

task1

1-1 【小马，康老师，J2】 What do you think, one of the most important characteristics that a good teacher should have? Include specific reasons and details in your explanation. I think one of the most important characteristics of a qualified teacher is keen observation. This is because the first step towards successful teaching is to find out where the strength and weakness of each student is, and this requires careful observation of each individual student. For example, when working out a math problem, one student may be careful but slow, while another may be fast but careless. A good teacher should be able to notice the difference and teach them accordingly. Moreover, having keen observation means that when a student has met with a difficulty and needs encouragement, the teacher will pay attention and take action immediately.

答案 2: In my opinion, a good teacher should have the ability to think independently and be extremely patience because these two qualities will make student respect the teacher and be willing to learn from them. For instance, when I was in elementary school, most of my teachers were just teaching whatever was written in the textbook and got upset easily every time when someone couldn't remember what was in the textbook. I was constantly bored by my teachers and had no motivation to learn from them. Later, my parents hired a tutor for me who always came up with creative ideas and the latest information about the world in our meetings. Also, she never got angry if I forgot something or made a mistake, which made me so appreciative of her and want to work harder.

1-2 【小马，康老师机经包 1-3，J2 机经 1-10】 Which technology has made the greatest impact on people's life in your country? Airplane, computer or television? Use specific reasons and examples to support your response.

Version1: I can't even imagine what my life will be like without computers. First, I write all my school papers on my computer. It allows me to make whatever edits needed to be done as I go. I can easily delete a paragraph or bring it back move thing around, auto-chuck my grammar as I write. No matter what I do, after I format it at the end, I will have a neat paper that's easy to read. Second, I rely on my computer to keep in touch with my families. I don't study in my hometown. I Skype with my mom and dad quite often.

Version2:I would like to talk about the computer, which I think has revolutionized people's lives in my country, in at least two very important areas -education and entertainment. In education, because of computer multimedia technology, students don't have to spend a long time learning abstract theories about a subject; they can see them demonstrated vividly and In a computer screen, which is much easier to understand. In entertainment, computer games have become a major part of almost anyone's childhood in my country, and have often replaced other recreational activities that used to be very popular such as doing sports, which is a pity. But I would also like to argue that playing computer games moderately is beneficial to children's hand-eye coordination and problem-solving skills.

答案 3: In my opinion, the computer has changed people's life in my country most significantly because every job in my country now requires a certain level of proficiency in computers and a lot of work in our society has been computerized. For instance, my uncle became unemployed after his previous company decided to computerize all the accounting work. There used to be seven people working in that department but now only one is needed because eighty percent of the work can be done by the computer. Many people here are struggling with their survival because they haven't had the opportunity to catch up with the information technology. Therefore, I believe the computer has brought the greatest impact to people in our society

1-3 【小马，康老师机经包 1-5，J2 1-14】 Describe the steps, through which you once learned a new thing and explain how you learned it. Please include details and examples in your response.

Personally, when learning something new I need to do a lot of research on the subject first and then put what I've read into practice. These two steps allow me to learn new things with a thorough understanding of how something works. For example, when I was learning photography a year ago, I first read a lot of books and blogs online in order to understand the basic techniques of using a digital SLR camera. After months of research, I finally bought a digital SLR camera and started to take pictures with the camera using the techniques I learned from my research, such as exposure adjustment, image structure, and color balancing. Now I am able to take pictures of professional quality.

1-4 【小马，康老师机经包 1-1，J2 1-15】 Traffic congestion is becoming worse in many cities. What can the government do to decrease the number of cars and other vehicles? Use details and examples in your response.

1. I think the government can do at least two things to reduce the number of vehicles running on the street. First, it can increase the level of tax imposed on each newly-purchased vehicle. This will somehow discourage people from purchasing new cars and the number of vehicles on the street will naturally decline. Second, the government can take measures to improve public transportation, such as buses and the metro system, so more people will be willing to take public transportation instead of driving. This will also effectively reduce traffic.

2: I think there are so much more government can do to reduce traffic problems. First, more roads must be built. Take Beijing as an example, many of the old roads in the city were narrow and bumpy. During the last decade, local government spent very handsomely on building new roads with more lanes and upgrade old roads. I think it helped a lot. Second thing is improving public transportation system. Beijing has more than twenty lines of subway today, more are being built and planned. They are comfortable and affordable. More people choose to take the subway to go to work.

3: From my opinion, the best way to reduce the use of cars and other vehicles is to improve our public transportation system so that people can use public transit more frequently. For example, in Taiwan only the biggest two cities have subway and in all other cities, people have to drive a car or ride a scooter for commute. This makes traffic in most places crowded and dangerous, especially during rush hours. Besides subway, we need more buses with longer routes to the suburbs so that people in the suburbs can take the bus to work in the city rather than drive to work all the time. Therefore, promoting and enhancing the public transits would greasy reduce the traffic during rush hours and solve our traffic problems.

1-5 【小马，康老师机经包 1-2，J2 机经 1-9】

Your university is planning to allow 【康老师表述为 forbid，听的时候注意区分】 students to watch TV in their dormitories. What is your opinion? What are the advantages and disadvantages of watching TV in dormitories? Include reasons and examples to support your response. 答案 1: Television can be educational and entertaining, but watching too much stifles creativity and students' mental and physical activity. If students tune in to quality programs such as educational documentaries about science, history or politics, television can be an extremely valuable tool. Students can learn more from an-hour watching of a good documentary than hours of reading from a textbook. On the other hand, the downside of television is that banal brain-dead shows can stifle thought and make kids lazy on the sofa instead of getting them to play outside or developing their own ideas elsewhere. Too much bad TV does awful damage to a student's ambitions.

答案 2: The advantages of forbidding the television in the dorm include providing a quieter environment and reducing distractions for students. For instance, when I was living in the dorm in college, the TV in the lounge was always on and made a lot of noise. I was easily distracted from my studies because of it. If there was a television in our dorm, the dorm would become a more ideal environment for students to concentrate on their work. On the other hand, without the television,

life might get boring on weekends. I remember back in college, my friends and I used to hang out in the lounge watching movies together. If there wasn't a television, I wouldn't know what to do with my friends in our free time.

答案 3: I think the university is right in allowing students to have TV's in their dorm rooms. The advantages of this are that students can have another easy way to inform and to entertain themselves. I mean with a TV in the dorm, students can watch news programs when they want to get an update on world events, or they can watch a TV drama if they want to relax for a while. But of course watching television can be a negative thing if students spend too much time in front of the screen, not to mention that the noise can be disrupting for those who prefer to have a quiet living or studying environment. But overall, I think with moderation and consideration, students can benefit a lot from having a TV in their dorm.

1-6 【康老师机经包 1-7, J2 机经 1-11, 小马】 Which of the following do you think is the most important for maintaining good health? Doing exercises, eating healthy food, or going to bed early?

1. Among the three, I think healthy food is more important than the others for a person to remain healthy. This is because first, we eat three times a day, and every day. So if we have an unhealthy eating habit, and we do not correct it in time, the bad effects will accumulate until one day we start to develop symptoms that are difficult to reverse. Another reason is that eating healthy food is a goal that is not so difficult to achieve, compared with the other options. Some people may find it difficult to go to bed early because of their work assignment or they may not have the luxury to go to a gym for exercise, but they can easily cut down on the calorie intake of their food simply by switching to a diet with more vegetable and less meat.

2. In my opinion, getting enough sleep is the best way to maintain my health because according to some medical research, our body is actually doing things crucial to our survival when we're sleeping such as hormonal balancing. For example, a friend of mine works long hours every day and barely gets enough sleep. Even though she goes to the gym every week and eats quite healthy, she still has issues with her unbalanced hormones, such as skin problems and obesity. I, on the other hand, don't really exercise much or care about my diet but do get sufficient sleep every day, and I am completely free from those health problems she's been suffering from. Therefore, I believe getting enough sleep is the key to health.

1-7 【小马, 康老师机经包 1-4, J2 1-,13】 Describe a special gift you gave to some else. Explain why it is a special gift? Include details to support your explanation.

Version1: I bought a camera for my dad last month. I bought it for him because he recently retired and plans to travel the world. I chose this particular model because it's light and compact. It fits easily in his pocket so he doesn't have to carry too much weight. The image quality is very good as well. He went to South Africa with this camera last week and took some amazing pictures of wild.

Version2: If I were to give someone a gift, I would choose something that is personally hand-

made. A photo calendar would be a good choice because it's not only memorable but also useful. It's easy to make your own photo calendar as a gift. There are many websites where you can print out a calendar using a template but customize the photos in the calendar. So I would upload some of the nice photos I took recently, especially those that would remind us of the sweet memories we shared, like the pictures of a beach or a party we went to together. To make it even more personal, I would write on each page of the calendar a few words expressing how I cherish our friendship.

Version3: I remember when my friend Mike had his 18th birthday; I gave him something very special as a birthday present. It's a 12-month subscription to National Geographic magazine. With this subscription you not only get 12 issues of paper magazines mailed to your home, but also get unlimited access to the national geographic website. My friend Mike later told me that among all the presents that he received that day, he loved this one the most. With a 12-month subscription, he said it was like getting a present from me every month. More importantly, it reminded him once every month that he should study English just a little harder, so that he could understand the written articles in the magazine, and not just look at the pictures.

4. When I was fifteen years old, I hand crafted a leather bracelet as a gift for my friend Tina as she was about to graduate from junior high school. It is a very special gift because it has deeply strengthened our friendship. Tina and I hadn't been in touch for at least two years before I made the bracelet for her. By that time she was forgetting about our friendship. However, I actually still cared a lot about her but had been too caught up in schoolwork. One day I suddenly showed up at her classroom and gave her the bracelet, wishing her good luck in the future. She felt very touched by my gesture. It was a turning point for our friendship and we are still good friends today.

1-8 【康老师, J2, 小马】 Describe an area in your city that you like the most. Explain why you like this area the most.

In the city that I live in, I love the area called the Creative Park the most. It's actually an area housing more than a dozen stores selling creative products. I love this place mainly for two reasons. First, I like the styles of indoor decoration in many of the stores there. From the outside they look not much different from an ordinary store, but when you get inside, you can feel the difference in all the little details around you, like the color of the carpet, the shape of the door knob, an exquisitely designed price tag, or an old-fashioned gramophone etc. Another reason is the things you can buy in the Park. These include CDs, videos, paintings, handicrafts, toys, etc. Many of them are limited or customized editions. This makes them unique, more interesting and more valuable.

1-9 【小马, 康老师, J2】 Which of the following activities would you do with friends rather than alone? A.

Taking a walk.

B. Watching a movie.

C. Travelling.

1-10 【康老师 1-13, J2 1-1】 Describe an activity you enjoy doing in your school recently. Explain why you enjoy doing this activity in your school. Include specific reasons and details to support your response.

2: A while ago I went to a fundraising event organized by some students on campus for uneducated children in remote areas. It was very meaningful because it was the first time in my life that I realized how fortunate I had been and felt grateful for what I had. For example, those students have spent every summer vacation in the mountains teaching children different subjects while I have always been traveling overseas for my own pleasure during those summer breaks. Besides, those children in remote areas lack daily necessities for school such as pencils and erasers, which are things we always taken for granted. I have completely changed the outlook on my life after this event and hope one day I can play a role in making our society a better place.

1 -11 【康老师 1-16,J2 1-4】 Nowadays, there is air pollution in many places. How to reduce air pollution and why? Include reasons and examples to support your response.

答案 1: Not that I'm an expert on the subject, but I know that car exhaust is one of the major causes of air pollution. Of course cars are necessary a lot of the time, but carpooling or taking the bus when you can certainly must help things! With more people in a single vehicle, there are fewer total vehicles on the road and less exhaust being produced. It seems to be easier to take the bus when you incorporate it into your daily routine, memorizing the times and routes and committing yourself to them. I, for instance, take the city bus to and from my college. And I have friends who ride their bikes to work or to school. If everyone did little things like that, it might not get rid of air pollution, but it would at least help make it better.

2. In my opinion, replacing traditional energy with renewable energy and reducing the use of cars can help alleviate air pollution because traditional power plants and automobiles are indeed the two major sources of air pollution today. First, coal-fired power plants are still very common in the world but they cause serious air pollution by releasing high concentration of carbon dioxide into the atmosphere. Therefore adopting renewable energy can almost eliminate this problem. Second, cars also release a huge amount of carbon dioxide into the air. By building more public transportation and reducing the use of personal vehicles, we can reduce air pollution significantly.

1-12. 【小马，康老师 1-14，J2 1-2】 What is your favorite place to study?

1: It seems that most students like to study in the library, especially when there are examinations. I also like to study in the library, mostly because of the quiet atmosphere there which allows me to better concentrate on my study. When everyone is reading books quietly, I kind of naturally use more diligence and self-discipline. Elsewhere, I might be wandering around and doing meaningless things. So the diligence of other people in the library also inspires me to work harder. Besides, there are reference books in the library which provide ready guidance in case there is a difficult problem and when a little bit of research is needed.

2: I enjoy studying at the library on campus because it's quiet and I can always feel motivated by other hard-working students around me. For instance, last night I was studying very hard for my TOEFL exam and I felt really nervous about the test. However, the quietness in the library calmed me down so i could quickly concentrate on my studies again. Besides, there were a couple of times when I felt so frustrated by all the difficult English words but then I looked around and I saw so many students struggling with whatever difficult assignments they had in front them. All of a sudden, I felt inspired again and continued to study for the test These are the reasons why I like to study at the library.

1-13 【康老师,J2】 If your friend wants to make a big purchase without having enough money, what can he do to get enough money? 1.I think my friend can turn to me for help first. Although I'm not a millionaire I do have a small amount of saving in the bank which I can withdraw and lend to my friend if he really needs it. I trust each of my friends and I'm sure he will pay me back in time. If that amount is not enough, he can also turn to his other friends for help because everyone must have their own circle of friends who are supposed to be helping each other. Alternatively, he can also apply for a loan from the bank. Many banks nowadays offer personal loans to people who have a stable income and a good credit. Of course banks charge a pretty high interest rate so he should be careful and try to repay the loan as soon as possible. 2. Personally, I would tell my friend to wait and save until they have enough money before they make the purchase because it feels really stressful and guilty when borrowing money from others. For example, five years ago my laptop broke down and I borrowed money from a friend to buy a new one. A couple of months later, my friend needed money to fix his car and asked me to return the money sooner. I had to work extra hours every week to pay him back earlier than scheduled and I also felt guilty that he could not have his car fixed until I paid him back. Thus I think my friend should wait and save until they have enough money to make a large purchase.

2: If a friend of mine would like to drop out from college, I would tell them to follow their heart and do their best to analyze the consequences before they make the decision because i understand that higher education is not meant for everyone and

nobody should feel so unhappy staying in college simply to fulfill the expectation of others. For instance, a friend of mine from high school is now a very successful businesswoman who happens to be a college dropout. She's very intelligent and has always been very certain about what she would like to do in life. She found college education a waste of time because she already had a clear plan for her future. Therefore, I would tell my friend to follow the same path.

1 -14 【康老师 1-15, J2 1-3】 120422CN 10619NA Your friend wants to drop out of university or college, agree or disagree

1-15 【小马, 康老师, J2】 A friend of yours wants to change his or her diet habit, what suggestions would you give to this friend? Personally, I would respect my friend's choice and try not to interfere with their diet because everybody is different; what I consider healthy is not necessarily healthy for my friend. For instance, my grandfather used to have a really unhealthy diet. He barely ate any vegetables and had red meat for almost every meal. In addition, he often ate late at night. Some of our family members tried to warn him of the danger of such an unhealthy diet but their suggestions didn't make my grandpa healthier or less healthy. Therefore, I would tell my friend to do their best to take care of their health but the rest is their choice and responsibility.

