

第



章

规定情景式作文

一、解剖空调大战

Directions

据权威机构调查,2001 年,我国空调总产量为 2 500 万台,而市场容量仅为 1 500 万台。空调已经成为继 VCD、彩电后又一个家电企业力拼的市场。于是空调厂家坐不住了,打折、送礼品,甚至出现了空调论斤卖的怪事。近日,空调企业又想出了新花样:举办空调流行发布会。面临巨大的竞争压力,多数空调生产厂家都意识到了自己生存的危机,他们不得不推出新产品以占据消费市场。同时,许多空调大企业都声称他们不会去挑起空调价格战。但是,……

Will there be an air-conditioner “price battle” this year?

There is a discussion in a newspaper on the issue.

1. Giving a brief introduction to the issue.
2. Stating your view about the “price battle” and
3. Justifying your prediction.

You should write about 200 words neatly on ANSWER SHEET 2.

学生作文 (1)

(1) A survey shown by an authorized agency suggests that the overall output of air-conditioners is 2,500 but the demand of market is 2,100.

(2) Obviously, the market of air-conditioners is also full of fierce competitions, following VCD and TV sets. (3) Many enterprises which produce

air-conditioners have recognized the crises and have taken all kinds of actions to attract customers such as discount, giving gifts, holding news conferences about the latest fashions of air-conditioners, and even selling air-conditioners by the weight. (4) They have to develop new products to take up more proportion of the market. (5) Meanwhile, some big companies state that they don't challenge the "price battle of air-conditioners".

(6) About price battle, my view is that this is a contemporary method to relieve the great pressure of the enterprises, but it is not good for the development of enterprises in the long run. (7) If the products' prices are too low, the companies don't earn enough money to accumulate capitals to further developments. (8) The low prices maybe appeal to more customers and products can be sold more quickly. (9) This is a kind of false prosperity. (10) In fact, "price battle" harms companies step by step. (11) According to the principles of economics, a company's input and output should be proportionate. (12) As a successful enterprise, it should earn more money to pay employees, run enterprises and improve products. (13) So joining in "price battle" only helps companies get out of difficult positions in some extent, but if you expect your company to develop healthily and successfully, you'd better not take part in "price battle".

(14) In my opinion, the competition of air-conditioners' market will still be sharp in the future, but this phenomenon won't last too long. (15) Because the market can adapt the provisions and the demands slowly and can make them balanced automatically. (16) Some companies may grow up in the competition, some turn to other fields, and some may be defeated. (17) So the present situation is very normal. (18) Anyhow, in the future we customers can become the most beneficiaries. (243 words)



这是一篇篇幅比较长的学生作文,思路清晰,表达较为准确,应该说是有一定的语言功底的。作者基本按照提纲的要求来行文,无论从字数还是从结构上来说都符合要求。

作者在第一段里根据作文提纲要求把空调销售的形势表述了一下,在第二段和第三段里又阐述了自己的观点,以及对未来空调价格的预测。可以说这篇文章的完整性还是比较好的。但是文章中还是有这样和那样的问题,我们来逐段分析其中的一些问题。

我们先来看一下第一段中作者在表达中的优势和劣势。第(1)句中作者的开始表达方式是有点不同凡响的: A survey shown by an authorized agency suggests that... , 我们不妨可以作为经典结构记在心里,写作文的时候可以模仿一下。句子中 is 的使用并没有什么大的错误,但是如果改用 amounts to 似乎能够增加这个句子在用词方面的力度; market 的前面最好用一个定冠词,因为这里指的是空调市场;再一个问题就是数字没有表达清楚,作文提纲中告诉我们空调年产量是 2 500 万台,到了这里变成了 2 500 台,应该说这种错误如果认真追究的话是很严重的错误,因为这两个数字的差异太大,会对整个文章的理解产生严重偏差,这里可以表达为 25 million 或 25 000 000 ,作者还将提纲中的 1 500 万台变成了 2 100 台。这种错误在带有数字的作文中出现的概率相当大,应该引起大家的注意。第(2)句的 the market of 以及 following 都是作者表达不错的地方。第(3)句的前半部分没有什么问题,但是在后半部分的表达上不准确;“采取措施”在英语中为 take action ,不用复数的形式; attract customers 后面不应该是 such as ,因为那样 discount 等就成了 customers ,显然逻辑上是错误的,后面应该说“以……方式”;将从 such as 开始后的内容改为 by discounting, offering gifts, holding news conferences about …这样的并列结构。第(4)句中“占领更大市场份额”不应该是 proportion (比例),而应该是 take up a larger share of 。第(5)句

