center.

[A] [B] ~~[C]~~ [D]

Now the test will begin.

1. A. The job is suitable for him. B. The job is easy to do.
C. The job is interesting. D. The job is well paid.
2. A. Mary doesn't know where the copy room is.
B. Mary doesn't know how to make copies.
C. The man is interviewing Mary.
D. The man wants to talk to Mary.
3. A. Job opportunities. B. The meeting schedule.
C. Flights to London. D. The hotel location.
4. A. Buy a car for the woman. B. Show the woman around.
C. Offer the woman a discount. D. Sell a used car to the woman.
5. A. They are too expensive. B. They are too large.
C. They are of the wrong color. D. They are out of fashion.

Section B

Directions: This section is to test your ability to understand short conversations. There are 2 recorded conversations in it. After each conversation, there are some 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

6. A. The director of the finance department.
B. The manager of the customer services.
C. The director of the sales department.
D. The manager of human resources.
7. A. To ask for a leave for America.
B. To buy some products from her.
C. To confirm the meeting with her.
D. To apply for a job in Stanford Group.
8. A. Putting off the appointment.
B. Changing the meeting place.
C. Visiting the bank the next day.
D. Calling him back that afternoon.

Conversation 2

9. A. Some shoes are missing.
B. Its delivery is delayed.
C. The order is cancelled.
D. Some packages are damaged.
10. A. Giving an additional discount.
B. Renewing the contract.
C. Sending the goods by air.
D. Paying for the delivery.

Section C

Directions: This section is to test your ability to comprehend short passages. You will hear a recorded passage. After that you will hear five questions. Both the passage and the questions will be read two times. When you hear a question, you should complete the answer to it with a word or a short phrase (in no more than 3 words). The questions and incomplete answers are printed in your test paper. You should write your answers on the Answer Sheet correspondingly. Now listen to the passage.

11. Why do young people like to buy their clothes online?
The first reason is to _____.
12. Why do people shop around for the same clothes?
To find the _____ prices.
13. What is the second reason for young people to shop online?
To _____.
14. How long does it take to find the clothes you want online?
Within _____.