



专业硕士考试辅导系列

翻译硕士英语

考研真题与模拟试题详解

(第6版)

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内 容 提 要

本书是针对翻译硕士考研科目《翻译硕士英语》而编写的复习资料。本书共分三部分：第1章对教育部最新颁布的《翻译硕士英语》考试大纲予以解读，为考生指明备考方向；第2章从南开大学、中山大学等9所高校《翻译硕士英语》试题中精选了17套近年试题，并提供了详细的参考答案及解析；第3章根据《翻译硕士英语》考试大纲要求的试题结构和难度，精心编写了3套模拟试题，并提供了详细的参考答案及解析。

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序 言

《翻译硕士英语》是翻译硕士(MTI)专业学位研究生入学统一考试的科目之一,其目的是考察考生是否具备进行MTI学习所要求的外语水平。《翻译硕士英语》考试要力求反映翻译硕士专业学位的特点,科学、公平、准确、规范地测评考生的基本素质和综合能力,选拔具有发展潜力的优秀人才入学,培养德、智、体全面发展,能适应国家经济、文化、社会建设需要的,具有熟练翻译技能和宽广知识面的能够胜任不同专业领域所需要的高层次、应用型、专业性口笔译人才。

为了帮助参加翻译硕士专业学位研究生入学考试的考生深入地把握考点,提高专业课成绩,我们根据教育部颁发的最新大纲编写了《翻译硕士英语考研真题与模拟试题详解》《翻译硕士(MTI)英语翻译基础考研真题与典型题详解》和《翻译硕士(MTI)汉语写作与百科知识考研真题与典型题详解》。

本书是针对翻译硕士考研科目《翻译硕士英语》而编著的复习资料。本书共分三部分:第1章对教育部最新颁布的《翻译硕士英语》考试大纲予以解读,为考生指明备考方向;第2章从南开大学、中山大学等9所高校《翻译硕士英语》试题中精选了17套近年试题,并提供了详细的参考答案及解析;第3章根据《翻译硕士英语》考试大纲要求的试题结构和难度要求,精心编写了3套模拟试题,并提供了详细的参考答案及解析。

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圣才考研网(www.100xuexi.com)是圣才学习网旗下的考研考博专业网站,提供考研公共课和全国500所院校考研考博专业课辅导【一对一辅导、网授精讲班等】、电子书、题库、全套资料(历年真题及答案、笔记讲义等)、国内外经典教材名师讲堂、考研教辅图书等。

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资格考试: www.100xuexi.com(圣才学习网)

圣才学习网编辑部

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第1章 《翻译硕士英语》考试指导

全日制翻译硕士专业学位(MTI)研究生入学考试共有四门考试科目:《政治理论》,总分100分;《翻译硕士英语》,总分100分;《英语翻译基础》,总分150分;《汉语写作与百科知识》,总分150分。《翻译硕士英语》是全日制翻译硕士专业学位研究生入学考试的外国语考试科目,重点考察考生的外语水平。

本章通过对《翻译硕士英语》考试大纲的解读以及对《翻译硕士英语》试题的分析,引导考生了解宏观备考方向,并为考生提供具体可行的备考方法,使考生成功迈出《翻译硕士英语》备考之旅的第一步。

1.1 《翻译硕士英语》考试大纲

全国翻译硕士专业学位教育指导委员会根据《全日制翻译硕士专业学位研究生指导性培养方案》以及培养高层次、应用型、专业性口笔译人才的教育目标,制定了全日制翻译硕士专业学位研究生入学考试大纲,其中,《翻译硕士英语》考试大纲具体内容如下:

一、考试目的

《翻译硕士英语》作为全日制翻译硕士专业学位(MTI)入学考试的外国语考试,其目的是考察考生是否具备进行MTI学习所要求的外语水平。

二、考试性质与范围

本考试是一种测试应试者单项和综合语言能力的尺度参照性水平考试。考试范围包括MTI考生应具备的外语词汇量、语法知识以及外语阅读与写作等方面的技能。

三、考试基本要求

1. 具有良好的外语基本功,认知词汇量在10,000以上,掌握6000个以上的积极词汇,即能正确而熟练地运用常用词汇及其常用搭配。
2. 能熟练掌握正确的外语语法、结构、修辞等语言规范知识。
3. 具有较强的阅读理解能力和外语写作能力。