中 don't 一词没有将“有些大企业不打算加入到价格大战中去”这层意思表达出来,可以说 they are not to 或 they do not intend to 等。

第(6)句 price battle 为可数名词,这里指的是空调的价格大战,因此前面需要使用一个定冠词;作者混淆了 contemporary(当代的)和 temporary(临时的);good 一词并没有什么错误,但是意思太笼统,considerate 更为准确,这种用一个过于概括性的词去代替一个具体词的问题在考研作文中经常出现,这种词用多了会让人感觉作者说得太笼统,空洞无物。作者在上下文中多次使用了 enterprises 一词,还有 companies,这样可以避免重复,而更为准确的词应该是 manufacturers(生产厂家)。第(7)句 earn money 一般用来指个人比较多一些,而生产厂家应该说是“赢利(make profits)”；further developments 表达是不错的,但是可以将 developments 说得更清楚一些,即 further developments of new products。第(8)句 maybe 在这里表达有错误,应为 may;而 maybe 本身也是一个非常口语化的词,作文中尽量少用,需要表达这层意思的时候可以用 it is possible that/ it is probable that/ it is likely that 等。第(9)句与上文之间缺少连贯性,可以在前面加上 however。第(10)句 step by step 在这里没有表达出作者要说的意思,因为作者希望表达“价格大战会逐步伤害到生产厂家”。第(12)句的句子结构有点受汉语结构的影响,这里完全可以说 A successful enterprise should ... 这样的结构来表达,另外 earn more money 和第(7)句中的问题一样。第(13)句中 join 选词不正确,join 是表示加入一个组织,参与到价格大战中可以使用 get involved in 或者 take part in;“在某种程度上”的表达方式应该是 to some extent 这里 price battle 为可数名词,前面应该使用定冠词,或使用复数的形式。

第(14)句说到竞争的激烈,符合修饰 competition 的形容词应该是 fierce 或 bitter。第(15)句中存在一个大家在写作文时经常犯的错误,也就是以 because 开始引导一个独立的句子,英语中不存在这种结构,这种结构只有在回答 why 的提问时才出现,这里可以与前面的句子之间用逗号隔开作为一个分句,还有 adapt 表示“适应”;要表示“调整”可以使用 adjust 句中 can 有点受到汉语的影响,可以使用 will;make them balanced 也是中式英语,英语中 balance 就是一个及物动词,表示“使

……平衡”的意思，这种错误在中国人写英语文章的时候经常出现。第(16)句 *in the competition* 不是非常准确，因为这里是要表示“在激烈的竞争之后”，应当也修饰后面的两个成分。第(18)句 *the most beneficiaries* 是错误的表达方式，因为 *beneficiaries* 为名词，怎么能够用 *most* 来修饰呢？这里应该使用 *the greatest beneficiaries* (最大的受益人)。

改后作文

A survey shown by an authorized agency suggests that the overall output of air-conditioners amounts to 25 million but the demand of the market is 15 million. Obviously, the market of air-conditioners is also full of fierce competitions, following VCD and TV sets. Many enterprises which produce air-conditioners have recognized the crises and have taken all kinds of action to attract customers by discounting, offering gifts, holding news conferences about the latest fashions of air-conditioners, and even selling air-conditioners by the weight. Confronted with the pressure, some have to develop new products to take up a larger share of the market. Meanwhile, some big companies state that they are not to challenge the price battle of air-conditioners.

About the price battle, my view is that this is a temporary measure to relieve the great pressure of the enterprises, but it is not considerate for the development of enterprises in the long run. If the prices of a product are too low, the manufacturers will not make sufficient profits to further developments of new products. It is quite possible that the lower prices will appeal to more customers and the sales of the products will mount up. However, this is just a kind of superficial prosperity. In fact, the price battle will harm manufacturers gradually. According to the laws of economics, a company's input and output should be proportionate. A successful enterprise should make more profits to pay employees,

run enterprises and improve products. So **getting involved in the battle** only helps companies **get out of trying circumstances to some extent**, but if you expect your company to develop healthily and successfully, you'd better not get involved in the price battle.