以下几道考的概率相对低一点

1-16 【竹子】 A friend of yours is preparing for a presentation. Which way would you recommend your friend should take? To watch experienced speakers' presentations or to practice more in front of many people. Explain why? Include reasons and examples to support your response. If my friend is going to do a presentation, I would like to give him the following suggestions. First, practice for as many times as possible in front of a mirror, and with others. Ernest Hemingway once said that the first draft of anything is shit. I couldn't agree more. Practice makes perfect. Perfection doesn't come easy. Second, don't put too many words on each slide. The most common mistake a presenter can make is putting too much information on the screen and read from it. It makes a presentation boring and predictable. Use fewer words is the way to go. Pictures help too they communicate so much better than letters. !

1-17 【J2 机经 1-8, 竹子】 Describe a job, career or profession which you wish to pursue. Explain why this job is your ideal job. Include reasons and details to support your response.

Version1: I would rather be a vet for the following reasons. First, moving animals makes me feel good about myself knowing I can take care of them. Animals don't know how to speak like humans do when they're in pain. Professional training is essential for giving animals the right treatment. Also, so many people have pets these days. And they're willing to go to extraordinary lengths to ensure the well-being of their best friends. Therefore the demand for vets is enormous. And the salary is not bad at all from what I've heard!

Version2: I think being a NGO worker is the best career for me. I used to volunteer in communities like helping disabled adults. Sometimes people are so close to being stable in their life, and all they need is just a little help and kindness. I would love to assist with something like that. Some adults, for instance, are unable to read at a good enough level to get a

job. Teaching adult reading lessons would make a world of difference to people like them. Other adults have maybe been laid off or gone through some other difficult time and are now homeless. Volunteering at a soup kitchen would help assure that these homeless people get a nice, hot meal and are served with a smile. All these experiences fueled my passion in working in a NGO group.

1-18 【小马】 What do you like to do during your spare time?

Well, I have lots of hobbies I like to do in my spare time. I am very interested in studying English and I'm also quite into movies -sometimes I combine these two interests by watching British or American movies. What I particularly enjoy doing, though, is playing football- it's so exciting!

Task2

2-1 【康老师, J2, 小马】 What will you do when you need to find an answer to a question: to ask a teacher, to search the Internet, or to read a book?

When I need to find an answer to a question, I prefer to search the Internet. I think this is the fastest and the most reliable way to get an answer. First, because I carry a smartphone with me every day, I can get access to the Internet almost any time I want. To me, getting an answer is as simple as putting in a key word in the search box. Often you'll find that there are already many people asking the same questions, and the answers to these questions are often ranked in an order of relevance or readers' ratings, which make them much more trustworthy. By contrast, a teacher is not always around when you need to ask them a question. And as to the book, well, you have to be very lucky to find the exact piece of information from hundreds of pages. It's just too time-consuming.

2-2 【小马, 康老师机经包, J2】 Do you agree or disagree with the following statement? While choosing friends, people should always choose those who have different interests from their own. Include specific reasons and examples in your explanation.

1. Yes, I like to make friends with people who have different interest from mine. When you have a large circle of friends with different interests, your own life becomes more varied and interesting. For example, one day you can hang out with a group of sports fans playing basketball. Another day you can attend a poetry reciting activity with a bunch of literature enthusiasts. It seems every day you are doing something new, and this is fun. Another reason is that sometimes you have to try different things before you can discover your true interest or real talent in something. And then you can further develop this interest into a skill, which may benefit your whole life.

2: Personally, I think it's better to make friends with people who have different interests because we can learn so many things from them and appreciate the diversity in the world. For instance, almost of my friends have completely different interests from mine. I enjoy designing programming languages in my free time, which none of my friends enjoys. They like to go singing, hiking, surfing, or shopping in their free time. As a result of diverse interests among my friends, my life has become much more interesting than it was because I've been able to experience these activities with them. I don't necessarily like these activities but I'm always amazed by all the beautiful things and people out there in the world. That's why I prefer to have friends with different interests.

2-3 【康老师机经包 2-3, J2 2-15】 Some people believe that it is better for children to grow up in big cities. Others believe that it is better for children to grow up in small towns or rural areas. What is your opinion and why? Use specific reasons and examples to support your response.

1. In my opinion, it's better for a child to grow up in a big city. I think first of all, in big city a child can receive better education because in most countries, the best educational resources and facilities such as teachers, libraries, and laboratories are always found in big cities rather than in

small towns. Another important advantage is that by living in a big city, children are more connected to the outside world. In a city like Shanghai, children can go to museums, theaters or visit exhibitions every day to see the latest shows on foreign arts and culture, whereas in a small town you can hardly get the opportunity to see these things.

Version2: Personally, I think it's better for children to grow up in a small town because they can be close to nature and stay relaxed throughout their childhood. For example, our family used to live in a small town when I was in kindergarten. I enjoyed observing interesting animals and plants in our neighborhood and built innocent, pure friendship with local kids. However, our family moved to the city when I was in elementary school and it had been very difficult for me to get in touch with nature or innocent people again. My peers were all driven by schoolwork and didn't care much about the beauty in our surroundings. I wasn't very happy back then. Therefore, I believe it's better for kids to grow up in a small town.

2-4 【康老师 2-8, 小马, J2 2-11】 Do you agree or disagree with the following statement—students should do parttime jobs before attending college. Please use specific reasons and examples in your answer I believe it is necessary for students to take on part-time jobs before they go to college so they can accumulate work experience and become more competitive in the job market. For example, I worked part-time throughout the last year in high school and took an internship position in the summer before college. For most of the time I felt very confident about myself because I was able to pay my own tuition and build up a resume that eventually led to a great full-time position after I finished college. I became a much stronger candidate in the job market because of the work experience I had rather than the grades I got in college. Therefore, I think students should work part-time before going to college.

2-5 【小马, 康老师 2-10, J2 2-9】 Do you agree or disagree with the statement? Teachers should make their lessons fun.

1. I definitely think that teachers should make their lessons fun. The main reason is that if lessons are fun, students will want to learn. When students enjoy their lessons, they are more likely to come to class, talk to their classmates, and do their homework. On the other hand, if lessons are boring, students will probably be absent more often, not participate in class activities, and not do their homework. From my experience as a student, I know this is true. I never used to like studying world history because I always had boring teachers. But a few years ago I had a professor who always delivered creative and fun lessons. I loved studying with him, and so did my classmates, and by the end of the semester we had learned so much.

2. In my opinion, teachers should make their classes interesting because students are motivated to learn only if they're interested. For instance, when I was in high school, I was always bored in my math class because the way my teacher lectured was really traditional; she often read the textbooks to us and then asked us to solve the math problems on our own. Back then, it was really painful for me to study math. However, later in college, my calculus professor was humorous and intelligent. He was able to incorporate a lot of practical examples when he was trying to explain the theories to us. I always felt excited to go to his class and did really well on all of my tests.

Therefore, I think it's important for a teacher to make their class interesting.

2-6 【小马, 康老师 2-12, J2 2-8】 Do you prefer to do a job which requires you to travel a lot, or a job that allows you to work at a fixed location?

1. I would defiantly choose a job that is in a fixed location. I hate travelling for work, mainly because it disrupts your daily routine. When you take a business trip, for example, you may have to get up very early in order to catch a flight, or get home very late because of a train delay. You would miss your favorite TV show, a weekend family dinner, or a training session at the gym. Another reason is simply time. When you travel to a distant city, you spend a lot of time on the way,



and it can be extremely boring and exhausting. A trip from Shanghai to New York takes about 14 hours, and there's nothing you can do except reading, sleeping and eating.

2. : Personally, I would prefer a job that doesn't require me to travel that much

because it's more important for me to be close to my family and friends and have my own space away from work. For example, my father used to travel overseas a lot for work when I was little. Sometimes he'd be gone for weeks. As a result, my father missed out a lot of big events in our lives, like the time when my brother and I won the ice-skating championship at our school, or the time when my mom took us to a camping trip for three days. My father himself also regretted traveling so much and prioritized his work over his family and friends. Therefore, I'd prefer a job that doesn't require much travel so I can stay close to the people I care about.

2-7 【小马, 康老师 2-11,J2 2-7】

Do you prefer a job which requires you to communicate with others, or do you prefer a job where you work alone.

1. I would prefer a job where I am allowed to communicate with others. I can't imagine doing a job with no one to talk to. It would make me feel like a robot. Communication is very important in a job setting for two reasons. First, when you meet some difficulty at work, you can communicate with your coworkers and you can find a solution together. It's much more efficient than working on the problem again and again all by yourself. Second, having someone to talk to also eases the stress you may encounter at work. Suppose you feel stressed at work. Instead of suppressing this feeling, you can talk with your friend for a while, maybe have a cup of coffee, and you'll feel much better afterwards.

2. Personally speaking, I would prefer a job that allows me to communicate with other people because I believe that through expressing myself and listening to other people's opinions can benefit my personal growth significantly. For example, in college, I had an opportunity to prepare for a presentation with three other classmates. In the process, we had to exchange our thoughts from time to time and made sure that everyone was on the same page. I learned how to mediate conflicts among people, how to express myself in a way that everyone could understand, and how to integrate other people's knowledge to my own. These are the skills necessary not only for work but also for other areas of my life. That's why I'd prefer a job that requires communication with others.

2-8 【康老师 2-15,J2 2-1】 Do you agree or disagree with the following statement? To be an artist, a person's talent is more important than his or her hard work. Use specific reasons and examples to support your answer.

2: I believe hard work and constant practice are the keys to success in any discipline because natural talent alone cannot guarantee a bright career in someone's life; one needs daily training in order to acquire the strength and persistence to perform something well. For example, when my cousin Stephanie was a kid she was told very often that she had no talent in music, and yet she had always been passionate about the piano and singing. As she continued to work hard, she first performed on stage at the age of fourteen in front of everyone at her school. Everyone in my family felt really surprised and moved by her dedication and hard work. Therefore, believe hard work can overcome the insufficiencies of natural talent and lead one to success.

2-9 【康老师 2-18,J2 2-4】 Some people prefer to live in old, historical buildings. Other people prefer to live in modern buildings. Which do you prefer and why? Use specific reasons and examples to support your response.

1:I would prefer to live in an older house! I love the sense of history they have...The creaky stairs, the fireplaces, the mud rooms and attics and basements. You can just feel all the different stories that have taken place in them over the years. When you live or spend a lot of time in an older house, you are reminded of the past. Newer houses, on the other hand, I find very boring. They're all similar to each other. It's like they were factory-created, not lovingly designed by a person.

The wood cabinets always seem cheap and flimsy; everything is in the same color tones. They're just so lame! I would take a funny, interesting old house any day.

2: Personally, I would prefer to live in a modern building because they're safer and require fewer repairs. For example ; I used to live in a thirty-year-old apartment when I was in college and my landlord came to my apartment at least once every week to fix something in the apartment In addition, there are a lot earthquakes in Taiwan so every time when an earthquake hit, I could feel the building was about to collapse. Now I am living in a modern condo that was built only two years ago. The electricity wires and plumbing system were designed to fulfill our needs today; the building was built with steel rather than concrete so it's more resistant to earthquakes. For these reasons, I would prefer to live in a modern building.

2-10 【小马，康老师 2-16，J2 2-2】 Some people prefer a job which deals with the same tasks every day. Others prefer a job which deals with many different tasks. Which do you prefer and why?

1:I would prefer a job that has a little bit of variation. Sitting at a desk all day doing the same thing over and over again would bore me out of my mind. I can't imagine that this kind of job would be interesting at all. I think I am too intelligent to sit and do a mindless task all day. Also I think those jobs will be taken over by computers soon. I would rather have a job that requires me to go around and do lots of different things. Like teaching: Every day there is a new lesson and you never know how class is going to turn out. You have to be spontaneous in the classroom and I think I would prefer a job like that over any other type of job.

2: Personally speaking, I would prefer to perform a variety of tasks every day because they make life more exciting and I can learn how to deal with all kinds of unpredictable situations, which is crucial to my personal growth. For example, last week my supervisor gave me several new assignments which I had never done before. I felt exhilarated as soon as I got them because it was an opportunity for me to see how resistant I was when I came across a new problem and what my true capabilities were. Eventually, I was able to use all the skills I had to complete these new assignments and I felt really proud of myself. Therefore I would prefer to engage in a variety of new tasks.

2-11 【小马，康老师 2-14，J2 2-5】 20130202NA If there are two residences, the first one is a residence with strict rules, the second one is a residence without any strict rules, which one are you prefer to live?

1:I would prefer to live in a residence area where there are strict rules. I think with necessary rules you are living with a sense of security and this is very important. For example, in the apartment building where I currently live, everyone is required to use their ID card to open the gate. This prevents unwanted intruders from coming into the building and everyone feels safe living in this building. Moreover, I think some strict rules are necessary if you want to maintain a clean and comfortable living environment. For example, there should be strict rules against littering and improper disposal of electronic goods.

2: For me, living in a place with strict rules is better because I wouldn't have to worry about disturbances from my neighbors and I can live comfortably. For instance, a few years ago i used to live in an apartment without much regulation. My neighbors were allowed to make a lot of noises at night or even smoke inside of the building. The living conditions were terrible and I couldn't feel relaxed at home at all. Then I moved to a much better building with strict management; the hallways are always clean and everyone always keeps their voice down at night People also get along better in the community because of this kind of mutual respect Therefore, I would prefer to live in a place with strict rules.

2-12 【康老师，小马，J2】 Some people like to have a tight schedule while others prefer to have a lot of free time.

What about you? 1: Personally, I like to have a tight schedule when I was at work because in today's competitive world, efficiency is what all private enterprises aim for, if I don't keep myself busy I am not likely to get a promotion and a pay rise. I would even get fired. But weekends or during holidays, I tend to have a more relaxed life, because besides work, there are a lot of other things that worthwhile for me, like my family. I need to spend some quality time with them and get my mind relaxed so that I would get back to my busy work relaxed and refreshed.

2: Personally, I prefer leave plenty of free time in my daily schedule because when I am careless and just go with the flow, something fun always happens. For example, I had a four-day vacation from work last week. I thought about planning something meaningful for my vacation but then I decided not to, which made my vacation the most relaxing experience in my life. During my vacation, I thought of something interesting to do every morning and then just did it after breakfast. Throughout my vacation, because I was spontaneous all the time, I came across a lot of new places and new people that I never had a chance to meet. Therefore, having more free time in my life is better for me.

2-13 【小马，J2 2-6】 Some people think students should study in the classroom while others believe they should visit the museum or the zoo. Which do you prefer and why?

1: Well, personally, I think both the classroom and outside facilities such as museums or zoos are OK. I mean it all depends on which subject you study. For example, if you are studying theoretical subjects such as mathematics or languages, I think the best location would be in the classroom. A qualified teacher, a whiteboard and a pointer would be sufficient. However, if you are studying subjects such as botany or zoology, it's better to visit museums or zoos, because you can view or even touch the animals and plants there, so you have a more direct understanding of them.