四、考试形式

本考试采取客观试题与主观试题相结合,单项技能测试与综合技能测试相结合的方法。各项试题的分布情况见“考试内容一览表”。

五、考试内容

本考试包括以下部分:词汇语法、阅读理解、外语写作等。总分为100分。

I. 词汇语法

1. 要求

1) 词汇量要求

考生的认知词汇量应在10,000以上,其中积极词汇量为5,000以上,即能正确而熟练地运用常用词汇及其常用搭配。

2) 语法要求

考生能正确运用外语语法、结构、修辞等语言规范知识。

2. 题型

多项选择或改错题。

II. 阅读理解

1. 要求

1) 能读懂常见外刊上的专题文章、历史传记及文学作品等各种文体的文章,既能理解其主旨和大意,又能分辨出其中的事实与细节,并能理解其中的观点和隐含意义。

2) 能根据阅读时间要求调整自己的阅读速度。

2. 题型

1) 多项选择题(包括信息事实性阅读题和观点评判性阅读题);

2) 简答题(要求根据所阅读的文章,用3~5行字数的有限篇幅扼要回答问题,重点考查阅读综述能力)。

本部分题材广泛,体裁多样,选材体现时代性、实用性;重点考查通过阅读获取信息 and 理解观点的能力;对阅读速度有一定要求。

III. 外语写作

1. 要求

考生能根据所给题目及要求撰写一篇400词左右的记叙文、说明文或议论文。该作文要求语言通顺,用词得体,结构合理,文体恰当。

2. 题型

命题作文。

《翻译硕士英语》考试内容一览表

序号	考试内容	题型	分值	时间(分钟)
1	词汇语法	多项选择或改错	30	60
2	阅读理解	1) 多项选择 2) 简答题	40	60
3	外语写作	命题作文	30	60
共计			100	180

1.2 《翻译硕士英语》大纲解读

《翻译硕士英语》大纲是各招生院校MTI资格考试命题小组的命题依据,通过解读大纲,可以帮助考生确定宏观的备考方向。下面通过结合各大院校的《翻译硕士英语》考研真题,对《翻译硕士英语》大纲要求进行解读,以帮助考生更加深入地了解《翻译硕士英语》科目考试,更加清晰地了解出题者的思路,从而正确地制定出复习方法和学习步骤,使复习更具有针对性。

1. 词汇语法

考生在了解该部分的大纲要求时,有两点内容需要为考生解读:

一是词汇量要求。《翻译硕士英语》大纲要求考生的认知词汇量应在10000以上,其中积极词汇量为5000以上,即能正确而熟练地运用常用词汇及其常用搭配。而《高等学校英语专业英语教学大纲》对英语专业第四学年的教学要求为通过课堂教学和其他途径认知词汇达10000~12000个;且能正确而熟练地使用其中的5000~6000个及其最常用的搭配;英语专业八级考试要求词汇量在13000左右,由此可见,对于英语专业考生来说,《翻译硕士英

语》的词汇量要求并不高，为高等学校英语专业本科生经过大学阶段的英语学习与实践应当达到的最低标准。而根据《大学英语课程教学要求》，大学阶段非英语专业的英语教学要求分为三个层次，即一般要求、较高要求和更高要求。更高要求推荐词汇量为约 7675 个单词，约 2360 个积极词汇，而大学英语六级词汇范围不超出《大学英语课程教学要求》中较高要求的词汇，即 6395 个单词，2200 个积极词汇。所以，如果是非英语专业考生报考翻译硕士，则词汇量要求相对较高，复习的力度应相应加大。

二是语法要求。《翻译硕士英语》大纲要求考生能正确运用外语语法、结构、修辞等语言规范知识。大纲没有指出具体内容，为了使考生能够更加明确复习范围，我们可以把《高等学校英语专业英语教学大纲》对语法要求的具体规定作为参考：能识别词类；区分名词的可数性和不可数性、可数名词的单、复数形式；基本掌握各种代词的形式与用法、基数词和序数词、常用介词和连词、形容词和副词的句法功能、比较级和最高级的构成及基本句型、冠词的一般用法；了解动词的主要种类、时态、语态及不定式和分词的基本用法、句子种类、基本句型和基本构词法；掌握主谓一致关系、表语从句、宾语从句、定语从句和状语从句等句型、直接引语和间接引语的用法、动词不定式和分词的用法、各种时态、主动语态、被动语态和构词法；熟练掌握主语从句、同位语从句、倒装句和各种条件句；较好地掌握句子之间和段落之间的衔接手段如照应、省略、替代等；熟练地使用各种衔接手段，连贯地表达思想。

