

## 汇总版说明

**发布时间：**每期的汇总版在考完上一场的当天晚上发布，考前增发补充文件

**加试部分：**现在阅读不考经典加试了，所以里面没有阅读经典加试文件，只有听力经典加试。最近听力经典加试的题目有少量变动，随机的

**阅读听力：**命中率太低，这个是靠看的多了有可能碰上一两道，如果时间只看少量题的话建议就不要看了，作用不大

**口语写作：**五星级题目必须看，口语比写作命中率稍高一点。现在的写作很大程度上是靠题量取胜的。

**口语写作顺序：**看完前一项再看后一项：《五星级口语第一级》《五星级口语第二级》《五星级独立写作+综合写作》《四星级独立写作+综合写作》《五星级口语第三级+三星级独立写作+综合写作》【口语三星四星已转入不需要看的文件里】

汇总版的题目比较多，因为要保证每个老师的所有题都不少，只要一个老师没删题我们就需要继续把他整理进汇总版，没有办法再压缩题量了，里面只有四星级口语第一套是我们自己添加的，可以不看，其他所有题目都能在老师的官方版机经里找到原题。

嫌题量大的实在没有办法，机经不是我们编写的，我们只是整理。上半年那样只有二三套口语小范围的情况很长一段时期内都不会出现了

**建议：**小范围只看【上一场考完当天出的汇总版，考前增发的汇总版小范围补充】就行了。

## 418 汇总版小范围口语

### 509-530 临时版

考完一场更新一次，不出意外每次变动在 10%以内

1. 汇总版小范围集合了所有老师的小范围按重要性排序，不同老师的版本题目描述不同
2. 机经仅为一种预测，尽可能做到准确，但并不保证完全命中，请各位考生实力为先。
3. 2014 下半年 ETS 出题规律有变，小范围题量增加

所有老师的小范围题目都在汇总版里了，少量绝对不会考的题目已直接删除。

本文件全是五星级必看内容，三星四星级已转入可不看文件。另对这些五星级题目也分成三级，第一级最重要，

## task1

### 第一级

#### 1-1

Which of the following would you choose to do as a volunteer counseling other students, teaching adults to read, or providing seniors with assisted transportation? Explain why. Please include reasons and details in your explanation.

Personally speaking, I would choose to counsel other students as a volunteer because I know how to provide comfort and reassurance to other people when they need them. For instance, when I was in high school, a lot of my friends were stressed out about schoolwork or their interpersonal relationship issues. I had those problems too but I had always been very confident in myself so I barely got caught up in those problems. As a result, my friends often turned to me for help, asking for my advice about how to feel less insecure about their academic performance or social life and they always felt better after talking with me. Therefore, I believe I can be of lots of help if I counsel other students at school.

#### 1-2

The university is organizing a visit to one of the following workplaces—a science lab, a business office, or a TV studio. Which will you choose to visit and why? Please include reasons and details in your explanation.

1 Personally, I think visiting a TV studio will be the most interesting because I've always been curious about how people come up with ideas for those fascinating stories on TV and how they turn their imagination into something that seems so real. For instance, one of my favorite TV shows is called Modem Family, which deals with all kinds of family and relationship issues in the twenty-first century in a humorous way. I've always wondered how the screenwriters come up with such creative and yet realistic stories and how the actors rehearse behind the scenes to bring their flawless performance to the audience. Therefore, I think a visit to a TV studio will give me and other students a chance to understand where our daily entertainment comes from and appreciate it more.

2 I would recommend a business office. I think in today's economic climate, most students would finally work in the office so by visiting a real office environment they can know what their future place of work would look like. They can also ask employees some questions like how to adapt

yourself quickly to a new working environment, and how to say no to your boss if you think he is wrong or you think you can't finish a task in time. On the other hand, a science lab is only for a few of the most intelligent and a TV studio would only be for those who study media and broadcasting.

1-3

Which of the following program would you like to participate in a recycling program promoting environmental awareness among elementary school children, an agricultural program teaching children how to grow food, or a cooking program teaching children how to make healthy food on their own and why? Please include specific examples and details in your explanation.

Personally, I would like to participate in the program teaching children how to make healthy food because I think it's very important for people to make food for themselves on a regular basis. For example, when I was a student, I never learned how to make healthy food so I always ate out. Later I realized eating out all the time was in fact unhealthy because I could never know what ingredients those restaurants put into their food. After I started to work, I began to make my own food every day and I could feel my body getting healthier because I could easily monitor everything I eat. Therefore I'd like to teach children to make their own food as well.

1-4

Which of the following extracurricular activities do you consider the best for children: sports, music, or painting? Please include specific examples and reasons in your response.

Personally speaking, I would recommend sports as an ideal extracurricular activity for children because it's beneficial for their health and they can have the opportunity to learn to become a team player. For example, when I was in primary school, I practiced basketball with my team every day after school. After one semester, I found myself healthier and stronger than my peers because I had to exercise regularly and pay more attention to my diet. In addition, I learned how to cooperate with other players in order to achieve our common goal at a young age, and now I can still apply those skills and spirit to my work environment today. Therefore, I believe sports would be a great option for kids' extracurricular activities.

1-5

Which of the following brings you more pleasure—spending time with your friends, studying by yourself or doing exercising? Explain why. Please include reasons and details in your explanation.