2: Personally, I think students should study in the classroom rather than spend too much time visiting the museum or the zoo because students need to gain sufficient background knowledge before they can appreciate the beauty in art or nature. For example, I'm an architecture student and when I study in the classroom from the professor or the textbook, I can get a bigger picture of how a certain style of architectural design was created and its significance in history. However, I often get lost among all kinds of artwork or pictures in the museum and lose focus of what's really important. Therefore, I think studying in the classroom is better in terms of accumulating.

2-14 【康老师，小马,J2】 When going on vacations, some people prefer to go camping in tents; others prefer to stay in hotels. Which do you think is better?

I am not an adventurous type of person, so I would choose to stay in a hotel, like most people do when they travel. I think staying in a hotel is first of all safe. You are protected in the room without having to worry about your belongings being stolen or yourself being attacked by wild animals. Secondly, it's more comfortable and convenient in a hotel room, because you have all kinds of facilities that you may need, for example, TV, the internet, a mini bar, hot bath, etc., whereas if you stay outside in a tent, you have to face the challenges of bad weather or mosquitoes.

2-15 【康老师，小马，J2】 Do you agree or disagree with the following statement? The success of a school largely depends on the resources it has such as textbooks and journals.

I don't think textbooks and journals are that important! In my opinion, teacher is actually the key to success. When most people now choose, they will weigh and consider the faculties of a school as a crucial aspect. Star teachers are increasingly appealing to students than mere facilities. This can be explained by an old saying that the best way to learn is to learn from the best. Only when a school is staffed with well-know teachers can it make full use of all resources. For example, teachers with appropriate teaching methods can support students to implement self exploration. In this way, students with high quality represent the success of a school.

下面这道考的概率略小

2-16 【小马】 In some cities there is a law against making noises at night such as loud music or TV. Some people support this while others do not. What is your opinion? I support this law very much! Everyone should be able to get a good night's sleep, whether they live in a city or out in the middle of nowhere. It doesn't matter if they're renting an apartment or bought their own house; people are entitled to sleep peacefully in their home. The fact that others would be blasting loud music or listening to their TV at full volume in the middle of the night, knowing full well that they were probably keeping their neighbors awake, is just horrible. It's easy enough to listen to those things at a reasonable volume! Therefore I think it is absolutely fair for rude, noisy people to get in trouble for being inconsiderate. Maybe it will make them think twice about being unnecessarily loud during sleeping hours.

2-17 【小马】 Some of us like to learn by ourselves. Others like to take the opportunity and share ideas with others. What kind of person are you and why?

2-18 【J2】 Some people believe that students should be given one long vacation each year. Others believe that students should have several short vacations throughout the year. Which viewpoint do you agree with? 20071006CN

### Task3

3-1 【学生倡议】: a student proposes that 学校 hold the graduation ceremony 从礼堂内改到 outdoors 的 lawn 上举行。理由 1、去 lawn 比在礼堂内好, 因为礼堂内 seats are limited, 而 lawn 的 space 很 big。人又不多, 亲戚, 朋友都来。理由 2、在 lawn 举行典礼, 可以看风景 beautiful environment, fresh air, 更多游客都可以看到, 有气氛。【学生态度】: 男生反对此建议。两个理由: 理由 1、不存在位子不够的问题, 礼堂椅子够用了 space is enough, 因为他们 program 的毕业生每年不是那么多。坐着比站着好; 理由 2、礼堂内有全程摄像 camera, 不能进入礼堂

参加毕业典礼的人, 家长、朋友可看电视直播 watch through TV, 也方便。A student has written a letter to the university proposing a change of location for the graduation ceremony and the man in the conversation disagrees. First, the student in the letter thinks that if the graduation ceremony is held on the outdoor lawn, the beautiful environment with fresh air makes a better atmosphere for the ceremony. However, the man in the conversation prefers an indoor ceremony because people can sit indoors. If the ceremony is held on the lawn, most people will have to stand there throughout the entire ceremony, which is much less ideal. Second, the student in the letter believes that the outdoor lawn is able to accommodate more guests as indoor seating is limited so students can feel free to invite all their friends and family. The man, on the other hand, thinks the live broadcast of the indoor ceremony will allow students' parents to watch the ceremony on TV so overcapacity won't really be an issue. For these reasons, the man disagrees with the student's proposal.

3-2 【康老师机经包 3-4, J2 3-12】【学校通知】: the university is considering moving the student theater center from campus to the nearby downtown 好处 1、downtown theater has a larger space, and if can contain more audiences 好处 2、the new theater will have better technical facilities, so that students can get better light and sound while they are appreciating performances. 【学生态度】 男生反对.理由 1. audiences in the downtown theater are mainly students. It is quite inconvenient for them to drive for 20 min to get there to see performances, so few of them would like to go to the new theater 理由 2、the facilities in school theater are quite basic and easy to operate .However, students are not professional and well-trained and the facilities in downtown theater will be too complex for students to operate. So, students might end up with worse lights and sounds than what they have now. So, better facilities are not necessary.

1: The university is considering moving the student theater center away from the campus to the downtown area. It is believed that with improved light and sound systems, the new theater would attract more audiences. However in the conversation the boy disagrees with this plan. He says that the new location for the theater is far away from the campus so few students would be interested in going there. Also he says that students are already used to the basic facilities at the campus theater, so they

might have difficulty operating such advanced and professional sound and light systems. So the boy is afraid the performance in the new theater may end up even worse.

2: The university is going to shut down the student theater on campus and build a better one in downtown, but the man in the conversation disagrees with this new policy. First, the university believes that a new theater in downtown will be able to accommodate a bigger audience than the current one. However, the man in the conversation thinks that most of the audience is students and it'll be really inconvenient for students to go outside of the campus to see a play at the new theater. In other words, even though the new theater is going to be bigger, there might be less students going to those performances. In addition the university says that the facilities at the new theater in downtown will be better. The man in the conversation, on the other hand, thinks that the university doesn't have the resources to train students to use its hightech, professional equipment. The upgraded equipment will not really provide its maximum utility. For these reasons, the man in the conversation disapproves of the university's new policy.

3-3 【小马，康老师机经包 3-3，J2 3-11】【讲座主题】学生写信建议学校增加校车班次和走更合理的路线【原因】有两个好处：(1)更 efficient;(2)会有更少的学生自己开车。【学生态度】女生赞成，【同意原因】(1)目前校车班次太少，如果错过上一班，下一班的等待时间太长，要二十多分钟，她以前坐校车经常迟到，所以只有开车来学校;(2)但现在汽油很贵，要花很多钱，这个计划可以使她省很多钱。

1. The reading material is about a plan that the college is going to increase the number of runs of school buses and more reasonable routes. Thereby, it is more convenient for students and students won't need to drive cars. The female student agrees with this plan for two reasons. One is that if she has two classes in different buildings, she can take buses to save time and won't be late. Another is that the number of buses is not enough at present. When she took school bus before, she was often late for class. So she had to drive her own car. If there will be more number of runs, she can take school bus and save more money since the gas oil is very expensive.

2. A student has written a letter proposing that the university should increase the frequency of the campus shuttle and the woman in the conversation agrees with this new policy. First, the student in the letter believes that with more frequent buses running on campus, students will be able to make it to their classes on time. The woman in the conversation finds this a good idea. There was one time when she was late for a class because the bus was twenty minutes late and she had to go to buildings far away from the building where she had the first class. Second, the student in the letter argues that a lot of students are driving to school because there aren't enough buses on campus. The woman in the conversation also says that she has been driving to school and gas has been quite expensive. If the buses can run more frequently on campus, she will start to take them again and save some money on driving to school. Therefore, the woman supports the proposal.

3. The university is going to change its bus service by increasing the frequency of the school buses and by changing the bus routes to the areas where most students live. Therefore, more students will be able to go to school by bus and not wait too long until the next bus comes. The woman believes that the changes to the university bus service are a good thing. First, if the bus frequency is increased, students will not be late for their classes, nor will they need to drive to school and

spend a lot of money on gasoline. By doing so, they can save time and money. A second reason she gives is that, if the buses run through areas where many students live, more students will take the buses to school instead of driving, which is environmentally friendly.

3-4 【小马，康老师 3-10，J2 3-9】【个人倡议】：一学生写信给校报说学校应让在校生 visit the mentors in an office place. 好处 1、they can discuss about academic activities in school. 好处 2、students will learn more about

their future career from the mentors。【学生态度】：女生反对此建议。理由 1、学生现在很忙 students are so busy，没有时间拜访 they don't have time to visit office places off campus。Also, there is a Student Center on campus to help them answer these questions and it open all day, which is convenient to students。However, most students don't know about it because it hasn't been advertised in appropriate way。理由 2、it's enough to get advices from their parents, academic advisor and professor。advices form more resources may make students confused。

A student has written a letter proposing that the university should create a program to facilitate mentorship between offcampus alumni and current students but the woman in the conversation disagrees with this proposal. First, according to the student in the letter, current students will have the opportunity to discuss issues about their activities and academic studies with these alumni. However, the woman in the conversation argues that most students are already too occupied by all kinds of activities on campus and don't really have the time to visit alumni in their offices off campus. In addition, the student in the letter thinks that current students will be able to get useful advice from alumni regarding their future career. The woman in the conversation, on the other hand, believes that students already have sufficient advice from their parents, advisors and professors on campus. Getting even more advice from these alumni is unnecessary; it will only overwhelm and confuse them. For these reasons, the woman in the conversation opposes the student's proposal.

3-5 【小马，康老师机经包 3-7,J2 3-14】 proposal: a student suggest 图书馆限制同学们借书,最多借十本,因为

1. 大多数人一次借的太多,看不过来
2. 许多人借的时间太长,都丢了,这样可以减少图书馆每年丢书的数目。女生反对:1 要给好几个科目写 paper, 喜欢用很多书,至少 20 本,而且所借的书都会看。2 从来没丢过书。

1. A student has written a letter to the university suggesting that the library limits the number of each student's checkedout books to ten. The woman in the conversation disagrees with this proposal. First, the student in the letter thinks most students check out more books than they actually need and they're unable to finish reading all the books that they borrow from the library. However, the woman considers it necessary to check out many books at a time because students have to write papers for multiple classes. Besides, the student in the letter believes that checking out so many books at a time increases the chance of lost books. The woman herself, on the other hand, has never lost any checked out book before. For these reasons, the woman in the conversation opposes the student's proposal.

2. A student has proposed that no more than 10 books can be check out at a time from the school library. This is because students can't handle more than 10 books at a time, and that the fewer books are checked out, the fewer get lost. In the conversation, the girl expresses disagreement with this proposal. She says that students have to write a lot of research papers and they write for different classes. So they need to borrow many books, at least 20, from the library at once for reference, so that they can write a high-quality paper. Moreover, she does not believe that any books in the library have been lost before, so she thinks the concern about books being lost is totally unnecessary.

3-6 【康老师，小马，J2】【学生提议】是一个人提出的意见：食堂里不应该放电视，应该是朋友真正对话的时间。

【学生一件】男生反对。理由：要安静有安静的地方，读书有图书馆，而且大学里的都已经是成年人了，很成熟这些问题可以自己解决，不该是学校的问题。

Reading: In the letter the student suggests the school to remove the big-screenTV in the cafeteria because it is too noisy. Some students usually study there.And also students usually discuss with each other there. But now nobody discuss questions

there. Listening: The man disagrees with the suggestion in the letter for two reasons. First, the TV is for students to relax. If students want to study, they should go to library. Second, students are big enough to make decision for themselves and no need discuss with others.

A student has suggested that the school dining hall should stop playing television programs, because they create high levels of noise. This annoys students who want to have a quiet environment or who want to have undistracted personal conversations with one another. In the conversation, however, the man disagrees with this proposal for two reasons. First, he says that if students want to find somewhere quiet on campus, there are plenty of places to go like the library. Second, college students are all adults. They should be mature enough to solve the problems by themselves instead of asking the school for help.

3-7 【小马，康老师机经包 3-11，J2 3-7】阅读，学校希望更多学生购买报纸，两种方法提高读者数量，降价和送货上门。听力，女学生不同意，1 价格已经很便宜了 50 分，价格没什么影响。2 没有那么多工作人员，没有人力和车。

1. The school is trying to increase the sales of newspapers on campus by introducing two measures. It plans to reduce the price of newspaper, and to deliver the newspaper directly to students' dormitories. In the conversation, however, the girl disagrees with each measure. First, she says that the current price of newspaper is already very low, at only 50 cents a copy. To make it cheaper will not make so much difference. Second, she says that delivering the newspapers to students' dorms is not practical, because there are not enough manpower or vehicles to do the job.

2. The university is planning to reduce the price of the campus paper in order to grow its audience but the woman in the conversation dislikes this new policy. First, the university believes that price reduction on newspapers will encourage more students to buy it.

However, according to the woman, currently the paper is being sold at fifty cents each, which is already cheap. Further price reduction is unlikely to attract more people to buy the paper because if students really want to catch up with what's going on campus, saving just a few cents shouldn't make a difference to them. In addition, the university is going to offer delivery service for the campus paper but the woman in the conversation also opposes this idea. She thinks that the university will have to pay for the extra expenses incurred by hiring delivery people and car rentals. Besides, some of the satellite campuses might not be able to receive their newspaper on time. For these reasons, the woman in the conversation disagrees with the university's new plan.

3-8 【小马，康老师 3-15,J2 3-1】121110CN 【学校通知】：大学计划让已担任过宿舍指导员 old residence advisers 的学生培训新加入的学生当的宿舍指导员。好处 1、old resident advisers 有丰富经验。好处 2、以前，都是 university house staff 来培训学生当宿舍指导员。这个项目实施以后，university house staff 可以腾出更多精力时间做其他事情。让已担任过宿舍指导员的学生培训新加入的学生当的宿舍指导员，可为 house staff 省下很多时间。【学生态度】：女生赞成。理由 1、老的宿舍指导员可以把经验介绍给新的宿舍指导员。这些经验有助于解决 roommates 间的 conflicts。女生说她本人就当过宿舍指导员，自称经验丰富，可以教授很多知识。理由 2、

university housing staff 都很忙，因为学校最近在分配 dormitories。可以有更多 energy 做别的事物。The university is planning to have experienced resident advisors train new advisors on campus and the woman in the conversation agrees with the new policy. First, according to the university, this new policy will allow new resident advisors to learn directly from experienced ones, which will help them adapt to their job quickly. The woman in the conversation likes this idea because she used to be a resident advisor as well as she believes that her own work experience will help new advisors resolve

conflicts among roommates in the dorm. In addition, in the past, the training used to be carried out by the housing staffs. The university thinks that this new arrangement will free up other housing staffs' time so they can take care of other housing issues. The woman in the conversation also supports this because during the move-in season, housing staff are always busy and don't have time to train new resident advisors. For these reasons, the woman is in favor of the university's new plan.

3-9 【康老师 3-18, J2 3-4】120526CN【学校通知】: 大学计划在暑假把 theater 租给附近的 local 话剧团 group 用。好处 1、让暑假在学校的学生不 boring, 有表演看。好处 2、可以赚钱【学生态度】: 男生支持。理由 1、夏季

课程无聊的时候有事干。男生举了个自己上个暑假在学校的例子理由 2、赚的钱可以用来 change the theatre better, 比如学校可以把 old, wear out chairs 换成新的、舒服的 chairs。The university is going to rent out the campus theater to local performers during the summer break and the man in the conversation agrees with this new policy. First, according to the university, barely anyone uses the campus theater during summer, local performers will have the opportunity to perform in public at the theater and entertain students who are taking the summer course. The man in the conversation finds it a great idea because he remembers being bored when taking the summer course on campus. With this new policy, summer students will be able to go to these shows and relax themselves. In addition, the university would like to use the extra income to renovate and upgrade the facilities in the theater. The man in the conversation also supports this. For example, a lot of chairs in the theater are broken and really need to be fixed. Renovating the theater with this extra money will provide students with a better venue to enjoy these performances. Therefore, the man in the conversation is in favor of the new plan.