而对于修辞，《高等学校英语专业英语教学大纲》中并未列出具体需要掌握的修辞手法，下面我们归纳总结了大学英语精读教材中经常出现的一些修辞手法，这些手法主要有 simile（明喻）、metaphor（隐喻）、allusion（引喻）、metonymy（换喻/转喻）、synecdoche（提喻）、personification（拟人）、onomatopoeia（拟声）、parody（仿拟）、hyperbole（夸张）、irony（反语）、rhetorical question（反问）、repetition（反复）、symbolism（象征）、pun（双关）、sarcasm（讽刺）、ridicule（嘲弄）、euphemism（委婉语）、anti-climax（渐降）、understatement（低调陈述）、parallelism（平行/排比）、antonomasia（换称）、antithesis（对照）、transferred epithet/hypallage（移就）、zeugma（轭式搭配）、alliteration（头韵）、assonance（类韵）、oxymoron（矛盾修辞法）、syllepsis（一语双叙）等。

通过对各大院校《翻译硕士英语》考研真题分析可知，词汇语法部分出题形式主要为 30 个多项选择题，每题 1 分。词汇题和语法题所占比例不固定，有的院校侧重词汇考察（如对外经济贸易大学），有的院校侧重语法考察（如南开大学）。词汇语法题每题的分值最大为 1.5 分（如四川大学），最小为 0.5 分（如武汉大学）。少数院校还会涉及改错（如武汉大学）、修辞（如中南大学）等其他出题形式。

2. 阅读理解

《翻译硕士英语》大纲对于考生阅读能力的要求与《英语专业八级考试大纲》对阅读的测试要求大致相同，下面对两者不同的地方予以分析，以帮助考生加深对《翻译硕士英语》阅读部分的大纲要求的理解。不同的地方有以下几点：一是《英语专业八级考试大纲》对阅读速度有明确的要求，英语专业八级考试阅读部分阅读总量为 3000 个单词左右，要求阅读速度为约 150 个单词/分钟，而《翻译硕士英语》大纲没有具体说明，只是指出能根据阅读时间要求调整自己的阅读速度；二是英语专业八级考试阅读部分只有多项选择题一种出题形式，而《翻译硕士英语》阅读部分还会涉及简答题，重点考查阅读综述能力；三是英语专业八级考试阅读部分为 30 分钟，而《翻译硕士英语》的阅读部分考试时间为 60 分钟。

通过分析各大院校《翻译硕士英语》考研真题可知，阅读理解出题形式主要为四至五篇文章，其中一至两篇为简答题，其他文章为多项选择题，一般多项选择题每题2分，简答题每题2至4分。由于《翻译硕士英语》由各招生单位自主命题，阅读部分的文章长度差别比较大，阅读量大的能达到4000多词（如四川大学），小的只有1500词左右（如对外经贸大学），大多数院校阅读量控制在2500词至3000词左右。

3. 外语写作

《翻译硕士英语》大纲要求考生能根据所给题目及要求撰写一篇400词左右的记叙文、说明文或议论文，题型为命题作文，考试时间为60分钟。而《英语专业八级考试大纲》对写作的测试要求为：学生应能根据所给题目及要求撰写一篇400词左右的说明文或议论文，考试时间为45分钟。通过比较可知，英语专业八级考试写作体裁只涉及说明文和议论文，而《翻译硕士英语》写作体裁还可能涉及记叙文；另外，在写作字数要求均为400词左右的前提下，《翻译硕士英语》写作考试时间比英语专业八级考试更长，也就是说，在写作速度要求上《翻译硕士英语》要低于英语专业八级考试要求。