1 Personally speaking, I think spending time with my friends brings me more pleasure because I feel a great deal of comfort sharing whatever is happening in our lives with my friends. For example, when I was in college, the most unforgettable moment was when my friends and I spent one night sharing thoughts about an economics class and talking about all kinds of personal issues that were troubling us. Even now, my friends and I still try to keep in touch with each other although we are no longer in school. Last weekend a couple of us got together and talked about everything from work to family. We all felt so happy after the gathering and that's why I believe being with my friends brings me most pleasure.

2 I'm most happy when I'm with my family and friends. There is just nothing like

laughing and sharing and enjoying your time with people that you love! That close human interaction is priceless. Now, don't get me wrong, I appreciate my alone time. I can be a little hermit, shut away in my bedroom. Nice breaks all to myself, where I read or write, are great. But soon enough I start to yearn to hang out with a friend or spend the afternoon with a family member. My relationships ground me. When I'm content with them, I feel like I can face anything in the world. And if I'm feeling sad, giggling over silly movies with a friend or relative is the best cure I know of.

1-6

Which of the following careers have the most contribution to the society: an elementary school teacher, an artist, or a nurse. Please include specific examples and details in your explanation.

1 It is my considered opinion that of the three professions listed, primary school teachers contributed most to society and are therefore the most important. First of all, it is likely that a person may not attend college or even secondary school; however, most people attend primary school to receive basic education, so primary school teachers influence most people's lives. What's more, primary school teachers play an important role in developing a child's intellect and work habits. Primary school is the first time most children are in a strictly educational environment. While pre-kindergarten and kindergarten classes do teach children some basic skills and knowledge, such as shapes and colors, primary school immerses children in the educational environment they will be experiencing until graduation from high school.

2 In my opinion, an elementary school teacher has the most contribution to the society. First, an elementary school teacher plays a crucial role in shaping a child's behavior and motivation. For example, my elementary school teacher in science inspired me greatly to pursue a career in science. In addition, my elementary school teacher in science also shaped a lot of my study habits. I used to do my homework at the last minute and my teacher once gave me a gift because I finished an assignment way before the deadline. Since then I have been managing my study schedules to avoid last-minute assignments

1-7

Which one of the following would you take as a part-time job—a position as a lab assistant, campus tour guide, or library clerk and why? Please include specific examples and details in your explanation.

Personally, I would be a part-time campus tour guide because I am an articulate person and enjoy meeting new people on campus. For instance, when I was in college, I always volunteered to show new students around the campus during the orientation week. It had always been an interesting experience for me because I could talk to them individually, trying to understand why they chose our school and whether we had something in common. I always ended up meeting lots of new people and making friends with them. If I were a campus tour guide, I would be doing the same thing with not only new students but also visiting scholars, students, parents, and so on and my social network would be expanded. Therefore, I'd be a part-time campus tour guide

1-8

Talk about something you enjoy doing in order to relax yourself and explain why you enjoy it. Please include specific examples and details in your explanation.

Personally, I enjoy watching a movie as a way to relax because when I'm watching the movie, I can forget about any frustration I have in life and just feel whatever the characters in the movie are feeling. For example, last night I came home really tired and angry because I came across so many problems at work. I decided to relax myself by watching a nice comedy at home. As I watched the movie, I laughed and cried with the characters in the movie and didn't think of any problems I had at work. After the movie, I felt so relaxed and just fell asleep, leaving all the stress behind. That's why I enjoy watching movies as a way to relax.

1-9

Our society is facing serious environmental problems. Choose one way you consider useful to save our planet. Please include specific examples and details in your explanation.

In my opinion, the best way to reduce pollution and save our planet is to replace traditional energy with renewable energy. The reason why global warming has been accelerating is that people today need to use electricity more than ever for manufacturing, for work and for a more comfortable life. Coal-fired power plants are still the cheapest source for our electricity today. However, they cause serious environmental problems and cannot be sustained because we will run out of coal eventually. Therefore, by replacing traditional energy with renewable energy, such as solar, wind, and geothermal energy, we can have a sustainable source for electricity with minimum damages to the environment.

1-10

Some people prefer to attend college in their hometown while others prefer to study in another city. Which do you prefer and why? Please include specific examples and details in your explanation.

Personally, I prefer to attend college in my hometown because I want to be close to my friends and family, who are the most important part of my life. For example, I went to a college in my hometown and I had so many wonderful memories with my friends and family during those four years. I remember the time when my older brother got married and became a dad, and we shared so many tears and laughter together. In my third-year in college, one of my best friends from my childhood produced her first short film and we all went to her movie premiere. I wouldn't be able to experience all these things with these people if I went to a school in a different city. Therefore, I prefer attending college in my hometown.

1-11

Which of the following do you think it's the best way to get to know a new school, joining a one-day campus tour, spending a weekend on the campus play field or auditing lectures?

I think a one-day campus tour is the best way to get to know a new school. A campus tour can help you figure out how well a school runs. While a school may look good on paper, you might be in for a shock when you actually step on campus for the first time. Perhaps the freshman dormitories look like they should be condemned, or maybe the campus is even better than you expected. Also, by taking a campus tour, you can know many things

about studying on this campus even without auditing the lectures. For example, you can see the actual sizes of a variety of classes, the format in which classes are run, and who is teaching the classes.