In my opinion, the competition of air-conditioners' market will still be fierce in the future, but this phenomenon won't last too long, because the market will **adjust the supplies and the demands** slowly and will balance them automatically. After the fierce competition, some companies may continue to develop, some may **turn to other fields**, and some may be defeated. So the present situation is very normal. Anyhow, in the future we customers can become **the greatest beneficiaries**. (355 words)



一家权威机构的调查表明空调生产的总产量达到了 2 500 万台,而市场需求仅为 1 500 万台。很明显,继 VCD 和电视之后空调市场也充满了激烈竞争。许多生产空调的企业已经认识到这个危机,并且采取各种各样的措施来吸引顾客,比如打折、送礼、举行最新式样空调发布会、甚至论斤销售。面对这种压力有些厂家不得不开发新的产品来占据较大的市场份额。同时,一些大的企业表示他们不打算挑起空调价格大战。

就价格而言,我认为这只是缓解企业巨大压力的临时性措施,从长远来看对于企业的发展不是非常周全的。如果一个产品的价格太低,生产厂家就不能够创造充足的利润来促进新产品的进一步开发。当然,较低的价格会吸引更多顾客,产品的销售也会上升。然而,这只是一种表面上的繁荣。事实上,价格大战会逐渐伤害到生产厂家。从经济规律来说,一家公司的收支应当是成比例的。一个成功的企业应当

获取足够的利润来支付工人的工资、运营企业、改善产品。因此,参与到价格大战中去只会在某种程度上帮助企业摆脱困境,但是如果你希望企业健康成功发展的话,最好不要参与到价格大战中去。

我认为,空调市场的竞争在将来会更加激烈,但是这一现象不会持续太久,因为市场会逐步调整供需,会自动平衡供需。在激烈竞争之后,有些企业可能会继续发展,有些企业会转向其他领域,而有些企业会遭到挫败。因此,现在的这种形势是很正常的。不管怎样,在未来我们顾客会是最大的受益者。

学生作文 (2)

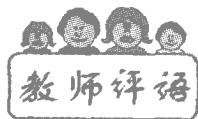
(1) It is reported in 2001 the total producing number of air-conditioner is 25 000 000 while only 15 000 000 was needed. (2) So far air-conditioner market has become a field that every producer want to occupy, after VCD market and TV market.

(3) Many companies not only reduce price, send customers presents or even sell productions on weight they also hold conferences to make the productions famous. (4) Under such a situation most of the air-conditioner producers realize that it's not easy to survive and they have to produce new types.

(5) Although many huge companies have declined that they won't be the first to begin a price battle, in my opinion there will be one sooner or later. (6) Why? (7) First, the offering number is larger than the number needed. (8) Second, not all the companies have the technology to improve the quality and the easiest way to attract customers is to provide a low price.

(9) But such a battle will bring much trouble. (10) For one thing, without certain price many companies cannot get enough money to do

further improvement. (11) That means they'll fall behind in quality and next time the only way to persuade people to buy their production is to cut down the price again. (12) Once such a circle is formed it will be difficult to get rid of. (13) Then a customer won't get a good air-conditioner as before. (14) So why do it? (15) A price battle which will cause problems instead of solve them is not necessary at all. (258 words)



本篇作文基本表达出了指令中要求表述的内容，但是在表达的过程中出现了一些问题，反映出作者的基础不是非常牢固。

第(1)句表示空调生产总量的时候说 the total number of air-conditioners manufactured 或者 the total of air-conditioners produced 更符合习惯一些；表达三位以上的数字，按照国际习惯应该从后向前，每三位数之间使用一个逗号，这里作者在本文中没有准确表达，应该分别表述为 25,000,000 和 15,000,000。第(2)句表达‘空调市场’的时候，前面应该使用定冠词，即 the air-conditioner market 或者 the market of air-conditioners；after VCD market and TV market 在上下文中不是很清楚，可以说 after the bitter competitions in the VCD and TV markets 或其他形式。

第(3)句 price 为可数名词，所以应该说 reduce prices；send customers presents 没有表达出‘送礼品’的意思，应该说 offer presents to the purchasers of air-conditioners；作者还将 productions 与 products 混为一谈；‘论斤卖’的标准英语表达方式是 sell by the jin。第(4)句 types 这里使用的不准确，用 models 更为准确。

第(5)句 huge 一般不用来修饰 companies 表示大公司，可以使用 big 或 large-scaled；decline 后面没有使用 that 引导的宾语从句这种用法，这里作者将 decline 与 declare 混淆了。第(6)句一般正式书面不单独使