通过分析各大院校《翻译硕士英语》考研真题可知，写作话题大致可分为以下几类：一是永恒话题，如谈“Success”，谈“Promises”等，这类话题还包括“友谊”、“时间”、“自信”、“诚实”、“环保”、“责任”、“健康”、“团队精神”等，如南开大学2019年的作文谈的是逆境，北京外国语大学2019年写作话题为“Resilience”；二是教育文化或校园生活类话题，如北京大学2019年话题是对indifference两种观点的理解，四川外国语大学2015年谈的是大学生结婚方面的话题等；三是一些社会热点话题，如南京大学2019年的写作话题是人口老龄化。特点鲜明的学校的写作话题往往与该学校的特点相关，如对外经济贸易大学写作话题大多与经济相关，如要求考生分析给出的经济方面的曲线图写报告。在复习时考生可以对以上四类话题有所侧重，但不要仅局限于以上几类话题，扎扎实实巩固语言功底才是关键。

第2章 翻译硕士英语考研真题及详解

对外经济贸易大学 2016 年翻译硕士英语考研真题

Part I Vocabulary and Grammar (30%)

Section One

Choose from A, B, C or D the ONE that best completes the sentence, and mark your choice on the ANSWER SHEET. (20 points, 1 point each)

1. Chinese officials and scholars argued that the United States abuses its monetary freedom and passes on the costs to the rest of the world in the form of currency _____ and financial instability.
A. appropriation B. deflation C. depreciation D. deposition
2. Despite some dire predictions at the weekend, financial markets have been remarkably _____ in the face of the Paris attacks, which may just cause a short-term disruption to economic life.
A. negative B. sanguine C. pessimistic D. optimum
3. Online sales have reached such a point that it really has _____ any need for stores _____ on Thanksgiving.
A. frustrated ... closing B. supplemented ... to close
C. supported ... to open D. negated ... to be open
4. The wearables market is still _____, with only three percent of the U. S. population aged 16 and up owning a smartwatch or a smartband.
A. in its infancy B. infant C. infantile D. infantry
5. In less than four months, 1,700 asylum seekers, _____ civil wars, dire economic conditions and systematic repression, have perished in the sea.
A. fled B. fleeing C. fled from D. fleeing to
6. The immorality of a limited number of senior citizens has broken social trust and forced many to turn a blind eye to the suffering of aged people _____ being blackmailed.
A. in regard to B. in case C. in terms of D. for fear of
7. Banks in Italy fared better during the financial crisis than many of their peers, _____ Italian taxpayers the bailouts their counterparts in other countries had to shoulder.
A. allowing B. sparing C. depending on D. preventing
8. No one was in immediate danger, but closure of the park and evacuation was a _____ measure.
A. precaution B. precautious C. precautionary D. conscious
9. Developing countries—where the costs of labor and raw materials are low—will continue to _____ the advanced nations in the production not only of basic industrial goods, but relatively sophisticated products, ranging from consumer electronics to automobiles.

- A. have a competitive advantage over B. take advantage of
C. avail themselves of D. make full use of
10. JPMorgan then followed up with a letter seeking assurances that all transfers were done _____ applicable rules and regulations.
A. in accordance to B. with accordance to
C. with according to D. in accordance with
11. Whatever the _____ thinks of Turkey's actions, it cannot distance itself from its _____ without jeopardizing the integrity of its obligations.
A. ally... alliance B. alliance ... ally
C. ally... alliances D. alliance ... allies
12. Children of parents working _____ schedules or outside standard daytime working hours are likely to have lower cognitive skills and more behavioral problems.
A. unprecedented B. unprofitable C. unproductive D. unpredictable
13. Courts are overflowing with lawsuits over whether companies have misclassified "employees" as "independent contractors", resulting in a _____ of criteria and definitions.
A. profusion B. probation C. proffer D. prohibition
14. Though there are eight million blacks living in Europe, there is little debate about the _____ people of color, who have lived and worked here for generations yet rarely attain positions of power.
A. underachievement B. underdevelopment
C. understatement D. underrepresentation
15. _____ it may seem, gun ownership is declining over all in the United States—nearly a third of American households having an adult with a gun, which is down from nearly half of households in 1973.
A. Surprising though B. Surprisingly as
C. Surprise although D. Surprisingly as though
16. When Greece faced _____, Germany helped mobilize emergency _____, even though the European Union treaty explicitly forbids bailouts.
A. debt ... payment B. default ... loans
C. loans ... interests D. crisis ... aids
17. Jobs in traditionally masculine sectors are in steady decline, and as girls outscore boys in the classroom and women outnumber men in American colleges, men face poorer _____ in employment, in wages and even in efforts to form relationships.
A. perspectives B. perceptions C. prospects D. perplexities
18. America is a sticky economic superpower whose capacity to influence the world economy will linger and even strengthen in some respects, _____ its economic weight in the world is declining.
A. in spite B. except for C. as though D. even though
19. America's _____ of the commanding heights of global finance and the world monetary system has risen.