1-12

Your friend has received lots of money, what would you suggest him/her to do?

I would advise my friend to save most of the money for a rainy day because the economy is really bad at the moment with students finding it very difficult to find jobs, and people are even talking about a recession in the USA and Europe. So the money could come in handy if she needed some money to fall back on at some point in the future. Another reason I would suggest saving the money is that she could put the money towards buying a flat. Property prices are rising all the time, so buying a house or flat would not only be a good investment, but would also ensure that she would always have a place to live, without paying extortionate rent.

第二级

1-13

What are the advantages and disadvantages of eating in a fast-food restaurant? Please include reasons and details in your explanation. OR Some people like to eat at home while others like to eat in the restaurant. Which do you prefer and why?

答案 1 Fast food restaurants can be great when you go there on a whim. Say you and your roommate have just seen a movie at the theater, it's evening, and you don't feel like immediately going home and cooking dinner. Fast food is perfect for moments like that! Your food will be ready in just a few minutes, it will be greasy and salty, and it will taste *delicious*. Getting fast food can be undeniably fun and enjoyable. But at the same time, it's not a perfect experience. The restaurant itself is usually devoid of any style or warmth. The seats and tables are hard plastic. The color scheme is too bright and clashing. Bad pop music plays on the radio. And the food, while tasty, is most likely full of chemicals and preservatives that you wouldn't find in a normal restaurant. That's why getting fast food, while fun, is best done only occasionally.

答案 2 The advantages of eating in a fast-food restaurant include providing a fast and convenient way for people to acquire hot food and beverages. For instance, people living in cities are always in a hurry so during lunchtime, they can quickly grab a bite from a fast food restaurant and return to work, which saves them time and allows them to maximize their productivity at work. On the other hand, fast food is definitely not the healthiest in terms of nutrition intakes for a human body. For example, in order to keep the food delicious and consistent around all the chain stores in the world, they normally put a lot of chemicals and preservatives in the food, which can cause chronic health problems for us.

1-14

Describe which kind of skills you are good at and why it's important to you?

I would like to talk about my cooking skill. I am not a professional cook, but I can say that I am better at cooking than most people of my age. I learned cooking from childhood, by watching my

mom and dad cook. At about 15 or 16, I was able cook for myself, and since then I have been experimenting with different kinds of recipes. Most of the time I was very successful. I think the skill of cooking is quite important to me because it means I can eat more healthily. I can cook at home with fresh ingredients and avoid taking in too much calorie. Another reason is that cooking is really a useful skill when you want to impress somebody, like your boyfriend or girlfriend. Just imagine how sweet it is to cook for your loved one on Valentine's Day!

1-15

Which of the following three subjects would you choose to learn? Math, painting, science. Explain what you want to learn from this subject.

Personally, I would choose to take the drawing course. First of all, I have always been very interested in art since I was little. The process of drawing a picture makes me feel very relaxed. It's also one of the few things in my life that allow me to use my creativity. If I were to take a course on drawing, I would like to learn to use different tools for drawing and how to mix paint colors in a palette. At the moment I can only use color pencils to draw and it would expand the visual expression in my pictures if I could add watercolors and oil paint to my drawings.

1-16

In order to run a successful business, a person needs to be friendly and outgoing

In my opinion, one needs to be friendly and outgoing in order to be successful in business because every business transaction requires a lot of interaction and trust between the two parties before a deal is signed. For example, a classmate of mine in college has been a very successful businessman because he loves going to parties to meet people and he is always friendly to everybody. In college, he spent most of his time participating in club activities and networking events. He learned how to say the right thing at the right time at these social occasions and impressed lots of people. By the time we graduated from college, he already secured three job offers and one business opportunity with a startup company. Therefore, I believe being friendly and outgoing is necessary in business.

1-17

Describe an important day in your life. Explain why it is important

When I was seven, I took swimming lessons during the summer at our local outdoor pool. I could swim okay, but was still petrified of the diving board. Multiple times, when class was over for the day, I stood on the end of the board and stared at the water, desperately wanting to jump-in. Finally, on the last day of swim classes, I was at the board once again. My heart was pounding, but I used that adrenaline to fling myself off the board. It was kind of awful! Water got up my nose and I sputtered, coughing, to the surface. Yet, I was so incredibly proud that I had jumped in the first place! My mom even bought me ice cream as a reward. I haven't jumped off a diving board since, but I'll always have the knowledge that I was brave enough to do it once!

1-18

What food would you recommend when people come to your country?



答案 1:

I would offer to take this foreign tourist to the most popular local restaurant in my city and recommend this wonderful Chinese cuisine, which is called "kung pao chicken", diced chicken fried with chili and peanuts. Actually this is the most popular Chinese dish; you can find it in every Chinese restaurant, big or small. The 2008 Beijing Olympic Games even made it to the top of the official menu to cater to the myriad tastes of international guest. But I have another reason to recommend "kung pao chicken", which has something to do with a cooking contest I won when I was in college. I spent days researching and experimenting with methods to improve ways to make the perfect "kung pao chicken" and finally I was able to impress the judges. So to recommend "kung pao chicken" also means opportunity to boast this particular experience in front of the foreign guest and hopefully win his/her praise.