用 *why* 来表达疑问,而目前我们写的作文应该使用正式文体。第(7)句从这段文字来看,作者只说了两点有关会出现空调大战的可能性,所以 *first* 应该改用 *on one hand* 另外本句没有将作者想要说的话说出来,可以说 *the number of air-conditioners manufactured is larger than that required in the market*,这样意思更为完整一些。第(8)句 *second* 在这里最好使用 *on the other hand*,与上文呼应;提供低价'的较为准确的英语表达词应该是 *offer a lower price*。

第(9)句似乎有点过于简单,这是学生作文中比较常见的问题,可以通过具体化的方式丰富一下句子的内容,如: *But such a confusing battle will bring about trouble not only to customers but also to manufacturers*。第(10)句 *for one thing* 这里使用得莫名其妙,因为下面也没有 *for another* 相呼应;作者似乎是要用 *without certain price* 来表示“没有固定的价格”,不妨使用 *without a comparatively fixed and reasonable price*。第(11)句 *fall behind in quality* 会给人以歧义,以为是公司产品质量落后,可以增加内容改变这种歧义: *fall behind in the quality of their products*。第(12)句这里的 *a circle* 具体的表达应该是 *a vicious circle*(恶性循环)。第(13)句 *get a good air-conditioner as before* 可以说成 *get an air-conditioner as good in quality as before*。第(14)句口语化的倾向太严重,可以说 *So there is no good in starting a price battle of air-conditioners for both customers and manufacturers*。第(15)句表达有点混乱,与上文衔接不是非常紧密,似乎是可有可无的一个句子,可以将句型修改一下使衔接紧密一些: *If a price battle will give rise to problems instead of solving them, the best solution, I think, is to prevent such a battle.*

改后作文

It is reported that in 2001 the total number of air-conditioners manufactured was 25,000,000 while only 15,000,000 was needed for the market. So far the air-conditioner market has become a field that

every producer wants to occupy, after **the bitter competitions** in the VCD and TV markets.

Many companies not only reduce prices, **offer presents** to the **purchasers of air-conditioners** or even sell their products **by the jin**, they also hold news releasing conferences to make their products known to the public. Under such a situation most of the air-conditioner producers realize that it is not easy to survive and they have to produce **new models of air-conditioners**.

Although many large-scaled companies have declared that they won't be the first to start a price battle, in my opinion there will be one sooner or later. On one hand, the number of air-conditioners manufactured is larger **than that required in the market**. On the other hand, not all the companies have the technology to improve the quality and the easiest way to attract customers is to **offer a lower price**.

But such a confusing battle will bring about trouble not only to customers but also to manufacturers. **Without a comparatively fixed and reasonable price**, many companies cannot get enough money to **do further improvement of their products**. That means they'll fall behind in the quality of their products, and next time the only way to persuade people to buy their products is to **cut down the prices** again. Once such a **vicious circle** is formed it will be difficult to get rid of. Then a customer won't get an air-conditioner as good in quality as before. So **there is no good in starting** a price battle of air-conditioners for both customers and manufacturers. If a price battle will **give rise to problems** instead of solving them, the best solution, I think, is to prevent such a battle.

(314 words)



据报道,2001 年空调生产总量为 2 500 万台,而市场需求只有 1 500 万台。到目前为止,空调市场在继 VCD 和电视激烈的市场竞争之后,已经成为每一个生产企业希望占有的又一个领域。

许多企业不仅降价,向空调购买者赠送礼品,甚至论斤卖空调,他们还举行新闻发布会为自己的产品扬名。在这样一种形势下,大多数空调生产厂家意识到要生存不是一件容易的事情,于是他们不得不生产出新型空调。

虽然大型企业已经宣布他们不会首先挑起价格大战,但是我认为迟早会爆发价格大战。一方面,厂家生产出的空调数量大于市场需求。另一方面,并不是所有的企业都有改善生产出的空调质量的技术,而吸引顾客最简单的方式就是提供低价位。

但是这样混乱的大战不仅会给消费者,也会给生产厂家带来困境。没有一个相对稳定和合理的价格,许多企业就不可能获取足够的资金来进一步改善其产品。这就意味着,他们会在产品质量上落后,而今后说服消费者购买产品的唯一方式就只能是再一次降低价格。一旦这样的恶性循环形成了,就很难摆脱困境。那么顾客就不能够购买到像以前那样好质量的空调。因此,挑起空调价格大战对于消费者和生产厂家来说都是没有益处的。如果价格大战最终是引起问题,而不是解决问题,那么我认为最佳的解决问题的方式就是避免这样的大战。

二、征询招聘意见

Directions

Assuming that a manager is going to interview some job applicants and one of his friends gives him a piece of advice that the first impression is not a reliable basis for judgment. This manager wants to hear

more from others and decides to have a wall newspaper put up for more views on that topic.