3-10 【小马, 康老师 3-14, J2 3-5】阅读内容:学校要展开环境保护项目,提高学生的环保意识,现在的环境专业在读学生才能参加。听力:男学生不同意。1:现在大部分学生的环保意识已经非常强烈,出门都会关灯,不存在告示里说的环保意识薄弱的现象,学校的样本数据太小。2:项目应该向全体学生成员开放特别是项目还要提供相关方面的培训。

1: The reading says that the school will launch an environmental protection program in order to raise the awareness of environmental protection among students. But this program will only admit students who major in environmental studies. In the conversation, the male student disagrees with what the reading says. First, he disagrees that students lack environmental awareness. According to the boy, most students turn off the lights when they leave their rooms. This shows that they are environmentally conscious students. Second, he says that this program should be open to all students regardless of their majors, and for those who do not have the professional knowledge, the school should provide the necessary training.

2: The university is going to create a new program environmental protection but the man in the conversation disagrees with this new policy. First, according to the university, this program will encourage students to become more environmentally friendly on campus such as turning off the lights whenever they can and so on. However, the man in the conversation argues that most students on campus are already very aware of environmental protection, which makes the new program unnecessary. He believes that the university is judging the entire student body based on the poor behavior of a small group of people. In addition, the university will only allow students who major in environmental science to participate in the training program. The man in the conversation, on the other hand, thinks that the program should be open to all students despite their background because there are many students who are environmentally conscious and not necessarily environmental science majors. For these reasons, the man disagrees with the new plan.

3-11 【康老师 3-16, J2 3-2】阅读: 一封信, 提议对 computer lab 实行 sign-in system, 因为他没计算机, 每次去

都要排长队, 而且那儿不清净。听力: 女生觉得不管用。(1)虽然有时候需要排队, 但 sign-in system will limited the study and make it inconvenient for students who want to use it, 写作业写到一半登记的时间到了还要 sign-out 再



sign-in 很 annoying ; (2)还是会有 noise, 比如一个学生来晚了, 在他后面的人已经来了, 两个人就会为此争执, 产生 noise。

A student has written a letter proposing that the university computer lab should require all the students to sign in before they use the computers there, but the woman in the conversation disagrees with this proposal. First, the student in the letter says that if users are required to sign in and sign out every time when they use the computer at the lab, other students who would like to use the computer can save a lot of time from waiting in line. However, the woman says that the proposed sign in system would limit the time that a student can use the computer and it'd be really inconvenient if they can't finish their assignment within one session. Second, the student in the letter argues that fewer people waiting in line, the computer lab can become a quieter place. The woman, on the other hand, believes there will still be noises at the lab such as students arguing about their appointments when the first student on the sign-up sheet is late. Therefore, the woman opposes the student's proposal.

3-12 【康老师 3-17, J2 3-3】【学校通知】: 化学专业 top student 应该拿奖学金:

1. 可以让学生们更好学习;
2. 对学院获得的钱可以很好利用。【学生态度】: The man holds a negative idea.
1. 系里已经给优秀生 certificate 了, enough 了;
2. 可以花那笔资金完善设备, 造福所有 chemistry students。

1: The school announcement says that scholarships will be awarded to top students of the school's chemistry major, in addition to the certificates that are currently being given. This policy will encourage chemistry students to study harder and will ensure better allocation of the school's fund, including the recent \$100,000 donation from a corporation. However, in the conversation, the boy holds a negative attitude towards this policy. First, he says that the school of chemistry is already awarding certificates to its outstanding students, which is motivating enough, because this certificate is highly valued by prospective employers. Second, he explains that there are better channels to use the school's fund, such as improving the school's old equipment and facilities in the laboratory. This will benefit all students at the school instead of only a selected few.

2: The chemistry department is going to provide scholarships for the best students in the program but the man in the conversation disagrees with this new policy. First, according to the announcement, students will be motivated to work harder by these scholarships. However, the man in the conversation argues that students should not study hard for the sake of money; they need to work hard in order to get their degree so they can have a bright future in their career or further academic pursuits. In addition, the chemistry department says that it has received a donation of a million dollars from a local corporation, which will be used as a source of these scholarships. The man in the conversation, on the other hand, believes that the money should be used to upgrade the facilities in the laboratories so that everyone in the department can benefit from this donation rather than just the top students. For these reasons, the man in the conversation disapproves of the university's new funding arrangement.

3-13 【康老师, 小马, J2】

【个人倡议】: 一学生给校报写倡议书建议学校把宿舍的 lounge 的一间改成 study room。理由 1、这样大家可以去学习。理由 2、在 study room 里配上电脑。

【学生态度】：男生赞成。理由 1、每次大家在 lounge 里看电视什么的都很吵，而且宿舍也吵，比如室友一天到晚打电话听音乐。而且他们没有地方学习。理由 2、如果有电脑就方便多了。不是每个人都有电脑的，有时候大家必须去图书馆用电脑。可是有时太晚了图书馆都关门了。

A student has written a letter proposing that the university transform the lounge in the dorm into a study room and the man in the conversation agrees with this proposal. First, according to the student in the letter, the new study room will provide a space for students to read when they're in the dorm and the man in the conversation likes this idea. For instance, the noise of the TV in the lounge or the disturbances coming from their roommates talking on the phone makes it very difficult for students to study in the dorm. The study room this is exactly what students in the dorm need. In addition, the student in the letter suggests that the university should install a computer in the study room. The man in the conversation also finds this useful because now students who do not have a computer will no longer have to go to the library to use the computer or will be able to use the computer when the library's closed at night. Therefore, the man supports the new proposal.

3-14 【康老师，J2】 121013CN 111029NA 【学校通知】学校为了帮主学生解决电脑问题，准备雇用一些 paid student technician。这些 technician 要住在宿舍，为了给大家提供 24 小时的服务。作为回报，住宿的费用减低一半。【学生意见】 Conversation：女的觉得这是个好主意，第一点. 她有一次做作业做到很晚，电脑 freeze 了，修不好，她只能抱着一大堆书去图书馆用电脑。但是第二天她一个朋友说这是个很简单的问题，一下子就解决了，如果有 student technician 能帮她解决这个问题，就太好了。第二点，降低一半的住宿费很不错，因为住宿费太贵了，她也想去竞选这个职位。

3-15 【康老师，J2】 131116NA 【学生提议】一女生提议天气好的时候在户外上课。【学生意见】男生不同意，因为 1. distraction. Eg, when a friend goes by you will want to wave, birds singsing etc. 2) the location is not good, because not enough benches to hold the whole class, some people will have to sit on the ground, which is not good because it's hard to take notes

A student has proposed that the school allow its students to have classes outside the classroom when the weather is fine. However, in the conversation, the man does not agree with this proposal and gives two reasons. First, the man thinks that there are too many distractions outside, like a friend who goes by and waves at you, or even birds flying around and singing. This means it's difficult for students to concentrate. Second, he says that when students have classes outside, there will not be enough benches for everyone. Many students will have to sit on the ground. It's hard for them to take notes.

以下 2 道重要性相对低一点

3-16 【竹子】【个人倡议】：health center 的问题，文章说病人看病通常要等很久，而且即使等上了，也是一下就检查完了，因为医生已经 overworked 了，所以提出两条建议：1、增加医生 2、要求医生周末也上班。【学生态度】：男的反对说，health center 太小了，增加医生会使 space 显得更小，不方便。另外，周末在学校的学生本来就少，大家都回家去 happy,而且也不一定会生病，没必要要求医生上班。A student has written a letter to the health center complaining that patience needs to wait for an inordinately long time to be served and offering two suggestions to the problem. The man in the conversation disagrees with it. First, the student suggests that more doctors be recruited by the school health center. However, according to the man in the conversation, the space in the school health center is very limited. Recruiting more doctors can make the room even more crowded, which will cause a lot of inconvenience. Second, the student proposes that the doctors be required to work on weekends. But the man believes it is unnecessary since most students will go back home and very few students will stay in the school.

Task4

4-1 【小马，康老师 4-11，J2 4-6】【名词解释】natural consequence 阅读讲的小孩做错事，大人口语不用惩罚，由着做错事的结果来惩罚孩子。【讲座举例】教授给了个例子，教授 5 岁的女儿经常把玩具放在后院，平常教授都帮女儿收拾。一天女儿还是把玩具放在后院，教授没有帮收拾，那天晚上下雨，把她的玩具损坏了，女儿在这件事后认识到自己的错，以后再也不帮玩具放后院了。

1. The reading passage introduces a term called natural consequence. It means when young kids do something wrong, adults need not punish them because the natural consequence of their behavior will serve as a punishment, and children will learn better from such consequence. The professor then gives an example. He has a 5-year-old daughter who often leaves her toys in the backyard of the house. Although the professor warns her many times not to leave the toys there, she did not listen. One day, the daughter left the toys at the backyard again. This time the professor didn't help her clean up even though it was raining that night. The next day the daughter saw her toys ruined in the rain, and she realized that she was wrong and did not leave her toys in the backyard any more. 2. "Natural consequences" refer to the outcomes that happen as a result of an undisciplined behavior usually in children.

The professor in the lecture uses his personal example to show how natural consequences are able to condition a child's behavior without any interference from a teacher or parent. The professor's five-year-old daughter had a bad habit of leaving her toys in the backyard after playing with them there. The professor had tried to discipline his daughter verbally many times but he always ended up putting away the toys himself. One day, the professor decided not to put away the toys for his daughter and left the toys in the backyard. It rained that night and all the stuffed toys were covered in mud, which made his daughter really sad. After this incident, his daughter realized that it was her own fault not to put away the toys after playing with them in the backyard and learned that she should never leave the toys there again.

4-2 【小马，康老师机经包 4-1，J2 4-13】阅读：生态学中的 cyclic population change，说在一个生态系统（ecosystem）中，生物之间的数量（population）是互相影响的，捕食者（predator）和被捕食者（prey）的数量有一个均衡点。听力：教授举了一个例子来说明。讲一种 mice 和它的 predator（可能是某种 wolf）之间互相影响。分三个阶段：

- (1) prey(mice)多，predator 食物充足，population 增加；
- (2) prey 少了，predator 食物减少了，population 减少；
- (3) predator 少了，prey 又开始多起来了，如此迴圈，population 平衡。教授说实际上第三阶段就是第一阶段，因为是 cyclic，不断重复这三个阶段。问题：结合对话和阅读材料说说 population cycle change 的定义和例子。

1. The reading passage introduces a term called cyclic population change. It means that in an ecosystem, the changes in the population of different species always occur in a cycle

towards a point where the number of predators and that of preys are balanced. The lecturer gives the example of mice and their predator, a kind of wolf. Their respective numbers change in cyclic patterns consisting of three stages. In the first stage, because there are abundant mice, the wolf's population grows continuously. But in the second stage, because the mice face too many predators, their numbers decline, and in turn, because of fewer mice to prey on, the wolf's numbers also decline. In the third stage, because of fewer predators, the mice's population increases again, completing the threestage cycle, and starting a new cycle.

2. The term “cyclic population change” refers to the phenomena that the population of the prey and of the predator affects each other. The professor explains this term by using the example of wolves and mice. The wolves prey on mice, and the population sizes of them will experience three phases. In the first stage, when there is a large number of mice, the wolves have plenty amount of food sources, so the population of wolves tends to increase. In the second phase, the number of mice decreases due to the wolves, hunting, and the population of wolves is also inclined to decrease because wolves now have much less food resources. After the dynamics of the first two stages the population of mice and wolves will reach a final stage where equilibrium is reached. In this final stage, the pollution of the mice and that of wolves will be both quite stable.

3. The term —cyclic population changel explains how the numbers of predators and prey rise and fall in an ecosystem as their survival is highly related to each other and the process continues in acyclic pattern. In the professor's example, deer mice are one of the main food sources of coyotes. In the first stage of the population cycle, there are plenty of mice, which means there's also plenty of food for coyotes. This then increases the coyote population. However, as there"s a growing number of predators of mice, the number of mice starts to fall, which is the second stage of the cycle. Finally, the number of predators falls because they don"t find enough food to eat, which again leads to an increase of the mice population. This third stage returns to the first stage of the cycle, and the population of the predators and prey can remain balanced rather than grow indefinitely or vanish.

4-3 【小马，康老师机经包 4-2，J2 4-14】 名词解释：interest boosting：教学中常用的一种技巧（technique），就是教学的时候，要把教授的知识和学生现有兴趣联系起来(connected with what the students are interested in)，学生就能学的更有效率。教授举例：他老婆是学校里的老师，教化学的。有一次要讲 Marie Curie.但开始学生们都不感兴趣也不能集中精力，后来他老婆找到一个关于居里夫人的电影，说了一些她的发明和故事，而且电影里还有演员是很 popular 学生很喜欢的。所以很多对电影感兴趣的同学也就开始对居里夫人感兴趣，注意力很容易就集中了。问题：用教授的例子解释什么是 interest boosting

1. Interest boosting is a technique widely used in teaching. It works by associating what students are learning with students" own interest, so that students will have higher learning efficiency. The professor then gives an example to illustrate this term. The professor"s wife was a chemistry teacher at a middle school. One day, her wife was introducing Marie Curie in her class, but her students did not show much interest and

were not paying attention. To boost their interest, her wife showed the students an interesting movie about Marie Curie. All the actors and actresses in the movie were very popular among students. Very quickly, the students began to show interest in Marie Curie as a female scientist, and they listened very attentively in class.

2. The reading passage talks about the interest boosting. In class, teachers can boost students" interest by combining the students" interests to the boring knowledge. In the listening, the professor uses an example of her wife to illustrate the term. Her wife is a high school teacher. When she taught chemistry class, she tried to introduce the life of Marie Curie to class. However, most students were not interested in her life. She thought out another solution. She used a movie which is related to the subject on the class. The movie talks about the invention of Marie Curie and she thought the students love the main character of the movie. Also, there are some popular actors. As a result, students liked the movie and they really paid more attention to the class.

3. The term —interest boostingl refers to teaching strategy that makes a connection between a regular academic material and other related materials that interest students. The professor uses the example of his wife was teaching high school students to show how interest boosting can help students learn more effectively. When the professor' wife was teaching things about Madam Curie, like history and the significance of her scientific work, her students didn"t seem to care and showed very little interest in the subject. Later, his wife found a movie about Madam Curie that talked about her discoveries and stories. She decided to play this movie to her students to boost their interest since most students are interested in movies.

As a result, many students became intrigued by the movie in class and started to show interest about Madame Curie and her scientific breakthrough. These students not only paid more attention in class and became more engaged in the subject.