答案 2

I would recommend a popular Chinese snack to the tourist, which is called stinky tofu, for the following reasons. First of all, stinky tofu, as a form of fermented tofu that has a strong odor, smells so special that a foreigner would not ignore it. My English teacher who comes from America tasted stinky tofu at the first time he saw it and couldn't forget it. Furthermore, since this snake is cheap and can be found easily in the streets, a foreigner don't have to go to expensive restaurants for having a taste. So all in all, stinky tofu is a good choice for a foreigner who comes to my country. Task 2 Do you agree or disagree with the statement? Teachers require students to participate in class discussion.

答案 3

Personally, I will introduce fried chicken to any visitor in China because it tastes completely different from any fried chicken one can get at a Western fast food restaurant even though it's also a kind of fried chicken. For example, at least ten spices are used to marinate the chicken before frying and therefore the taste of Chinese fried chicken is very rich. In addition, Chinese fried chicken is usually sold on the streets or in the night market rather than in restaurants, which is an interesting way for a visitor in China to experience our street food culture. For these reasons, I find it most interesting to introduce Chinese fried chicken to foreign visitors in China

1-19

What time of a year do you like the most?

1 I think the summer holiday is the best time of a year because it is the longest vacation I can have during a year, often about 2 months. It means a complete getaway from school. I don't have to get up early. I don't have tests and quizzes. I can plan a long trip to places far away. So I feel like I am free to do whatever I want! What's more, the weather is usually good during summer holidays. Although summer is the hottest season of a year, in my city it never gets too hot. It has a most comfortable temperature and humidity, so I don't have to worry about what to wear. T-shirts, jeans and a pair of sneakers are my standard attire, both outside and indoors.

2 Personally speaking, winter is my favorite time of the year because it's a festive season and everything feels so cozy and warm indoors during winter. For instance, in winter it always gets cold and dark really early in the evening, so I always try to get home from school before the night falls. Once I get home, the dinner on the table prepared by my mom always makes me feel so happy and sweet, as if I am living in the safest shelter away from all the darkness in the world. In addition, there are so many holidays in winter that my family and I can finally have the

opportunity to spend more time with each other. Therefore, winter is definitely my favorite time of the year.

1-20

Describe a activity (skill) that you have already know how to do, but want to do better (improve). Describe the details of how you will do to improve it. 1 One skill I wish to improve is how to play the violin. I first began learning to play it when I was still a kid. I can play fairly well, but of course there is still room for improvement. I've already come up with several ways to refine my skills. Firstly, I want to put an ad on the web site for someone who wishes to exchange skills. I could teach him or her to speak English. It has become a very popular way of leaning things. You can enlarge your circle of friends and best of all, it's completely free. Second, if I succeed in being admitted into one of the U.S. universities, I would apply to join a music group. I think I can find someone who shares the same interest.

2 I would like to improve my English skills because globalization has made English the language of the world and it's the only way for me to become competitive at an international level. I already have sufficient vocabulary in English but now I would like to be more fluent when it comes to expressing my ideas to other people in English. I hope to achieve this through practicing spoken English with my American professors at school and participating in all kinds of summer programs abroad where I can have the opportunity not only to converse with other international students but also to make presentations in front of them. I believe these exercises will force me to make sentences in English and speak more clearly in English.

1-21

Describe one of the difficulties in which you received help from your family, friends or classmates and please give specific details to describe how their suggestion helped you.

1 During my first month in college, I seemed to have difficulty adjusting myself to campus life. I had enjoyed a life at home with all kinds of comforts and conveniences. But suddenly everything changed. I had to take care of everything on my own. At first I was a little lost, but fortunately I met Susan, a senior student who volunteered to help freshmen. She gave me her phone number the first day we met and said I could phone her whenever I met a problem. And I did phone her, many times. She would always patiently explain to me things like how to apply for a meal pass or where the nearest bus station is. Sometimes she would even come to my dorm and help me fix things there. With her help, I was able to survive my first month in college.

2 When I was in college, I was very confused about what I should do after graduation, so I went to my father for his advice. He told me to always follow my heart instead of what other people or the society tells me to do because everyone is different and we have to be in control of our own fate. I followed his advice and realized that I wanted to be a magician because I had always enjoyed entertaining others and it was something that I had been really good at. This has been the most important advice in my life so far; thanks to this advice, I've been a magician for six years now and enjoyed every single moment of being one.

1-22

Which of the following teaching methods do you consider the most effective, a field trip to local places of interest, tutoring sessions that provide individual help or presentations given by local

leaders? Please include reasons and examples to support your choice.

1 Personally, I think providing tutoring sessions and offering individual help is the best way for students to learn because everyone is different and has their own way of processing information. Through personalized practice, one can truly understand what their strengths and weaknesses are. For instance, when I was in high school, I was struggling with geometry and could never understand what my teacher was saying in class. As a result, my father hired a tutor for me and my tutor was able to see what my real problems were. He designed many practice sets specifically for the part which I didn't grasp very well and within just a couple of months, I began to excel on my geometry tests. Therefore, I believe giving individual help can be crucial to students' learning.