You are going to write an article to offers your opinion about it.

You should write about 200 words neatly on ANSWER SHEET 2.

学生作文 (1)

How to Judge Applicants

(1) Having seen your request for opinions about how to judge applicants in a wall newspaper, I am so glad to do you a favor.

(2) To be frank, as a manager of a firm, the more you learn about applicants, the better you can find employees. (3) However, it is completely impossible for you to become acquainted with job-hunters, for the time is limited in the process of an interview. (4) As a result, proper judgement methods will exercise a great influence on finding suitable employees.

(5) Obviously, the first impression to an applicant is not a reliable basis for your judgement, for what you learn about is so superficial that all your trust shouldn't be thrown on it.

(6) Nevertheless, how can you find your proper employees?

(7) Firstly, in my opinion to be loyalty or sincerity should be the key factors. (8) As an employee, only with great enthusiasm and love for his occupation can he perform his work with heart and soul and achieve great success in his own business. (9) As a matter of fact, it is of high importance for you to judge an applicant.

(10) Secondly, special knowledge and skills also play a vital part in a successful employee. (11) As can be seen, it is natural that one fails

to accomplish his own business without proper knowledge and skills, let alone achieve great success.

(12) In a word, many factors exercise influence on personal performance. (13) Therefore, to find suitable employees, you should think many elements together and make your own choices. (14) And with my best wishes that my advice can do you some favors. (227 words)



作者使用了七个段落将整篇文章的内容表达出来, 总体意义比较完整。但是文中有一些表达不是非常地道的地方。

第(1)句中的 seen your request 不是非常准确, 经理将告示内容张贴出来不应该只是用 see, 作者应该用 read 另外 do you a favor 语气上不是非常恰当, 可以说成 offer my suggestions to you; 关键点作者没有将这篇文章的主题点明, 因为本文是经理要得到大家对于第一印象的看法, 而本段中作者根本没有提及, 所以作者在第一段中没有将下面要交代的内容概括出来。

第(2)句的意思表达有错误, 应该说 the better employees you will find 或者 the more possible you will find better employees。第(3)句表达比较符合情理, 如果在主句中加上 at first sight 的话, 意思就会更加清楚了。第(4)句中 proper judgment methods 在现代英语并没有什么错误, 不过说 the methods of proper judgment 的话, 整个句子在结构上会显得更加富于变化 前面作者已经多次使用了 find employees, 这里不妨改用 the choice of qualified employees 作者在这里使用的 exercise a great influence on (对……产生很大的影响) 是一个非常好的短语。

第(5)句中 impression 后面常使用的介词是 of, 表示“对于……的印象”; what you learn about 后面却少了一个宾语, 应该加上 an interviewer;

all your trust shouldn't be thrown on it 中作者臆造了一个短语, 可以使用短语 have/place/put trust in 来表达这个意思。

第(6)句作者在 employees 之前使用了一个不同的形容词 proper, 以避免重复, 但是通篇来看最恰当的词应该是 qualified。

从第(7)句来看, 作者总共就列了两个内容, 因此, 不妨使用 on one hand, 然后在下一段开始使用 on the other hand, 这样就有了呼应; to be loyalty or sincerity 是不能够被用来作为主语的, 可以使用 to be loyal or sincere 或者 loyalty or sincerity; key factor 后面再加上 in the selection of a qualified employee 就显得更为完整一些。第(8)句中 with heart and soul 不符合习惯表达方式, 其实英语中就有现成的 heart and soul (全心全意地), 另外还有 body and soul, 这些短语前面都不用介词 with。与前面对照来看, 第(9)句中的 it 指代不是非常明确, 不妨明确其意义, 如 sincerity is of great importance to you 这样来表达更好 另外 importance 前面也不用 high 来修饰。

第(10)句中 special knowledge and skills 在英语里表达不是很明了, 作者目的是要表达“专业知识”, 不妨使用 knowledge and skills in his field (专业知识和技能)。第(11)句中除了 one fails to accomplish his own business 前后的 one 和 his 没有呼应之外, 基本没有什么太大的问题。

第(12)句中没有什么问题。第(13)句中作者再一次使用 find employees 这样的表达方式, 似乎使用 select employees 在这里更为准确, 因为经理很显然是要精挑细选自己的雇员; 句中的 you should think many elements together 很明显是地地道道的中式英语。第(14)句表达祝愿也不是非常准确, 可以使用一个主语从句来表达: It is my sincere wish that my advice will do you some help。

改后作文

Having read your request for opinions about whether the first

impression is a reliable basis for judgment in an interview in a wall newspaper, I am so glad to **offer my suggestions** to you.