- A. prevalence B. predominant C. dominance D. dominate
20. The euro-zone crisis has transitioned from an _____ phase to a _____ one. At just this moment the fear that market panic might force one or several economies out of the single currency is low.
- A. acute ... chronic B. alert ... silent
C. anxious ... sensitive D. urgent ... prolong

Section Two: Identify Stylistic Problems

Identify the stylistic problem with each of the following sentences by choosing from A, B, C or D. Mark your choice and write your correct sentence on the ANSWER SHEET. (10 points, 1 point each)

21. America's can-do spirit keeps its economy moving forward, but over-optimism can be harmful, especially if it leads people to make promises they cannot meet.
- A. choppy B. run on C. comma splice D. correct
22. Foreign demand for dollars allows America's government to borrow more cheaply than it otherwise could, the country earns seigniorage from issuing bank notes around the world.
- A. comma splice B. choppy C. correct D. fragment
23. Local governments assume high-speed railway can change the existing regional economic patterns of cities bring new economic benefits facilitate the rapid development of the new city areas.
- A. fragment B. choppy C. correct D. run on
24. The very fact that there has been an armed clash with NATO forces for the first time in Russia's history is quite dangerous.
- A. run on B. choppy C. correct D. fragment
25. The dramatic change over the three-decade-long family planning policy hailed both by populace and the opinion leaders.
- A. correct B. fragment C. run on D. choppy
26. It has been suggested that we should adopt a flexible retirement age system, those with better health work longer for a bigger pension, those with poor health work for a shorter period of time but at a certain cost.
- A. fragment B. choppy C. comma splice D. correct
27. In January the Swiss National Bank abandoned its attempts to stop the franc from appreciating against the euro by printing and selling francs in vast quantities instead it resorted to negative interest rates to deter investors from buying francs.
- A. correct B. run on C. choppy D. fragment
28. The global market share of Wall Street investment banks has increased to 50%. European firms have shrunk. Asian aspirants have trodden water.
- A. choppy B. run on C. fragment D. correct
29. Apple Inc. seeks to introduce in China its new Apple Pay electronic-payment service in February 2016, the company has concluded deals recently with China's four largest state-run banks, with the deals in place, potential Apple Pay users will be allowed to link their local bank accounts with Apple Pay.
- A. correct B. comma splice C. choppy D. fragment

30. The scale of the internationalization of production that has accompanied the emergence of this global economy unprecedented in history.

- A. run on B. comma splice C. fragment D. correct

Part II Reading Comprehension (40%)

Passage 1

Read the passage and decide whether the following statements are True, False or Not Mentioned by choosing the corresponding letter A, B, or C. Mark your answers on the ANSWER SHEET. (10 points, 2 points each)

Liverpool city council want to clear the city of fat pigeons. They say that people are feeding the birds, which makes them fat. The pigeons get bigger because their normal diet would consist of seeds and insects, not high-fat junk food they are eating in the city centre.

The council want people to know that everyone who feeds the pigeons is responsible for the streets being so crowded with these birds. They hope to encourage the birds to move away from the city centre and into parks and open spaces.

Ten robotic birds have been brought into the city centre to scare the pigeons away and visitors are asked not to give the pigeons any food. The mechanical birds—known as “robops”—will sit on the roofs of buildings. They can be moved around to different locations. They look like a peregrine falcon, which is a bird that kills pigeons. They even make noises and flap their wings to scare the pigeons. They hope that the pigeons will go away before the city becomes the European Capital of Culture in two years.

1. Pigeons get fat because they eat seeds and insects.
A. True B. False C. Not Mentioned
2. According to the council, everyone is to blame for the numbers of pigeons.
A. True B. False C. Not Mentioned
3. They want the pigeons to move out of the city centre.
A. True B. False C. Not Mentioned
4. The robotic birds can move around the city centre.
A. True B. False C. Not Mentioned
5. Liverpool is the European Capital of Culture.
A. True B. False C. Not Mentioned

Passage 2

Read the following passage and answer the questions by choosing A, B, C or D. Mark your answers on the ANSWER SHEET (10 points, 2 points each).