2: A presentation given by a local leader would be the most beneficial for students to experience. For one thing, sometimes it is hard for young people to visualize career paths beyond high school. Having a local leader come in and talk about their specific job, and the specific steps they took to get there, could be very useful and encouraging. For another, some students don't have any real role models. This leader could become a vital role model for them. The students could also ask any questions they want and maybe even find out about internships or volunteer opportunities at the local leader's office.

1-23

Do you agree or disagree with the following statement? University students should learn how to manage their time more efficiently.或者. Give reasons why managing time is challenging for university students and why it is important. Please include specific examples and details in your explanation.

As a university student, I think the skill of time management is extremely important. Like many other students, I often get to the end of the day and feel like I worked hard but actually didn't get anything done. This must be due to the lack of time management skill. I mean, university students nowadays have so many things to do each day, like going to classes, doing sports, socializing, the list goes on, so we must learn how to make a schedule and manage our time efficiently to keep to this schedule. Also, the skill of time management will be useful when we graduate and enter the workplace because an employee will have even more tasks to deal with and even more deadlines to meet.

1-24

Describe an area in your city that you like the most. Explain why you like this area the most.

1 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.

2 My favorite area in the city is a small Japanese neighborhood full of Japanese specialty stores and restaurants. The reason why I like hanging out in that area is that I can always find something interesting imported from Japan there or learn something new about those Japanese immigrants. For example, I once visited a store that was selling nothing but wrapping paper. The wrapping paper sold in that store came in all kinds of floral patterns and materials that I had never seen elsewhere in my country or even abroad. After talking to the store owner briefly, I realized that gift wrapping is a common courtesy for the Japanese. Experiences like this have made this Japanese neighborhood my favorite place in town

1-25

Which of the following activities would you do with friends rather than alone?

A. Taking a walk.

B. Watching a movie.

C. Travelling. I would choose to travel to another city with my friends if I could. The first reason is that it is more fun. When you travel to a different place, often you have to spend a long time on the way. For example, you may have to take a long train ride. Having someone as a travel companion whom you can talk to during this long ride makes the travel experience less boring and much more fun. Another reason is that when you travel with a few companions instead of by yourself, you can cut your travel expenses significantly, because you can share the cost of hotel rooms, meals, taxi fares and so on.

第三级

1-26

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.

1-27

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.

1-28

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.

Actually, we Chinese students have little time for any activities because of the heavy schoolwork. But we always make a point of organizing activities whenever we can. One of the activities we often have and which I enjoy most is the end-of-year party. It's usually held at the end of the school year to celebrate the coming of a new year. We would decorate our classroom with ribbons and paper flowers and put paper cut on the window. We would also buy some fruits snacks and drinks. At the party, we would put on various kinds of performances like singing, dancing guessing riddles and so forth. At the end of the party, we would vote to choose a queen and a king. It was really great fun.

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.

1-29

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.

1-30

Your friend wants to drop out of university or college, agree or disagree

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.

1-31

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.

1-32

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.

1-33

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 theirs 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.

1-34

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. [weixin:tfxxxxwx](https://www.wechat.com)

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

1-35

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

### 1-36 【J2】

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, Move animals makes me feel good about myself knowing I can take care of them. Animals don't know how to speak like human 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 this experiences furred my passion in working in a NGO group.

### 1-37

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. His went to South Africa with this camera last week and took some amazing pictures of wild. Weixin:tfxxxwx

Version2: If I were to give some one 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.

1-33

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.

1-39

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 greatly reduce the traffic during rush hours and solve our traffic problems.

## Task2

### 第一级

2-1

Some people argue that people born with natural abilities are more likely to succeed. Other people believe success can be achieved through hard work. What's your opinion?

I think for anyone to achieve real success, hard work and perseverance are more important than natural talent. Suppose you have inherited sports genes from your parents who are basketball players. You are tall, you have strong muscles and you have quick reactions. But do these make you a great basketball player? Not necessarily! To become a truly outstanding basketball player, you have to go through years of hard training, learning the skills and strategies of the basketball game, and learning to work with your team mates. Then you have to participate in hundreds of real games to build up your experience. I think in many other areas, the key to success is the same: you have to work really hard, no matter how naturally talented you are.

2-2

If there is an opportunity for you to learn a new skill, would you rather learn to play a musical instrument or sport and why? Please include reasons and details in your explanation.

Personally, I will choose to learn to play a sport if I have the opportunity because I can meet new people through playing a new sport and learn how to work with others in a team. For example, my brother used to be in a basketball team in college but I was always too busy with my studies and never joined him. He had a very fulfilling social life in college because he was always meeting new people in his basketball team whereas I only had a handful of friends in college. In addition, my brother had learned to coordinate with other team members in order to execute different strategies and win games. Therefore, I believe learning a new sport is better for me.

2-3

Some people prefer to work on their paper assignments the day before the due date. Others prefer to start early. Which do you prefer and why? Please include reasons and details in your explanation.

1 Personally speaking, I prefer to start early on all my assignments because this gives me more time to collect the information I need and to think thoroughly for all the issues involved. For instance, in my last semester in college, I had to write a paper on the advantages and disadvantages of signing free trade agreements with other countries. It took me one month to find information about different countries that benefit from having free trade with other countries and those that don't and another month to analyze these different cases and come up with my own

discourse. It would have been impossible for me to do all that if I had started the paper only a day before it was due. Therefore, I prefer to start my assignments early.