To be frank, as a manager of a firm, the more you learn about applicants, the more possible you will find qualified employees. However, it is completely impossible for you to become acquainted with job-hunters **at first sight**, for the time is limited in the process of an interview. As a result, **the methods of proper judgement** will **exercise a great influence** on the selection of suitable employees.

Obviously, **the first impression** of an applicant is not a reliable basis for your judgement, for what you learn about an interviewee is so superficial that you should not **place a great deal of trust** in it.

Nevertheless, how can you find your qualified employees?

On one hand, in my opinion, loyalty or sincerity should be the key factor in the selection of a qualified employee. As an employee, **only with great enthusiasm and love for his occupation** can he perform his work **heart and soul** and achieve great success in his own field. As a matter of fact, sincerity or loyalty **is of great importance** for you to **judge** an applicant.

On the other hand, **knowledge and skills in his field** also play a vital part in being a successful employee. As can be seen, **it is natural** that he fails to accomplish his own business without sufficient knowledge and skills, **let alone** achieve great success.

In a word, many factors exercise influence on personal performances. Therefore, to find suitable employees, you should **take into consideration various factors** and make your own selection. **It is my sincere wish** that my advice would do you some help. (299 words)



在墙报上读到您征询第一印象是否为判别招聘雇员的可靠根据的意见之后,我想在这里提出我的看法。

说实话,作为公司经理,你对求职者了解得越多,你找到合格雇员的可能性就越大。然而,要想第一眼就了解找工作的人是不可能的,因为面试过程中时间非常有限。因而,正确的判断方法会对合适人选的挑选产生非常大的影响。

很明显,对申请人的第一印象作为判断基础不是非常可靠,因为你对求职者的了解是非常肤浅的,因此你不能过于相信第一印象。

然而,你怎样才能找到合格的雇员呢?

一方面,我认为,忠诚或真诚应当是挑选合格雇员的主要因素。作为雇员,只有拥有对职业的巨大热情和热爱,才能全心全意地把工作做好,才能在自己的专业领域取得成功。事实上,忠诚或真诚对于我们判断申请人是极为重要的。

另一方面,他的专业知识和技能也在成为成功雇员上起到非常大的作用。可以看出,没有充分的知识和技能,他是不可能事业有成的,更不用说取得成功,这一点是非常自然的。

总之,很多因素会影响到个人成就。因此,要找到合适雇员,你应该将各种因素考虑进去,做出自己的选择。我真诚希望我的建议能够对你有所帮助。

学生作文 (2)

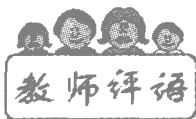
The First Impression Can't Be Ignored

(1) In my opinion, the first impression from a job applicant is the

most important element to decide whether to hire him. (2) It is the first impression that can give main characteristics of the applicant. (3) So it is enough to make the decision from the first impression.

(4) But some people think that the first impression is not reliable for judgement. (5) They believe that the first impression can't represent all respects of a job applicant and sometimes the first impression might cause wrong decisions. (6) Though these ideas sound very reasonable, I'll still insist on my opinion that the first impression is crucial for a manager. (7) In most cases, the appearances and words of an applicant can reflect his real level. (8) Therefore, the decision from the first impression is very reliable. (9) Although it is not 100 percent right, it really can be trusted. (10) And it is good for a manager to raise the efficiency of the administration. (11) Judging by the first impression would save a lot of time from thinking over the applicants.

(12) Thus, I suggest every manager should make the final decision from the first impression. (13) It is the best policy for management. (14) Hesitating is just a waste of time. (165 words)



这篇文章的作者从独特的角度阐述了第一印象在面试中的重要性，一般同学不会从这一角度来立论，应该说这是本篇文章的特色但是文章的句子结构总体上不是非常丰富，简单句比较多，地道的表达方式也不是很丰富，这是本篇文章的缺憾。

第(1)句中 impression 的后面通常使用介词 of 来表示‘对……的印象’，这里作者使用 from 是受到了汉语的影响。在第(2)句中使用了强