4-4 【小马，康老师机经包 4-4，J2 4-12】 Behavior chaining，就是说有时候教小孩子一件事，就把这件事情拆开来一步一步教。教授的 lecture 很简单，就一个例子，教他 3 岁的女儿 wash hands，不要认为，这就是 one action，要分开教，5 步，turn on the water, wet the hands, put on soap, wash hands, turn off water. 每天教一步，渐渐的小孩子自己就把这几步连起来了，过几天就能自己洗手了。

1. The reading passage introduces a term called behavior chaining, which means breaking down the procedures of doing something into a chain of small steps, so that it is easier to learn to do this thing. The professor uses his own daughter as an example. He tried to teach her 3-year-old daughter to wash her hands. Instead of teaching it as one action, the professor broke the procedures of washing hands into 5 simple steps, beginning with turning on the water, then wetting the hands, putting on soap, washing hands, and finally turning off the water. Each day, he taught her daughter one step only, and another step the next day. Gradually, her daughter could perform all five steps continuously, washing her hands independently without any instructions.

2. The term "behavior chaining", refers to the educational method that decomposes the

complex activity into several single steps to make it easier when teaching the child how to accomplish a certain task. When the professor once taught his daughter how to wash hands, he broke down this action into five simple steps: that is, turn on the water, wet the hands, put some soap, rinse hands and finally turn off the water. The professor taught his daughter how to decompose the action and got her familiar with each step before he started to teach her the next step. In the end, his daughter put all the steps together and learnt how to wash hands.

3. The term —behavior chaining' refers to an instructional procedure that reinforces a sequence of individual responses to form a more complex behavior in children. In the professor's example, the professor was trying to teach his three-year-old daughter how to wash her hands. However, he couldn't simply tell his daughter to wash her hands as if it was one simple action. There were actually multiple steps involved to complete this task and the professor had to teach her step by step. On the first day, the professor taught his daughter to turn on the faucet. On the second day, he taught her to wet her hands. In the days after, he continued to teach her to soap her hands, rinse off the soap, and lastly turn off the faucet. Through teaching his daughter every step involved in hand-washing, the professor was able to help his daughter complete a sequence of actions and engage in a more difficult behavior.

4-5 【小马，康老师机经包 4-7，J2 4-115】 阅读：关于 Commensal Feeding。在 Commensal Feeding 中，两种生物，有且只有一个会获利，使得它能更方便地得到食物，而另一个虽然不会获利，却也不会受到太大生活干扰。

听力：比如一种鸟，Cattle egret，吃昆虫，跟在牛后面。牛吃草的时候把土地掀翻，昆虫露了出来，更容易吃了。

1. The reading passage defines a term called "commensal feeding", which refers to a relationship between two species based on a feeding opportunity. In such a relationship, one species benefits from the feeding opportunity while the other species is not affected by it. The lecture gives an example of a kind of bird and cattle which together form a commensal feeding relationship. These birds live near cattle because when the cattle graze, their movements stir up insects in the grass. By following the cattle, the birds can have their insects to feed on and the cattle are unaffected.

2. The term „commensal feeding“ refers to a feeding arrangement between two animals in which only one of the two forage more easily while the other animal’s feeding pattern isn’t affected in any positive or negative way. The professor uses the example of cattle egrets to illustrate how commensal feeding can increase some animals’ change of survival without hurting the other. Cattle egrets have been known have commensal relationship with livestock, such as cattle. These egrets follow cattle and forage in the fields among them. As cattle graze on the field, various insects are moved up to the surface of the field. Once the insects are brought up to the surface with cattle’s grazing, the egrets following the cattle would catch and feed on these insects. In this case, only the egrets benefit because cattle help them find their food while cattle themselves remain unaffected by this feeding arrangement.

4-6 【康老师 4-8, 小马, J2 4-10】【名词解释】刺激区辨 (stimulus discrimination)。有一些动物会通过 sound, movement 等等来作为 stimulus, 另外的动物会接受这些信息, 但是有很多动物都要传递信息, 他们怎么分辨是自己人在发出信息。动物们依靠听辨不同的声音, 来判断危险和安全。【教授举例】lecture 里, 教授以海豹的主要 predator 即海獭为例, 说并不是所有的海獭都吃海豹。只有一个物种吃海豹, 其他的对海豹无害。而这种吃海豹的海獭发出的 sound 是单一的, over and over again. 而其他的发出的则 more complex, like music. 所以海豹可以通过区别这个声音来判断是不是它们的 predator。如果是的话就赶快 run away, 如果不是就不会 escape, 因为会消耗能量。The term “stimulus discrimination” refers to an instinctive response in animals to determine the risk level of a certain situation based on their perception of different auditory stimuli. The professor uses the example of seals to illustrate how stimulus discrimination helps seals escape from danger. Transient orcas are known to prey on seals or other sea mammals while resident orcas eat only fish. As a result, seals have developed acoustic sensitivity to identify the vocalizations produced by these two different whales. A resident orca produces a lot of noise to navigate itself and find fish. A seal can identify the complex sound of a resident orca and usually does nothing when a resident orca approaches because the seal knows that it’s harmless. However, a transient orca is more silent and uses only a single click (or a cryptic click) rather than a long train of clicks when foraging. Seals escape quickly upon hearing single clicks made by transient orcas.

4-7 【小马, J2, 康老师】

Reading: Echolocation: detect objects or position through the reflection of sound. 许多动物看不到, 但是可以躲避障碍物, 捕捉食物。

Listening: the professor use bat as an example. First, it can detect location through echolocation to avoid crash on a tree. Second, it can detect the mouse to prey it. 教授以蝙蝠举例, 蝙蝠吃老鼠, 老鼠只有在晚上出来活动, 但是蝙蝠依然捕捉得到。因为它靠发射回来的回音, 辨别障碍物, 比如树。而且它可以分辨障碍物是树还是老鼠。

The reading passage defines a term called echolocation. For many animals that do not have good vision, echolocation helps them to avoid obstacles and to locate and catch their prey. The lecture then uses the bat as an example to further explain how echolocation works. The bat preys on rats, which only come out at night. However, even in total darkness at night, the bat can still detect and catch the rats. This is because the bat emits calls out to its surrounding environment. And by listening to the echoes of these calls that bounce back from an object, the bat is able to identify whether this object is an obstacle, such as a tree, or a prey such as a rat.

4-8 【康老师, J2】【名词解释】attribution error。就是说在判断某人的行为的时候, 人们倾向于把该事件归结于个人的 personality, 而没有考虑到外界的客观情况。【教授举例】教授说他曾经参加一个会, 迟到了, 会议中他向 chief 提了个关于 new course 的问题, chief 很生气因为在会议开始时他说过这次会不讨论这个问题, 他认为教授是故意忽略他的 announcement, 但教授其实是迟到了没听见

The reading passage introduces a term called attribution error. It means when people judge a certain behavior, they tend to attribute this behavior to someone's personality rather than to external factors. The lecture then gives an example. The professor once attended a meeting. During this meeting he asked a question to the chief of the meeting about a new course. The chief was quite mad at this question being raised because he particularly announced at the beginning of the meeting that this topic would not be discussed. So he thought the professor was intentionally ignoring his announcement. In fact, however, it was only because the professor was late for the meeting and missed that announcement. It had nothing to do with his intention or attitude.

4-9 【小马，康老师 4-13，J2 4-2】121110CN 【名词解释】: (task partitioning (动物分工) 动物通过合作完成工作 【教授举例】: 教授举了一个关于 leaf-cutter ants (切叶蚁) 的例子。切叶蚁分 3 groups 完成对树叶的处理工作: The first group of ants 负责上树 cut 树叶, 让叶子 fall down to the bottom of the tree. The second group of ants 负责 collect the leaves and cut them into smaller pieces. The third group of ants 负责把切好的树叶 take to nest. The term „tasking partitioning“ refers to a behavior in insects that each caste within a colony carries out a specific job in order to increase the efficiency of the entire group. The professor in the lecture uses the example of leaf-cutter ants to explain how task-partitioning helps these ants acquire food using the minimum amount of time and energy. Typically leaf-cutter ants are divided into three castes within a colony. The first caste of ants climbs up the tree to cut leaves. The second caste of ants waits on the ground for the leaves cut down by the first caste and they cut these fallen leaves into small pieces which can be easily carried. Then the third caste of anta is responsible for carrying the small pieces of leaves back to their nest. Under ask-partitioning, each caste of ants works independently and the majority of them don't have to tire themselves out climbing up the tree.

4-10 【康老师 4-14，J2 4-1】120224CN 20111202CN 【名词解释】: internal attribution (内向归因): 人们在事情做不好的时候, 可能有两方面影响: 1、消极影响: 人们认为是自己原因导致的, 可能造成负面后果。2、积极影响: 觉得自己做不好事情, 也可能正面, 可以激励自己努力改进。【教授举例】: 教授举例了他自己的例子: 在他 teenage 时, 他曾经 got a job in a newspaper office 里工作 internship, 整理 organizer 文档之类的。第一周做的很烂什么都不会 but he always gets troubles, 教授觉得对不起老板。他责怪自己不擅长文档方面的整理 He

The term “internal attribution” refers to the act of looking inwards in oneself for the causes of a certain situation and the process can create both positive and negative effects. The professor uses his experience as an example to show how internal attribution upsets but improves us at the same time. When the professor was an intern at a newspaper agency, he wasn't able to file or organize the documents very well. Then he thought he wasn't good at this type of work, in other words, he attributed the bad outcome internally to himself in stead of blaming other external factors such as his supervisor or coworkers. Internal attribution made him feel bad about himself but also motivated him to do better. He realized that there was still room for improvement and eventually, he found himself doing a great job organizing and filing the documents.

4-11 【康老师 4-16，J2 4-4】120526CN 【名词解释】: self purification (自净能力): 水体中微生物氧化分解有机污染物而使水体净化的作用。【教授举例】: 教授举了一个例子: 在北美的一个 forest, 很多树木到了秋天 fall, 会掉树叶到 stream。树叶可能是 directly fall, or blown by the wind to the stream.。stream 带走了 forest 里的 leaves。如果树叶掉多了 accumulate 就可能会 block stream, 影响水域里动物的生存环境。但实际上这一般不会发生, 因为 stream 里很多微生物 bacteria 会把掉下来的树叶分解成 simple substance, 然后吃掉。往往在树叶 block the stream 之前就被它们分解掉了。The term “self-purification” refers to the ability of an aquatic environment to remove pollutants from itself and restore its ecological balance. The professor uses the example of an ecosystem of a stream to explain how self-purification helps the ecosystem sustain itself. A stream is typically lined with trees along the banks and a large amount of autumn leaves would fall into the stream. These piles of autumn leaves entering the stream are nutrition-

poor and cannot provide much value to the organisms living in the water. Besides, the fallen leaves also block the water from flowing downwards. However, since the stream is capable of self-purification, the leaves entering the stream are in fact fragmented and decomposed by micro organisms such as bacteria in the stream. The leaves then become tiny particles of organic matter which serve as food resources for organisms in the stream so they don't pollute the environment.

4-12 【康老师 4-15,J2 4-3】【名词解释】: emotion display (情绪表达规则): It means the expression of emotion depends on the society in which we are live in. 【教授举例】: The professor uses an example of his 4-year-old daughter. She had a birthday party. Prior to the party, parents told her that she should hide her negative emotion when she did not like the gift received. Her grandmother gave her cute clothes as a gift. But the girl did not like it and felt disappointed. Before her negative emotion became too obvious, her mother said the clothes were very cute. The girl suddenly realized that she should say thank you to grandmother and she did that.

1: The reading passage introduces a termed called emotion display, which means that as social human beings, our expression of emotions often depend on the social circumstances we are in. In the lecture, the professor uses the example of his 4-year-old daughter when she was having a birthday party. Prior to the party, the girl was told by her parents that she should hide her negative emotion even if she did not like the gift that she received. On the day of the party, the girl's grandmother gave the girl some clothes as a gift. But the girl did not like it and felt disappointed. Just as she was about to show her negative emotion, her mother came over, saying that the clothes were very cute. This made the girl suddenly realize what her parents had told her before, and she quickly changed her attitude and said thank you to her grandmother instead.

2: The term "display rules" refers to an informal norm in a society about how one should express their emotions at a certain occasion. The professor uses the example of his daughter to illustrate how display rules condition the way we behave in order to fit in the society. The professor's daughter had always been fond of toy dolls and she expected to receive toy dolls from others at her birthday party. She would feel very disappointed if she didn't get any toy gifts. The professor and his wife taught her to show appreciation whatever gifts she received. Later, her grandma showed up and brought a gift box with clothes in it, which would surely disappoint the professor's daughter. However, the professor's wife said "thankyou" to grandma before her daughter expressed her disappointment Then the little girl also said "thankyou" and gave a hug to her grandma according to the display rules.

4-13 【康老师, 小马, J2】【名词解释】: latent demand (潜在需求): 现在不存在, 但可以被商家 identify 出来, 从而有针对性的生产商品来满足潜在客户的需求。一旦有产品了, 会很成功, 因为这时候没有竞争对手。【教授举例】: 在最开始的时候, 人们在家里用 large stereo 来听音乐。后来, 出现了小的 stereo。人们就把便携式的 stereo 带到户外听音乐。有商家 sensed 到了这个 latent demand, 想如果大家可以在 public 场合听音乐, 但不是这种 out loud 的, 而是可以 privately 地听, 别人听不到的那种, 不是很好吗? 于是他们制造了很小的 stereo, 而且有耳机, 所以别人听不到, 只有自己听到。果然产品一出来就热卖, 商家赚翻了, 因为还没有竞争对手。

The term latent demand" refers to a hidden desire in consumers which cannot be satisfied due to the lack of information about the product's availability. The professor uses the example of a stereo manufacturer to explain how marketers can profit significantly from identifying the latent demand in consumers. First, most stereo equipment used to be large and then smaller, portable speakers were produced so people could carry them and listen to music in public. However, a lot of consumers were secretly hoping for even smaller audio equipment which they could carry around and listen to music without being heard by others. Soon, some manufacturer became aware of this hidden desire among the users and designed tiny earplugs so that people could walk around listening to their music without being heard. As a result of identifying this latent demand among consumers, the manufacturer earned huge profits from selling these earplugs.

4-14 【康老师, J2】: 【名词解释】讲 compromise effect. 多种价格和 quality 的产品, 消费者通常喜欢选择中间那个。【讲座举例】例子是一个厨房用品生产厂家, 之前有一个 cheap coffee maker, 一个 average everyday coffee



maker, 为了提高销量, 又提供了一种高级 fancy coffee maker。这个上市以后中等价格那个 coffee maker 的销量就上去了。

The reading passage defines a term called “compromise effect”. Compromise effect occurs when there is an option which acts as a compromise between two choices. As a result, consumers often take this compromising option. For example, a coffee machine company used to sell only two types of coffee makers, a low-end cheap coffee maker, and an everyday coffee maker with an average price. Then the company started selling a third type, a fancy high quality coffee maker, which is very expensive. After the introduction of this third type, it turns out that the sales of the average coffee maker, the one in between the cheap and the expensive type, started to rise considerably.