2 I prefer doing the work right away and a little bit every day. This ensures I can finish the task in time. Writing a course paper requires a lot of research work, like research in the library or conducting interviews or surveys. It cannot be done just in two days. Another reason is that this ensures the best quality. You have to allow the extra time to re-edit and improve on what you have written.

2-4

Some people prefer a high-paying job that requires them to travel a lot while others prefer a job that pays less but doesn't require them to travel. Which do you prefer and why? Please include specific examples and reasons in your response.

Personally, I prefer to get paid less and not have to travel so 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 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 rather get paid less and stay close to my family and friends.

2-5

Some students prefer to have an early class schedule with classes in the morning. Others prefer to have a late class schedule so they can go to classes in the afternoon. Which one do you prefer? Explain why. Please include reasons and details in your explanation.

For me, having classes in the morning is better because it not only gives me more free time in the afternoon but also prevents me from getting up late. For instance, during every summer and winter break at school, it's easy for me to sleep until lunchtime or even the afternoon and I always end up wasting almost half of a productive day. However, when I have early classes during the school days, I can go to the library to study or visit some professors at school to discuss any questions I have about the classes. It's a much better use of time and helps me learn better at school. Therefore, I prefer having morning classes.

2-6

Do you agree or disagree with the following statement? Parents today put more pressure on their children than parents in the past? Explain why. Please include specific examples and details in your explanation.

In my opinion, parents today put more pressure on their children than parents in the past because global economy today is driven by strong quantitative and analytical skills and parents today have no choice but to begin to equip their children with these skills at a young age. For instance, in my parents' generation, they didn't need to be proficient in computers or English and they were

able to find a steady job that could support a family. However, in my generation, everyone is pushed by their parents to be proficient in information processing and literate in English so they can analyze and solve problems in this high-tech world. Therefore, parents today definitely put more pressure on their children than before.

2-7

Some people believe that talking with other people is the key to success in college. Others believe observing others in silence is better. What is your opinion and why? Please include specific examples and details in your explanation.

Personally, I think talking with other people is the key to success in college because we can learn more about ourselves and the people around us only through communicating with them. For instance, when I was in college, I was very active in networking and went to lots of social gatherings on campus. In my first year, I not only made friends with lots of students but also got to know many professors well. These people offered me life-changing advice whenever I was lost and I was able to thrive in college thanks to all the help they gave me. More importantly, I also understood myself better as I talked with these people. Therefore, I believe talking with others in school is crucial to one's success.

2-8

Some people believe that university students should take more regular classes to gain knowledge. Others believe that students can learn more outside of the classroom. What is your opinion and why? Please include specific examples and details in your explanation.

Personally speaking, I believe the most important lessons in life have to be learned outside of the classroom because the real lessons are learned from all kinds of life experience. For example, at school, nobody has ever taught me how to pursue a career based on what I'm passionate about. All the lectures in the classrooms only tell me how to be proficient in a specific field of study. Recently, I have started to take part-time jobs here and there, trying to experience different career paths. I realize that building a career based on one's passion is such a profound and important lesson in life that cannot be learned in any classroom but instead only through real life experience.

2-9

some people prefer to live in different places throughout their lives. Others prefer to stay and live in one place. Which do you prefer and why? Please include reasons and details in your response.

Personally, I prefer to live in different places throughout my life because there are so many things to see in the world and I love to explore new places from time to time. For example, when I was little I used to live in different countries with my family because they had to move a lot for work. Every time when we moved to a new place, I always felt excited by the new environment and interesting people I met. Over the time I consider myself a citizen of the world instead of just one country. I have learned to appreciate the beauty of different cultures and people of different backgrounds. Therefore, I definitely prefer to live in different places throughout my life.

2-10

Some people prefer to carefully pick presents for their friends. Others prefer to give them giftcards. Which do you prefer and why? Please include reasons and details in your response.

In my opinion, it is a better idea to give my friends gift cards because I am not good at guessing what other people might like and it always takes me too much time to pick gifts for my friends. For example, I once spent a week choosing a birthday gift for a good friend of mine in high school. As a result, she didn't like the gift that much and barely used it, which made me feel quite frustrated. Besides, she probably thought that I didn't understand her well enough to give her a gift that she wanted. Buying gift cards for friends saves me a lot more time and allows my friends to choose whatever they need or like as their gift. Therefore, I prefer to give my friends gift cards.

2-11

Do you agree with the following statement? The internet has changed people's life significantly? Explain why. Please include specific examples and details in your explanation.

In my opinion, the internet has changed everyone's life significantly because the way people communicate with each other is completely different from what it used to be twenty years ago. For example, before the internet was prevalent, I had to send regular mail to my friends living abroad and it would take months for me to hear back from them. However, with the availability of the internet today, I can video chat with my family and friends all over the world instantly. I can get the latest news from them through just one click and there's barely any information gap between us. This changes the way I think, talk, or even live my life. Therefore, I believe the internet has made a huge impact on people's life today

2-12

If you were given an empty piece of land, would you rather using it to build a garden or a play ground for children?