China is losing ground to other emerging markets including Brazil in the drive to learn English, according to a study ranking worldwide proficiency in the international language of commerce.

English proficiency is at a premium as the balance of power between China and English-speaking countries such as the UK and US shifts and Beijing seeks to carve out a more powerful leadership role on the world stage. On last month's state visit to the UK, first lady Peng Liyuan impressed with her fluent English—although her husband, Xi Jinping, depended upon translators.

Despite this, some regional governments in China have recently opted to cut the time spent teaching and testing English in Chinese public high schools, lowering the weighting of English in the national university entrance exam, the gaokao.

The study, due for public release on Tuesday, shows China fell 10 places to 47th in a ranking of 70 countries compiled by EF Education First, which based its rankings on test data from more than 900,000 adults sitting online tests.

EF said most of the countries that moved ahead of China this year were from Latin America. "These Latin American countries have kicked off ambitious national initiatives focused on English-language training, including Brazil's English Without Borders programme and Mexico's Project 100,000," EF said in a statement.

"The Chinese government, on the other hand, has questioned how much emphasis should be placed on English training in the public education system."

The education group said China had initially scaled the top ranks by devoting plenty of class time to English instruction, whereas continued improvement would require "more sophisticated approaches focused on communicative mastery rather than testing abilities".

But some would-be students are also querying the value of studying overseas, hitherto a popular choice. Employees bearing postgraduate degrees from overseas command similar salaries to their peers who stayed home, according to Jennifer Feng, chief human resources expert at 51job, the leading Chinese employment agency.

That may explain the slowdown in growth of the number of Chinese enrolled in US higher education. Last year the expansion in their numbers was the slowest in seven years, according to the Institute of International Education and the US state department. China remains the biggest country of origin for international students at US universities.

The US Council of Graduate Schools said late last year that the number of Chinese first-time enrolments at postgraduate level had fallen for the first time in at least a decade.

6. Which developing country followed Brazil on the list?
A. Russia B. India C. China D. Thailand
7. Which of the following statements is Correct?
A. Peng Liyuan is not good at English.
B. Peng Liyuan's oral English is good.
C. Peng Liyuan's husband is good at oral English.
D. Peng Liyuan's husband did not depend upon translators.
8. Chinese government should pay more attention to _____ on English training.
A. learning time at school B. exchange student program
C. public education system D. weighting of English in gaokao
9. Why are some people questioning about THOSE studying overseas?
A. Because they get similar salaries to their peers studying domestically.
B. Because they make no improvement in English.
C. Because they move too far away from their hometown.
D. Because they spend more time on study than those studying domestically.

10. What constitutes the best title for this passage?
- A. Studying domestically is a good choice
 - B. Studying overseas is a good choice
 - C. The level of English proficiency in China is rising rapidly
 - D. China cedes ground to Brazil in English proficiency rankings

Passage 3

The following passage has five paragraphs I-V. Choose the correct heading for each paragraph from the list of headings below. Note there are more headings than paragraphs, so you will not use them all. Write the correct number A-E on the ANSWER SHEET (10 points, 2 points each).

List of Headings	
A. Guess the invention and check	
B. Make your own inventions	
C. Sell the invention	
D. Inventions presentations	
E. Guess the invention	
F. Inventions for and against	
G. Inventions roleplay debates	

Example	Answer
Para. IV	E

- 11. Para. I _____
- 12. Para. II _____
- 13. Para. III _____
- 14. Para. V _____
- 15. Para. VI _____

General activities for the topic of inventions

Para. I

The most fun and speaking-intensive way of tackling inventions is for students to make up their own in pairs or small groups and then present them to the class or try to sell them to their partner (see below for details of those later stages). You can add language and help give them ideas by giving them:

- objects that they should invent replacements for
- actions that they could make their invention do
- words they could use to describe their invention (materials, shape, types of power, actions, positive adjectives, etc)

Para. II

Either with their own inventions or ones they have been given (pictures and/or descriptions), students roleplay trying to sell them to each other. This can be made more involved and fun by giving them roleplay cards such as “You are very conservative and don’t like anything new”, “The last thing that this sales representative sold to you was quickly discontinued” and “Price is the most important thing to you”.