4-15 【康老师, J2】【名词解释】 contrast effect 大概意思就是说, 人们在看一件东西的时候, 往往会拿它和另外一个类似的东西比较, 而不是基于这个东西本身的价值。在人评价人的时候, 往往会拿一个认识的人和他比较。【教授举例】教授举了自己的例子, 自己年轻的时候去找房子, 一开始看了很多烂房子 small and crap, 很受不了。突然看到了一个还可以的 bigger and seems nicer。就定下来了。因为和前面的房子比较。但是等他搬进去, 发现还是太小, 他的家具什么的都放不下, 而且现在看起来也没有那么 nice。他还是应该更耐心一点去找更多的。以下 4 道考的概率相对小一点

4-16 【小马 4-8】: 【名词解释】: place marketing, 一个地方利用当地特色来吸引游客。【讲座举例】: 例子是一个临海的 town 不仅有美丽的海滩, 还有一个特点是可以骑单车, 所以这个 town 就用这个特点吸引一些喜欢运动的游客, 主打运动项目牌。集中宣传来这个 town 不仅可以欣赏美丽的海滩, 还能打排球, 骑单车, 参加各种运动项目。这么做的结果就是吸引了很多 active 的年轻人, town 里的旅馆, 饭店都蓬勃发展了。最后自然这个 town 的经济也发展了。

Place marketing is a marketing strategy to promote the most unique features of a place in order to attract tourists to this place. The professor further illustrates how place marketing works. He gives the example of a seaside town, which has a beautiful beach and many bicycle paths around it. So the town uses these as its unique features for marketing campaigns, advertising that tourists can not only enjoy beautiful beach, but also play volleyball, do cycling and other sports activities. This appeals particularly to the interests of active young people, so the town receives a large number of young tourists, and as a result the town’s hotel and restaurant industries begin to thrive, leading to a prosperous town economy.

4-17 【竹子】【名词解释】: passive blabla (X)意思是: 有些人总认为会发生坏事 outcome is negative in the future, 所以这些人一般都会特别努力提前做好准备, 以避免最后的坏结果【教授举例】: 教授举了例子来阐明这个原理。教授有一次, 跟一个同事一起去纽约参加会议, 从机场出发每个人都托运了行李 suitcase,但是下飞机后, 门的 suitcase 丢了, 不能及时送到.他的那个同事就是那种经常想坏结果的人.他提前预料到了各种可能会发生的情况, 所以他准备了 extra clothes in his carry on bag 而且把所有重要资料都—在了 carry on bag 里了.教授自己属于不会想象坏结果的那种人, 所以他就什么都没带, 只能临时买衣服、重新打印重要资料.

The reading passage introduces a theory called “anticipation of passive outcome ?”, According to this theory, when people anticipate a negative outcome in the future, they may take precautionary measures to try to prevent this outcome. The professor further explains this term by giving an example involving his colleague and himself. One day the two of them took a flight together because they had a meeting to attend. They both had a suitcase and a carry-on bag. They checked in the suitcase and took the carry-on bag on board. However, when the plane arrived and they went to collect their suitcases, they were informed that their suitcases were lost. His colleague seemed to have anticipated this because he had put in extra clothes and all his important documents in carry-on bag, so he didn’t have to worry too much about the delay of the suitcase.

The professor, on the other hand, did not make such preparations so he had to purchase some clothes and print out some documents again.

4-18 【竹子】【名词解释】: synomone(互益素): 指的是两种动物之间释放出的 chemical signal 互惠互利. 【教授举例】: 教授以两种鱼为例: .Prople (鱼名) 释放出的 chemical signal 吸引 clownfish,而 clownfish 释放出的 chemical signal 吸引一种大鱼, 这样, 人吃了大鱼, 也保护了 clownish.

4-19 【J2 4-11】【课文要点】: 儿童在不同时期有不同程度的 imagination and critical thinking. 【教授举例】: 教授讲了两个例子。例子 1、一岁, Children seems to start the formation of imagination. For example, they might take a football as a hat, however, the professor mentions that the size, shape and many factors are similar between these two objects. So...that's easy. 因为两个物体很相似, 不需要怎么想像, 所以说这是难度很小的创造力, 例子 2、三岁时, Now they can play on a carpet and mimic the sound of car engines due to a relative higher level of comprehension of imagination. The carpet is his father's car, so, they can extend their imagination from carpet to a car. 这个创造力就比较丰富, 因为两个东西不相似。

#### Task5

5-1 【康老师, J2, 小马】学生困难: 女生所在的 RADIO CLUB 要招新, 负责招聘的同学病了, 不能去明天的 CLUB AFFAIR 了解决方案: 女生自己说出两个方案。方案 1、自己去, 但是有 group meeting, 时间冲突。方案 2、她室友愿意帮她, 但是她室友不是 RADIO club member。。问女学生有什么问题? 对这两种 solution 你更赞成哪一个? 为什么? The radio club to which the woman in the conversation belongs is recruiting new members at the club fair tomorrow but the recruiter is sick and will be absent from the club fair. The woman in the conversation can either go to the club fair herself ask her roommate to recruit for the radio club at the fair. In my opinion, it's better for the woman to the club fair herself tomorrow. First, although other members at her study group might be unhappy, I'm sure they'll understand her situation because club activities are just as important as school work for any college student. The woman can always catch up with the study group by borrowing her classmate's notes some other time. Besides, since she's a member at the radio club, she has passion and sufficient knowledge of the club so the club is more likely to recruit new members. In this case, she will have something to show on her resume, which will also benefit her when she's looking for a job in the future. For these reasons, I prefer the first solution.

5-2 【康老师机经包 5-1, J2 5-15】有个男学生 Sam 负责在学校放电影, 然后这星期他还请到了 professor 来介绍电影(在电影放映前)。但是 professor 临时家里有急事就 cancel 了这个 lecture。Sam 自己就想了两种解决办法, 一个是 reschedule, 但是怕好多学生临时没看到通知还是去了。另外一种是他自己准备材料讲, 但是就会少了 Q&A 环节, 因为他没办法回答学生问题。

1. A student, Sam, works at the university movie theatre responsible for playing movies. This week he has invited a professor to come to me theatre and give a lecture about a movie before it is shown. The problem is that the professor has just cancelled this lecture due to emergencies at home, so Sam has two solutions -to reschedule this lecture or to give the talk himself. I would advise Sam to give this talk himself on the scheduled date instead of rescheduling it, for two reasons. First, this lecture may have been advertised for a while, so a lot of students may have already arranged their time for this. If it is rescheduled to another date, a lot of the students might not be able to come. Secondly I don't think Sam needs to worry about the talk if he is to replace the professor. He has been showing films for a long time so he should be familiar with various topics related with films and popular questions the audience may ask. With a little research I think he can do the talk just fine, and even be capable of handling that Q&A section.

2. The man in the conversation is going to play a movie on campus and a professor is supposed to give a brief talk before the movie. However the professor cancelled the talk at the last minute due to a family emergency. The man can either reschedule the movie or give the talk himself. In my opinion, it's better for the man to reschedule the movie. First, rescheduling the movie allows the man to host the event according to his original plan so he'll be able to ensure that the whole event will still go smoothly. In addition, even though some students might not be able to receive the last-minute notice and still show up at the venue, as the event is held on campus rather than I

somewhere far away from school, it doesn't seem to be a big issue if students waste a trip there.

5-3 【小马，康老师机经包 5-6，J2 5-13】男生的问题，明天要去面试，但是西服丢在父母家了。有两个解决办法，一个是穿室友的，但是很大，担心不能给面试官留下好印象；或者，女生提供的方法，今天放学后抓紧时间，再买一件。男生不太愿意，因为他的钱现在都省下来想买个自行车，买了衣服就没钱买车了。

1. The boy has an important interview tomorrow but he has left his suit at his parents' place. He could either borrow his roommate's suit, or he could buy a new suit later today after he's finished his class. I would recommend the boy to wear his roommate's suit to the interview instead of purchasing a new one. The boy already has one suit. He only forgot it at his parent's place. So buying a new suit for just one interview is not that necessary. Plus the boy mentioned that he needs the money to buy a bicycle. On the other hand, I think a suit borrowed from his roommate will just do the job. It might be a bit large, but I'm sure the interviewer will not notice what he wears too much. What truly matters is the applicant's work experience and job abilities.

2. The boy in the conversation is going to attend a job interview tomorrow but he has left his suit in the parents' home. He can either borrow the suit from his roommate or buy a new one from the store. In my opinion, it is better for him to buy a new one from the store. First, as he stated, the roommate's suit is a little big and not fitting, which can ruin the interview and the career opportunity. Besides, as for the money for the bike, maybe he can have a talk with his parents and let them know his situation, in that case, I think his parents can understand and he can get the money from his parents to buy the bike. For these reasons, I prefer the second solution.

5-4 【小马，康老师机经包 5-2，J2 5-14】男生急着要完成艺术 paper,但必需要去 museum 才能完成,而 museum 明天就要关门了,只能今晚去,可是这个男生今晚又有课要上。女生给了两个建议: (1)向负责 paper 的教授请求延迟交,男生说这样教授会生气的;(2)向今晚上课的老师请假,然后去 museum,缺的内容可以回来再抄笔记,(男生从不缺课,上课的老师会体谅他)。

1. The boy's paper is due tomorrow. In order to finish this paper he has to go to the museum tonight since it will be closed tomorrow. But he has a class the same night. He has two options. He could either skip tonight's class or go to the museum, or he could ask his professor for an extension on the paper. I would recommend the boy to ask for leave from tonight's class. I think the boy can explain to tonight's teacher that he has a very urgent assignment related with his paper. I'm sure the teacher will understand him and forgive his missing the class for this only once. Also, the boy can make up for the missed lesson by borrowing other students' notes afterwards. If he asks for an extension, on the other hand, I'm afraid the professor will be angry, and the boy risks being given a low score or even no score at all.

2. The boy in the conversation has to visit the museum to find materials for the art class paper tonight since the museum will be closed tomorrow. However, he has class to attend tonight. He can either miss the class tonight or talk with professor in the art class to postpone the due date. I would suggest him talking with the professor. First, his classmates cannot put down in the notes every detail that the professor covered in class, so if he miss the class tonight and just refer to the notes,

he may miss something important. In addition, if he has a talk with the professor letting the professor know his situation, chances are that the professor will understand. Therefore, I prefer the second solution.

3. The man in the conversation has to submit a paper soon for his art class based on a trip to the museum but he hasn't had the time to visit the museum. He can either ask for an extension on this paper from his professor or visit the museum tonight and make a request of absence for the evening class. In my opinion, it is better for the man to visit the museum tonight. First, if he asks for an extension on his paper from the art professor, he will leave a bad impression on the professor and his grade will be affected as well. It's a priority for any college student to maintain their academic performance. Second, if he talks to his professor tonight about this museum trip, his professor shall be able to understand his situation and approve of his request to be absent in the class. Besides, he can always borrow someone's notes from the evening class to catch up with the class when he's back. Therefore, I prefer the second solution.

5-6 【康老师 5-8, 小马, J2 5-11】女生周末回了趟家, 把数学书落在家里了, 数学作业做不成, tomorrow 要交。男生给她两个建议: 建议 (1)找室友 Emily 借数学书。但女生说室友现在正在用那本书, 不能借她, 她只能等着室友用完以后熬夜做作业。建议 (2)女生明天开车回家取数学书, 等她把书取回来以后再做作业, 晚交一天。但女生说数学老师要求严格, 学期开始说不可以迟交作业, 迟交怕拿不了高分。

The woman in the conversation left her book at her parent's place over the weekend but she needs the book for a math assignment which is due tomorrow. She can either borrow the book from her roommate or ask for an extension from her professor on this assignment. In my opinion, it is better for the woman to borrow the book from her roommate. First, if she asks her professor to grant her an extension on this assignment, she might not be able to get a good grade on this assignment and leave a bad impression on the professor. If that's the case, all her effort such as driving back to her parents' place to pick up the book and trying to get things done quickly would be wasted. In addition, if she borrows the book from her roommate, she will be able to submit the assignment on time and her academic performance can be maintained, which should always be a priority for a college student. For these reasons, I think the woman should borrow her roommate's book for this assignment.

5-6 【小马, 康老师机经包 5-10, J2 5-10】【学生问题】学期末, 女生在一个很好的饭店订了星期四的位置让同学来聚一聚, 但是有两个同学没有办法来。【解决方案】她有两个选择: 一、还是在周四, 但是不能带这两个同学二、安排在周五但是周五很多同游要回家或者没时间, 那他们就不能在定好的那个好餐馆。

1. The girl has made a reservation at a nice restaurant on Thursday, and has invited some friends for a dinner together. But two of her friends cannot come. She has two options. She could still hold this dinner without the two friends, or she could reschedule the dinner on Friday. I think it's better for the girl to hold this dinner as scheduled on Thursday. First, among all the friends she has invited, only two cannot come. So it's not a good idea to reschedule the dinner just for these two people. If the girl is sorry about that, she can invite the two friends on a different day, separately. Also, as the girl mentioned, Friday is a time when everybody wants to go home so it's not a good time for dinner anyway.

2. The woman in the conversation has made a reservation at a nice restaurant on Thursday but two of her friends won't be able to make it to their date. She can either still go to the nice restaurant on Thursday without her friends or rearrange their gathering on Friday. In my opinion, it is better for the woman to move the date to Friday. First, if she goes to the restaurant without her friends on Thursday, she will feel bored and lonely. No matter how good the food is, the woman won't be able to have a good time. If that's the case, a meal at the restaurant wouldn't worth the time or money. On the other hand, if she moves the date to Friday, she can still catch up with her friends, even if it's a quick bite at a random restaurant. What's really important is that she gets to spend some quality time with the people she cares about. For these reasons, I think the woman should change the date of their gathering to Friday.

5-7 【小马, J2 5-6】: 【1 个问题】男生的朋友给了他一张今天晚上去演唱会的门票, 这个演唱会有他最喜欢的 band 的演出, 但是男生有一个 history paper due 明天, 所以有一个时间冲突。【2 个建议】他面临两个选择: 1. 去演唱会, 回家再写 paper, 但是要熬通宵。2. 不去演唱会, 把票给别人。(在结尾的时候男生提到这个演唱会 X 年一次, 所以很可能没有机会再次见到了)

1: The boy's friend has given him a ticket to tonight's concert, in which his favorite band was playing. But he has a history paper due tomorrow. So he could either write the paper after he came back from the concert, or he could give up the concert and give the ticket to someone else. I would recommend the boy to give up the concert. I know it's a rare opportunity for the boy to see his favorite band in a live concert, but he has a paper which is due, and if you are late in submitting a paper, you can face various bad consequences. If your professor is strict about deadlines, you run the risk of failing his course completely. So on the safe side, it's better for the boy to finish the paper tonight instead of going to the concert.

2: The man in the conversation has a ticket to a concert tonight but he has a history paper due tomorrow. He can either still go to the concert and stay up late to finish his paper or give the concert ticket to someone else. In my opinion, it's better for the man to still go to the concert. First, if he gives the concert ticket to someone else, he will have so much regret afterwards because he's been waiting for the concert for a long time. A college student should never have regret in their life and enjoy every moment as much as they can. Once he starts a career or a family in the future, he will never have another chance like this. In addition, if the man goes to the concert, he will have so much fun and relax himself from all the stress at school. It will benefit him both mentally

and physically. He might even become more productive when working on his history paper afterwards if he is in a good mood. Therefore, I prefer the first solution.

5-8 【小马, 康老师机经包 5-12, J2 5-8】man 的 roommate 要搬到 in campus, 所以他要找一个新室友。俩 solution, 一个是前室友的朋友, 人不错但是有些 messy。第二个是学校里贴 advertisement。问你支持哪个, 为啥。

1. The man's roommate is moving out, so he has to find a new roommate. He could either invite another person, his roommate's friend, to live with him, or he could post an advertisement on campus to look for a new roommate. I would suggest the man to try to find a new roommate. He could do so by creating an attractive "roommate wanted" ad. He could post the information either online or in the campus establishments. He will then receive many inquiries, and he can choose someone who is neat and tidy, trustworthy and reliable. I think it is important to attract the right candidate so the two of you can live together peacefully. So it's worth the time and effort.