If I were given a piece of land, I would build a garden over this land. I think firstly, a garden can benefit everyone living in its neighborhood, whereas a playground can only benefit children, kids and their parents. Secondly, and I think it is more important, a garden brings people close to nature. Nowadays many people live and work in the big city. They commute by bus or metro between their office buildings and their apartment buildings. They don't really have the chance to go into the wild and enjoy nature. A garden close to where they live, however big or small, provides people with the space they need to breathe the fresh air, to smell the flowers, and to get relaxed.

2-13

Some people prefer card games. Others prefer computer games. Which do you prefer and why? Please include reasons and details in your explanation

答案 1: I prefer card games! Computer games are fine, but computers have already infiltrated our lives so much. We can work on them, write on them, watch TV on them...It's nice to just take a break and play a game that has nothing to do with computers. Even the feel of the deck of cards in your hands is such a welcome physical change from staring at a screen. And something about

cards is so classic! You can sit on your front porch, playing a game of poker as the sun sets in the distance, and really feel like someone could have been doing the exact same thing a hundred years ago. It's a very cool sensation and makes card games even more fun.

答案 2: Personally speaking, I prefer computer games to card games because there are more options in computer games and I can be entertained in many different ways through them. For example, one of my favorite computer games is a flight simulator developed by Microsoft. It is a real-world simulating game with almost all the airports in the world in which you can fly your own plane to wherever you want. Since I, m a huge fan of both aviation and travel, this game allows me to feel what it'd be like if I were really flying an airplane and traveling across the globe. It also helps me relieve my stress from school and other difficult times in life. Therefore, I definitely prefer computer games.

2-14

Some people like to plan how to spend their free time while others don't. Which do you prefer and why?

I always plan my free time carefully. I think it's more and more difficult to have any free time nowadays, since every day we are busy with our work, study or family duties. So whenever we get the chance to spend a few days' leisure time, we should cherish such time by making good use of it, which means to plan it in the first place. Take myself as an example. I have just finished a 7 day long holiday, which is an important traditional Chinese holiday during which time you are supposed to visit every one of your close family members. To me it's like a mission impossible because I have a very big family. But with careful planning, I finally managed to visit every one of them by the end of the holiday!

第二级

2-15

Do you prefer to use e-mails to communicate with your friends and family members or do you prefer to use the telephone

In my opinion, it is more ideal to communicate with my family and friends via the phone. Talking over the phone is more personal and it allows us to hear the tone of voice of the other person, which is crucial to fully understand each other. For example, I once had an email conversation with a friend and it turned into a hostile argument because we couldn't hear each other's tone of voice. Later we talked on the phone and resolved the misunderstanding within just two minutes. After this incident, I started to believe that talking on the phone is a more effective and personal way to communicate with others.

2-16 【康老师】

Which do you think is more important for someone to be successful: taking risks or making safe decisions

I think taking risks is more important than making safe decisions. Firstly, competition is highly intense in every segment of the commercial market nowadays. This means if you want to achieve



success, you have to come up with something new, something creative, something that others have not tried before. And this often means taking risks. Secondly, when managing your personal finance, it is also necessary to take some risks. For example, depositing all your savings in the bank is undoubtedly a safe decision, but the interest rate will not even outrun inflation. A better option is to take some risks by putting some of your money in the investment markets such as stock markets or foreign exchange markets.

2-17

Some people prefer to live in the noisy downtown with easy access to the shopping center, library, restaurants, and public transportation while others prefer to live in the quiet suburbs far away from the city center. Which do you prefer and why? Please use examples and reasons to support your answer.

答案 1: If I had to choose between living in a quiet area that is far away from shops and public transportation or living in a noisy area that is close to these conveniences, I would definitely choose living in the quiet area. First, living in a quieter and more peaceful area is very important to me. After the stress of school or work, it is pleasant to leave the noise and activity behind for a little while. The quietness allows my body, mind, and spirit to relax. Second, living away from shops and public transportation usually means the area is less crowded. I like living where there are fewer people even if it is less convenient. I can always walk or cycle to the places I need to get to.

答案 2: Personally, I prefer to live in a quiet place in the suburbs. Growing up in Shanghai, where most neighborhoods are noisy, I have always wanted to move to the suburbs and live in quietness even if it's far from restaurants and public transportation. Because I work in the city and my work environment is very fast-paced and stressful, living in a quiet place would make me feel relaxed and liberated from the busy world. For me, maintaining a distance between where I live and where I work is able to stop my mind from thinking about work after I leave the office every day. For these reasons I would choose to live in the quiet suburbs even if they're less convenient than the city.

2-18

Do you agree or disagree with the following statement? Teachers should require students to participate discussions during the class. Use specific reasons and examples in your answer.

答案 1: I agree that teachers should require students to participate in class discussions. There are two reasons why I feel this way. First of all, by discussing an issue with fellow students instead of just listening to teachers, a student is actually forced to think in order to understand others' opinions and present his own. Furthermore, class discussion is more effective a teaching method than giving lectures for teachers. In this way, not only the burden of teachers is released but also students are more interested in the issues. So these are reasons why I am for the contention that teachers require students to participate in class discussion.

答案 2: In my opinion, teachers should require students to participate in class discussions because everyone needs to learn to both express themselves and listen to other people's thoughts in order to improve themselves. For example, in my country students simply have to memorize everything in the textbooks if they want to do well in school. As a result, most college students in my country are still struggling with communicating their ideas to others and presenting themselves in public. However, last summer I attended a seminar led by a British professor for a week and I

found myself able to express myself and integrate other people's ideas to my own within such a short time. Therefore, I believe students, participation in class discussions is necessary.