2. The man in the conversation is going to live on campus and needs to look for a new roommate. He can either ask a friend of his previous roommate or post an advertisement on campus. In my opinion, it is better for the man to post an ad on campus. First, if he rooms with the friend of his former roommate, he might have regrets afterwards because he likes to keep things clean in the room while this friend is a bit messy. Things might become awkward and ugly in the future as a result of their incompatibility and he will have to spend even more time and money to move out again or to look for another roommate. In addition, if he posts an ad on campus, he can carefully pick out the most ideal roommate for himself. Once he finds the most compatible roommate, he won't have to worry about any serious conflicts between them or negotiating their living arrangements all the time. For these reasons, the man should go with the second solution.

5-9 【小马, 康老师 5-15, J2 5-2】 121110CN 【学生困难】: Tina 第二天要考试。男生要找 Tina 把一节课的笔记还给 Tina。可是已经等了 15 minutes 了, 她还没有出现。打手机也是留言信箱。男生还有别的事情, 问怎么办。

【解决方案】: 女生给他两方案: 方案 1、去去做别的事情的路上顺便去 Tina 的住所找她。但是男生不顺路; 男生说他要急着工作, 不能再等了。方案 2、把笔记放到 campus mailbox 里, 然后给 Tina 的手机留言, 告知去那里取。但男生担心 Tina 下午才能收到笔记, 来不及复习。转述男生的困难和方案, 你的建议及理由。

The man in the conversation is supposed to meet up with his friend Tina so he can return the notes to Tina but somehow Tina is already fifteen minutes later and still hasn't shown up. The man can either drop off Tina's notes at her dorm or send the notes to Tina via campus mail. In my opinion, it is better for the man to drop off the notes at Tina's dorm. First, if he sends the notes through campus mail, there might be a delay and Tina won't have enough time to review her notes before the exam. In this case, the man would be really indebted to Tina and their friendship might even be damaged because of this. In addition, if the man runs to Tina's dorm now and drops off her notes there, he shall be able to make it to his work on time. Since Tina has already done the man a favor, it's commonly courtesy to make sure Tina gets her notes back on time. For these reasons, I prefer the first solution.

5-10 【康老师 5-18, J2 5-4】 120526CN 【学生困难】: 女生今天下午去 down town 参加 city paper 的 internship, 第一天, 但是她病了 sick, caught cold. 【解决方案】: 两方案: 方案 1、吃几颗药, 带病坚持去。因为只有四个小时, 晚上可以回来再休息。方案 2、call the boss, explain the reason 请假休息, 说改天再去。boss 应该会理解。转述女的困难和方案, 你的建议及理由。

The woman in the conversation is beginning her internship at a city newspaper agency but has caught a cold. She can either ask for a day off from her supervisor or take some medicine and still go to work. In my opinion, it's better for the woman to take a sick day and rest at home. First, if the woman takes some medicine and still goes to work, she won't be in her best condition to impress anyone at work. Her medication might cause drowsiness and she could be making a lot of mistakes at work. What's worse, she might need a while to recover from the cold because she can't get enough rest. In this case, she will leave a bad impression on her supervisor and coworkers, which is even more embarrassing. Besides, if she chooses to rest at home, she will be able to recover from the cold quickly and go to work when she's energetic and healthy, which will be a good start for her internship. Therefore, I think the woman should call in sick.

5-11 【小马, 康老师 5-14, J2 5-5】 男学生要搬家需要搬家具。两个解决方案。1, 租卡车但是小卡车都没有了, 只剩下大卡车, 要花更多的钱而且没必要。2, 用朋友的车, 但是要来回跑几趟, 费事费力。

1; The man has rented a new apartment so he needs to move a lot of furniture into this new apartment. But he doesn't have a car, so he needs to rent a truck or to use a friend's car to move the furniture. If I were the boy I would prefer to rent a truck. Moving into a new home is never an easy job. You have a lot of stuff to move and you have to do it carefully to avoid any damage. So I think it's better to rent a big truck to handle the job. Although it may cost a lot, you can save time and trouble by moving all the furniture within one trip. On the other hand, if you borrow your friend's car, since it's a small car, you have to drive back and forth between the two places, which is waste of time.

2: The man in the conversation is moving his furniture to a new apartment but all the small trucks have been rented out so he's left with the large ones which are more expensive. He can either go with the larger, more expensive trucks or borrow a car from his friend. In my opinion, it is better for the man to borrow his friend's car to move the furniture. First, if he rents the larger truck to move his furniture, it would be a waste of money because the truck would be too large for all the things he needs to move. It's always better for a college student to be financially responsible. Besides, if he borrows his friend's

car, he barely has to spend any money, which is better than renting any truck at all. He might have to do multiple runs to move his things but he will be able to save a fair amount of money which can be used to purchase books or for other contingencies. For these reasons, I believe the man should borrow the car from his friend.

5-12 【康老师 5-17, J2 5-3】20120428CN Problem:男生要在课堂上表演莎士比亚的喜剧, 他朋友帮她淹了一个角色, 但是现在她生病了, 感冒。 Solutions:女生建议: explain the situation to the professor,改天演; 男生不同意, reschedule 到下周, 下周还有另一个 play 要演; 男生自己有个想法, 说朋友愿意带病演出 (女生说真是 good friend), 但男生觉得不好 (不人道) The man in the conversation is supposed to perform a play by Shakespeare with another student, Sarah, for a theater class but she has caught a cold. The man can either ask the professor to reschedule the play or ask Sarah to perform the show. In my opinion, it's better for the man to ask the professor to reschedule their performance. First, if he asks Sarah to perform even though she's sick, Sarah's cold might exacerbate after all the rehearsals and performance. In this case, the man is being really inconsiderate and other people in the class would think that he's not a team player. In addition, if the man asks the professor to reschedule their performance to next week, both of them will have more time to prepare for the play and possibly get a higher grade in this class. Sarah would have time to rest at home until she recovers and the man doesn't have to worry about being indebted to Sarah. For these reasons, I prefer the first solution.

5-13 【康老师, 小马, J2】【学生困难】:男生本来约了朋友周末去海边玩, 结果 Maiy 临时发信说希望他去帮她搬家。她必须在明天之前搬走。【解决方案】:女生给他两个方案: 方案 1、可以找其他人替他。男生说可以, 不过这个 last minute 的节骨眼上, 不一定能找到人。方案 2、取消去海边的计划。男生说也行, 可是他和朋友都计划很久了。而且, 以后天气就会变冷, 不合适去海边玩了。

The man in the conversation is planning to go to the beach with his friends but Mary needs him to help her move to a new place over the weekend. He can either find someone else to help Mary or cancel his trip to the beach with his friends. In my opinion, it is better for the man to find someone else to help Mary. First, if he cancels the trip to the beach, his friends and himself will be so disappointed because they have been planning the trip for a long time. A college student should never have regret in life and try their best to enjoy every moment with their friends. It will be very difficult to enjoy their life like this once they start their career. In addition, if the man finds someone else to help Mary, the person might be more willing to help than the man in the conversation. In this case, Mary won't feel too guilty or indebted to the man in the conversation and awkward situations can be avoided. Therefore, I prefer the first solution.

5-14 【康老师, J2】【学生问题】男生需要在寒假帮历史教授写新书, 不能回家。但他同时是篮球队员, 需要每天去 gym 锻炼。不过学校的 gym 冬天不开门。【解决方案】 1. 去 town 里面的 gym。有 one-month-membership 刚好可以 cover 整个寒假。里面有他需要的所有器材。但是 75 一个月太贵了。2. 去户外跑步。但是会很冷。 5-15 【康老师, J2】【学生问题】一个男生上课总是迟到, 因为他上学路过的一个桥被关了。【解决方案】 1.

他要么起很早, 6 点。但他不能起早, 因为他在图书馆打工, 晚上上班到很晚。 2. 要么 drop the class and take it next semester。但他不想 drop class, 因为他很喜欢现在这个老师, 下个学期就是别的老师教了。

The boy is often late for an early morning class because the bridge he used to cross to get to school has been closed. To solve the problem, he could either get up very early in the morning, or he could drop this class and take it next semester. I would recommend the boy to try to get up early. The boy mentions that he has to work late at the library so he can't get up early the next morning. But I think whenever there is a conflict between work and study, a student should always give

priority to study. So I think he should give up the job, or try to rearrange his schedule, so he can get home early. Also, the boy mentions that he likes his current teacher, so it would be a pity to drop the class this semester.

以下 2 道考的概率略低

5-16 【竹子】【学生困难】: 男生本打算这周末回家给母亲庆祝生日, 但 paper 要交,没写完. 【解决方案】  
两方案, 方案 1、不回了, 爹妈能理解.方案 2、带着 paper 回, 两不误.

5-17 【J2 5-13】20071006CN【学生问题】: 男生是校报的编辑。本来要做一个访谈, 可是受访者临时有  
其他的事不能前来。可是男生已给这个访谈预留了两页的空白。set enough blank for this expected material。  
於是, 男生很紧急。【解决方案】: 有两个方案: 方案 1、刊登知名作家写的诗。读者也许会觉得有趣。但  
问题是在校报上刊登诗有点而儿 ridiculous。方案 2、男生本来攒有一些文章, 只是还没整理过。只要经  
过整理就可以用。但是男生说来不及。

## Task6

### 6-1 【康老师机经包 6-10】

教授举了两个例子说明在沙漠中动物怎样适应 food scarcity。(1) 节约能量, 举了 kangaroo, 袋鼠有 hopping 的特  
性, 所以能够跑很远的路用很少的能量, 他就可以跑很远去寻找食物。(2) store fat, 比如蜥蜴 lizard 可以一  
次吃很多, 多餘的能量存储在尾巴里, 没有食物的时候, 他就可以把尾巴里的能量转化成 energy。In the lecture, the  
professor talks about how desert animals adapt to living in an environment with scarce food, such as the ability to use energy-  
efficient locomotion and to store energy inside of their body. In the professor's first example, kangaroos are known to live on  
a dry, infertile land with scarce sources of food and water. In order to survive in an environment like this, kangaroos have  
developed large, elastic hind legs which are capable of providing the energy required for long-distance hops with minimum  
muscular effort. Through hopping, kangaroos can travel long distances to search for food and water without consuming too  
much energy. In the second example, lizards have developed the ability to store excess energy in the form of fat in their tails  
as a result of food scarcity in a harsh environment. These fat reserves allow them to go days on end when they can't find any  
food or water.

6-2 【小马, 康老师机经包 6-6, J2 6-11】【讲课要点】:Marine animals protect themselves by producing lights.  
There are 2 ways:方式一、

sudden flash bright light: 举例:When they are under attack, deep-sea shrimps will give a short period bright light to frighten  
the attackers, and deep-sea shrimps can escape. 方式二、constant flash bright light: 例子: Since their predators always  
hunt animals by judging dark shades, hatchet fish give constant light to make themselves seem like sunshine. By doing this,  
their predators can| hardly find them.

In the lecture, the professor talks about two forms of bioluminescence in deep sea creatures to avoid predation, including  
sudden light-spewing and counter-illumination. In the professor's first example, the deep-sea shrimp is capable of spewing  
illuminating chemicals into its surrounding water from its mouth when a predator is near. By doing so, the deep-sea shrimp  
can make its predator become temporarily blind and escape from danger. In the second example, the hatchet fish has been  
observed to glow constantly. The light is generated from its stomach and the hatchet fish is able to match its light intensity  
with the sunlight penetrating the water from above, which is known as counter-illumination. Its predator, the shark, always  
tracks down its prey by identifying dark shadows under the penetrating sunlight. With the ability of counterillumination, the  
hatchet fish can avoid being seen by sharks from below.



6-3 【小马，康老师机经包 6-1，J2 6-13】心理学中的 reinforcement，分为 positive reinforcement 和 negative reinforcement 两种，即增加能够激发个人兴趣的东西和消除自己不喜欢的东西。教授具体举了两个能实现早起上班的例子。(1)positive (add the pleasure)：早起奖励自己好的 food，这样就可以让你喜欢早起这种 behavior。

(2)negative (remove the unpleasant behavior)，不喜欢早上 shower，那么可以改在晚上，这样人也就不会那么讨厌早起了。

1. The lecture talks about reinforcement in psychology. There are two types of reinforcement, namely positive reinforcement and negative reinforcement. Both types of reinforcement motivate a person to engage in a particular behavior but they work in different ways. Positive reinforcement works by introducing something pleasurable. For example, by rewarding yourself with good food every time you get up early, you are making yourself inclined to getting up early. By contrast, negative reinforcement works by removing the unpleasant consequence from a behavior. For example, if you don't like getting up early because you hate taking a shower so early in the morning. You can take a shower at night instead. This way, you will not reject getting up early, because you have removed the unpleasant consequence of it.

2. In the lecture, the professor talks about two kinds of reinforcement that people can use to change their behaviors, including the positive reinforcement and negative reinforcement. For example, if you must get up early to go to work, there are two strategies you can apply. The first strategy is positive reinforcement; you can get yourself positive reward if you accomplish a certain goal. In this example, you can reward yourself by delicious breakfast if you get up early. The second strategy is negative reinforcement; you can punish yourself by something negative if you failed to do something. In this example, if you don't get up early, you will need to change the shower time to evening, which you feel uncomfortable. In this case, you won't hate getting up early that much.

3. In the lecture, the professor talks about two types of reinforcement in psychology to strengthen one's behavior towards a specific stimulus, including positive and negative reinforcement. The professor uses the example of trying to make us get up early in the morning to show how we can achieve a goal through reinforcement. First, positive reinforcement requires adding pleasure or an appetitive stimulus following good behavior. In other words, when we get up early in the morning, we can treat ourselves with something delicious as a reward. Over the time we would begin to enjoy getting up early. On the other hand, we can also achieve our goal through negative reinforcement, which requires us to move the unpleasant behavior following Setting up early in the morning. For instance, we might hate taking a shower after getting up. Then, we can shower before we go to bed every night and feel less unhappy about getting up in the morning.

6-4 【小马，康老师机经包 6-5，J2 6-15】【讲课要点】：女教授讲古人类 early human 为了保暖、为了吓跑动物，要使火不灭 to keep the fire burning 的方法有两种手段 two ways:手段 1、technological knowledge，当闪电击中树木着火之后，古人类发现围在火边很暖和.但没过多久，木头烧完后火就灭了 fire die out.当他们偶然发现木头 wood 其实是一种 fuel 让火一直燃烧.要 keep fire burning，就要往火里不停加木头 add wood.手段 2、social skills，如果大家同时睡觉的话，火就会灭掉.大家轮流看守火种（一些人去 sleep 了，另一些人就照看着火）加木头 take turns to look after title fire to keep it burning all the time.

机经原文还原：

M: As we all know, humankind has been using fire for millions of years. Fire changed the way ancient human lived. But when ancient human first got in touch with the secret of fire, their knowledge of how to control and manipulate it was primitive. Now let's take a close look at how they kept the fire burning. At a particular stage in human history, ancient human

started learning to keep fire with technical knowledge. After lightning stroke a tree, a forest fire began. When ancient human rushed to put out the flames, they realized that fire can be spreading along with forest trees; otherwise it would gradually bum out without additional wood. Therefore, instead of letting flames flash for few hours before it died out, the ancient human started to apply wood as a kind of fuel to keep the fire on as many hours as necessary. Unfortunately, fire could still bum out overnight if no one watched over it. Therefore, social skill was another approach applied by ancient people to prevent the fire from going out. When everybody slept at night, there was usually a guard looking over the fire and keeping adding wood, and then they took turns through the night. By learning the importance of team work, the ancient people were warm and safe in the cold evenings.

#### 参考答案

In the lecture the anthropology professor talks about strategies that early humans learned to keep the fire burning, including acquiring technical knowledge and social skills. First, when people just started to make fire, the fire died out as soon as all the wood was consumed. As early humans established the connection between fire and the availability of wood, they realized that they had to keep adding wood to the fire in order to keep the fire burning, which led to their technical understanding of fire. On the other hand, early humans also found that if everyone fell asleep by the fire, the fire would die out. So they came up with a solution that a group of people would take turn to watch the fire at night, which meant the acquisition of social skills helped early humans keep the fire burning

6-5 【康老师机经包 6-7,J2 6-16】 關於產品营销。公司造的產品都差不多，於是他们就做广告来宣传產品。有两种方法。

(1) 说他们的质量更好。比如一个 computer speaker manufacturer，他就说自己 high quality，让消费者买。(2) 说他有特殊 feature，来满足特定人群。比如 pasta sauce company，说自己的酱比别的都辣，这样喜欢吃辣的人都买它的。In the lecture, the professor talks about how manufactures differentiate their products from the rest, making their products more attractive to a targeted market, this can be down through showing differences in the product's quality or special features. In the professor's first example, a manufacturer on computer speakers was trying to distinguish their speakers from the others in the market. Therefore, they emphasized the high quality of their products in their advertisements, which appealed to customers who care more about product quality and less about affordability. In the second example, a pasta sauce company was able to differentiate its product promoting its unusual spiciness. By doing so, this pasta sauce company was able to put itself in a position where it did not have to compete with other common types of pasta sauce and instead only attracted consumers who preferred spicy sauce, which increased its chance of profitability.

6-6 【康老师 6-8，小马，J2 6-9】 【讲课要点】 关于 comparative marketing，在广告中对比自己竞争者的 products，说自己的

产品有多么多么好。但是这个方法有俩 drawbacks，并举例为证。1、反而让消费者记住竞争对手的名字（以 soft drink 为例，因为广告中提到了对手名字，消费者把这名字与 taste good 联系在一起）。2、这种广告方式可能会 insult 到使用竞争对手产品的消费者，造成相反效应。（举了一种洗发水的例子，说品牌 A 在广告中说使用 B 牌子的顾客头发很糟糕，如果使用 A 牌子就很漂亮。令使用 B 牌子的顾客觉得 insulted 了，反而不用 A 牌子）。

In the lecture, the professor talks about the negativity coupled with comparative marketing, in which the name of a competitor is mentioned to show its inferiority to the product naming it. This negativity includes impressing the audience with their competitor's information and transferring the negativity directly to the brand itself. In the professor's first example, a soup company was trying to show that their products tasted better than their competitor's. However, as the competitor's name was mentioned in the advertisement, consumers were in fact impressed by the competitor's name and lost focus on the soup company itself. Second, a shampoo company explicitly attacked the product of their competitor in

the advertisement in order to show how their own shampoo products were significantly better than the others. As a result, the customers of the competitor felt insulted by the advertisement and didn't feel like buying the shampoo in the advertisement either.

6-7 【小马，康老师机经包 6-9, J2 6-8】【讲课要点】: Salt soils are accumulated during the irrigation. People can use two solutions to deal with this problem: solution 1、use pipes to lead extra water away, accompany with bring back the extra salt. Solution 2、Plant some resistant crops which can grow in the salt soil.

In the lecture, the professor talks about how to fight soil salinity. Since almost all irrigation water contains dissolved salt, soil salinization occurs over the time from irrigation. The two methods to deal with this problem include pipe drainage and planting salt-tolerant crops. First, farmers often use pipes on land to redirect excess irrigation water and then a fraction of irrigation water is drained and discharged out of the irrigated area. By doing so, the concentration of salt on land can be decreased. In addition to drainage, people also grow salt-tolerant plants in saline soils. Most plants are affected by soil salinity negatively. However, some crops are resistant to soil salinity and can thrive in such environments. The level of crop tolerance to salt can determine the desired soil salinity level.

6-8 【小马，J2，康老师】

The professor is mainly discussing Suspense in the film to hold audience's attention. First is the result is unknown. For example, two men are searching gold with different methods. But who can finally find the gold first is unknown. Second is the process has suspense. For example, a man and a woman in the movie will fall in love with each other is known to audience. But they also care about the process. 有两种 suspicion (1) 知道如何发展，但不知道结局。例子，(没听清) 两个人，一个人有了线索，然后结局怎么样你不知道，不到最后一刻你永远不知道结局。(2) 知道结局，但你不知道情节是怎样的。例子，一对男女，你肯定知道他们 meet and fall in love 但你永远不知道他们如何遇见的，如何从路人到恋人的。

The lecture talks about two types of suspicion. The first type of suspicion is created when you know how things have developed but you never know how they will end. For example, two people 【这俩人做啥了目前不清楚，请考试注意听讲座吧！】，and you never know what the ending will be like until the last moment. The second type of suspicion, on the other hand, occurs when you are certain about the end of a story, but you have no idea of the plots of the story. That is to say, you don't know how the story has come to this end. For example, when seeing a man and a woman living together, you can be certain that they have met and fallen in love, but you may never know exactly how they met each other, or how their relationship has progressed from strangers to lovers.

6-9 【康老师，J2】讲广告让受众接受产品的两个方法，一个是在合适的时间让受众看到，举的例子是玩具车的广告要在孩子们喜欢的电视节目的时间段播出，第二个好像是要和实际的产品结合。举的例子似乎是他女儿和朋友们有个小玩具，然后最近要有关于这个玩具的节目上映了。

The lecture talks about two methods advertisements use to make the audience accept a product. The first method is to present the advertisement at the right time. For example, an advertisement of children's toys should be shown during a time when children's favorite TV programs are running. The second method is to create an association between the advertisement and something the audience actually use in life. For example the professor's daughter and her friends have a toy they play with a lot, and a program featuring this toy is recently showing on TV. So by creating an association between the product and this TV program, the advertisement is more likely to appeal to children.

6-10 【小马，康老师 6-13，J2 6-2】121110CN 【讲课要点】：讲 two types of barriers for opening new businesses: Type 1、financial barrier: new business 需要买器材之类的，但这些器材在 earn money 之前是无法 cover 的。例子：to open a new fitness center, we should spend a lot of money on the expensive equipment and so on. Type 2、customer loyalty: make customers stop by your business. 例子：since people are used to go to a popular gym which was opened before, it would be difficult for you to stop them from going there.

In the lecture, the professor talks about two types of entry barriers, which are the obstacles for a businessman to enter an existing market, including capital and customer loyalty. In the professor's example, when someone is trying to open up a gym, they need a certain amount of capital to purchase the equipment land, and so on, which is something that only a few people can afford in this case, the capital barrier to enter the market is so high that incumbent gyms don't have to worry about facing new competitors everyday. In addition, customer loyalty to an established brand also creates another barrier for new comers in the market. For instance, people usually prefer to continue their membership at a certain gym because they have built up their trust in the gym, in other words, it would be very difficult for a newly-established gym to attract these customers.

6-11 【康老师 6-14,J2 6-1】120224CN 【讲课要点】：为 protect the baby birds 不被 predator 吃掉，鸟类 Birds 伪装自己的巢 nests 的两种办法：方式 1、利用天然屏障：比如 Mxxxx 鸟，把巢建在 build 浓密的高高的 bushes and shrubs 之间藏起来 hiding themselves, predator 难以发现鸟巢，自动放弃。方式 2、自己制作屏障：Hornbill 鸟把 nest 藏在树洞 hollow tree 里。自己造一个很小的 door to cover the entrance, predator 无法进去。mate 可以通过这个 door baby 喂食，门关上后可以伪装起来。

In the lecture, the professor talks about two types of nests that birds build to camouflage themselves and prevent predation, including the scrape and the cavity nest. In the professor's first example, tinamous often scrape the ground and lay their eggs under bushes and shrubs. Then the nest is lined with a shallow mat of dead leaves they have collected. By doing so, these birds can camouflage their eggs and their young so it would be difficult for their predators to identify them. In the second example, some birds such as the hornbills take advantage of natural cavities found in hollow trees and build their nests there. The female hornbill and her young would occupy the cavity and the mother would seal the chamber with mud until there's only a tiny slit left. The male hornbill is responsible for bringing home food and feed the mother and the chick though the tiny slit.

6-12 【小马，康老师 6-12，J2 6-5】130202NA

Small business 的市场策略。对于 Marketing 广告，投资一般很大，小企业怎么办？两个方法：1，聚焦客户群：比如社区修电脑的仅在当地的社区报纸的科技版面登载广告；2，与大品牌联合营销 Joint Marketing: 比如还是修电脑的可以将广告放在社区最大电脑销售商店的 Leaflet 上面一起推销。

1: The lecture introduces two ways small companies can make their marketing advertisements more effective. The first way is to concentrate on a small group of people. For example, a computer repair company can put their ad in the science section of the local newspaper. This does not cost much but it focuses on a very specific group of readers who are also likely to be customers of the computer repair company. The second way is by practicing joint marketing. For example, the same computer repair company can put their advertisement on the leaflets of a very established computer store. This will effectively expand the reach of the advertisement and bring the computer repair company more customers.

2: In the lecture, the professor talks about how a smaller company with a limited budget can market themselves more successfully, including targeting a small, specific group of audience and joint marketing with other companies. In the professor's example, a small, local company that provides computer repair services can begin by putting an advertisement in local newspapers, specifically only in the technology section. By doing so, they are targeting a smaller group of consumers

who live in the neighborhood and have needs with their tech products. This not only saves the company advertisement fees but also attracts the most potential customers to them. In addition, the company can advertise for another local company that sells computers in exchange for the other company advertising for them in their leaflets, which is called joint marketing. This would attract some of the consumers from the other company and expand both companies' customer bases.

#### 6-13 【康老师 6-15, J2 6-3】 120428

公司商标上给人不良印象的 2 个东西：1，让人联想到不好的方面。比如说牙膏广告，但是如果商标上有黑黑的颜色，那样人们就很难把这个商标跟洁净效果的牙膏联系起来，销量会下跌；2，让人联想到这个公司不够时尚。比如说电话和网络公司，如果他商标上仍然是父母辈用的电话，那么久完全没有跟上时代的感受。

In the lecture, the professor talks about two factors that lead to less impressive company logos, including contradiction and obsolescence in their design. In the professor's first example, if a toothpaste manufacturer uses a dark, muddy image in their company logo, consumers might not be impressed by this particular brand because people generally associate toothpastes with a bright, white-colored image. As a result of a contradicting image in the company's logo, consumers cannot build up a good impression of this toothpaste. In the second example, an obsolete image in a logo may discourage consumers from purchasing this item. For instance, cell phones are quickly upgraded nowadays, if a telecommunications company uses an image of an old phone in their logo, people would find it out of date and have a negative impression of this company. Similarly, consumers would hesitate to buy from this company.

#### 6-14 【康老师 6-16, J2 6-4】 121130

美国发展快，主要原因之一就是 railroad 的发展：1.方便商品运输，举例，某钟表公司，有了铁路，可以让很多人都购买他的钟表，不仅仅是那些本地的或周围的，远地方的人们也可以购买；2.让公司 located in new area，举例，某公司依靠煤发展，有铁路后他们就可以选择更好的地点而不是只在煤矿周围，因为铁路运输可以让他们得到煤。

1: The lecture talks about the effects of the development of railroad on America's economic growth. There are two ways that railroad influenced the economy. Firstly, the railway facilitates the transportation of goods. For example, a clock manufacturer could reach a wider range of customers with the help of railroad, because their watches could be purchased not only by people who are located nearby, but also people who live far away. Secondly, the development of the railway means that companies can locate their factories and plants more flexibly. This is because before railway was available, companies often had to be located near places where natural resources such as coal were abundant. But since the railroad network was established, companies can relocate their factories anywhere they think are convenient, and acquire the needed natural resources by means of railway transportation.

2: In the lecture, the professor talks about how the construction of railroads in the United States prospered the economy of the country, such as expanding different markets geographically and facilitating manufacturing in the South. In the professor's first example, before the availability of rail transport, a clock manufacturer could only sell their products locally, in which case the market of clocks was rather limited. However, after the railway was built, the manufacturer could now sell their clocks in all the cities the train passed through and generate more sales. Second, in the past, the South had very little manufacturing capabilities due to the lack of raw materials. But now, these materials such as coal could be delivered to the South from other states thanks to the development of railroads, which gave the southern states what it required to manufacture goods and build factories.

6-15 【康老师，小马。J2】【讲课要点】: If predators could predict what preys will do, it will be easier for them to prey. 可是有的被捕食者可以用一些 mechanisms，让 predators 无法预知猎物下一步的行为。比如 squid。

Mechanism 1、squid 并不走直线，速度也不定。它会变速，走 zigzag 那种 pattern,于是 predators 就无法 anticipate 它的行为，就抓不到它。Mechanism2、squid 可以变色，比如 pink-blue-white 这种。比如 a predator 一直在盯着一个 pink 的 squid 跑，结果 bang, pink 的 squid 不见了，来了个 blue 的，那么 the predator 就会 confused, 于是 squid 就有机会 escape。

In the lecture, the professor talks about how animals make themselves less predictable to their predators, such as changing their travel patterns and colors. The professor uses the example of squids to explain how these adaptations help them escape from their predators. First, squids have been observed to travel on a zigzag path with an unsteady speed, which makes it difficult for their predators to anticipate their trajectory. This gives squids a much higher chance of survival than traveling on a straight line with a constant speed. In addition, squids are capable of changing their colors in the water. For instance, some squids are able to alternate among three different colors, , such as pink, , blue and white. When a predator is near and staring at a pink object, , the squid can change its color to blue and leave the predator confused. Then the squid gets a chance to run away from danger.

6-16 【康老师，J2】【讲座主题】fast current 的河里面的鱼遇到 challenge。第一，水流太快，无法停留在一个地方，会被水流冲下去。catfish, 有着 big 和 muscular 的 fin (鱼鳍)，可以 swim against 水流。第二，水流太快，携带的食物无法吃到。另一种鱼 trout 有一种 behavior 可以解决这个问题。一般来说河流中间的水最快，但是岸边的水慢，trout 就一直在岸边附近，这样就能吃到 food。

下面 2 道考的概率略低

6-17 【竹子】【讲课要点】: 让你更享受 repeated activities or experiences 有两个 ways: Way 1、第一，将行为多样，徒步爱好者如果一直在同一片森林走同一个路线可能会觉得无聊.如果他选不同的路线，徒步会一直都有意思.Way2、通过改变你做那件事的频率。喜欢吃冰淇淋，天天吃会觉得不好吃了，如果两周才吃一次会觉得仍然可口.

6-18 【J2 6-12】 20071006CN The flat map would give misleading information for two reasons: 1) the flat map is 2dimensional; however, the actual world is 3-dimentional. The relative distance between two points in 2 dimensions is different from that in the 3 dimensions; 2) the map would neglect the actual geographic features such as canyon or mountains. Therefore, though it might appear to be a short distance in the map would probably take the traveler much more time to complete because of mountains.