2-19

Dis/agree Having a relaxed or unhurried life is most important for a person. Or. Do you like or dislike relaxed and unhurried life?

I agree that having a relaxed or unhurried life is the best way of life. A life that is not too fast means you can work on things more patiently and more carefully. This is important especially in the workplace. If you are always working under stress and rushing against deadlines, you are very likely to make mistakes. Sometimes we need time to take a break to refresh our mind and body, so we can work more effectively. Also, a more relaxed life is also more beneficial to your health. Many young people nowadays begin to suffer from mental and physical illnesses, such as high blood pressure and depression, due to working excessively and stressfully. So for the sake of health, it's important for them to slow down and to unwind a little bit.

2-20

Here are two jobs with equal amount of time and pay. One you need to work with other employees in a group and the other requires you to work individually. Which do you prefer?

1 I would prefer to work with others in a team rather than alone. I think when you are working in a group, you have the sense that others are around you, and that they are there to help you in case you run into any problems you can't handle. This sense of reassurance and security is important, especially when you are a newcomer to a company. Also, by working in a group, when the group achieves something, you share the happiness and glory, and if the group fails, there are others who can share the blame. By contrast, if you work individually, there is just too much burden and risk. Plus it's not fun at all working all by yourself!

2 Personally speaking, I would prefer a job that allows me to work 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 me to work with others.

2-21

Do you agree or disagree the following statement that "Advertising has too much influence on what people buy."

1 I think advertisements do have a huge impact on the purchasing behaviour of consumers. First of all, through advertising, advertisers obtain the attention of consumers whereas without ads, people might never be aware of the existence of a particular product. What's more, one would never go for a product which he hasn't heard about or which is less popular and advertising leads to popularity. Secondly, advertisements persuade people to buy products, even if they might have no use for it.

For example, the other day, I went to a supermarket and my eyes were immediately drawn to an ad for a nice pillow at discounted price, I already had five pillows; however, without second thought, I bought it and when I got home I began regretting having bought it.

2 : I don't agree with the statement that advertisements have too much influence on what people buy because the wide availability of information today gives anyone the opportunity to compare and read reviews of different products before making any purchases. For instance, last month some friends and I came across a new model of camera that was frequently advertised on TV. We decided to do some research online and it turned out that the camera was not as good as it appeared to be in those advertisements and there were many negative reviews about it online. Eventually we decided to buy another model of camera that had never been advertised before based on the information we found online.

2-22

AGREE/DISAGREE: The most important influences that young adults have are from their families.

1 No. I do not believe that families have the most important influence on young people. It is true that young people are influenced by their parents because they serve as important role models. But the problem is that young people nowadays don't spend much time at home. They spend most of their time either studying at school, or having fun with other young people when school is over. Even during the limited time they are at home, they are often busy with their homework or watching TV, or playing video games. They don't talk much with their parents or other family members. So in my opinion, young people are influenced more by their teachers or their friends than by their families.

2 In my opinion, family members can definitely have the most important influence on young adults because the teenage is the most impressionable age for anyone and whatever we go through with our family during our teenage years has the power to condition our behaviors in adulthood. For instance, when I was in high school, I was struggling with peer pressure that I was always conscious about my grades and appearance. My family gave me a lot of support and told me that I should just be myself and not worry about competing with others all the time. If it weren't for my parents' advice, I would have been so unhappy at school and probably still am as an adult.

2-23

Some people go the gym and work out everyday. Others only go when they have free time. Which do you prefer and why?

Personally, I prefer to go to the gym every day because exercising on a daily basis is crucial to maintaining one's health. For example, when my father was younger, he was too busy with work and only went to the gym when he was free, which could be once or twice every month. As a result, he was constantly struggling with overweight and problems related to high levels of cholesterol. After his retirement, he decided to work out in the gym every day and all the health problems he had when he was younger disappeared within just a couple of years, although he wished that he had started doing so earlier to stay in a good shape during his prime time. Therefore, I think going to the gym every day is better.

2-24

Do you prefer to ask an instructor when have a question or find answer in book or on the Internet

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.

2-25

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.

2-26

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.

第三级

2-27

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 1 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.

2-28

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.

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, I believe hard work can overcome the insufficiencies of natural talent and lead one to success.

2-29

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.

2-30

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.

2-31

Do you prefer a job which requires you to communication 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.

2-32

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.

2-33

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.

2-34

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.

2-35

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.



## Task3

### 第一级

#### 3-1

阅读：学生写倡议信，建议学校体育馆应该开设多一点免费的 group classes，比如 Yoga, Karate 等等，而且应该免费。

听力：女学生觉得这是个好主意，她以前和朋友去上过类似的 group class，觉得很有趣且实用，自己一个人锻炼没意思。而且，因为很多学生都可以去做 volunteer 教课，所以课程完全可以免费。男生提出一个问题，volunteer 不专业啊。女生说可以偶尔请 city gym 裡的老师来当 volunteer。

A student has proposed that the university gym should provide more free group classes like yoga and karate to students. In the conversation, the girl thinks that this is a great idea. She says that first, she and her friends have been to group classes before and they find these classes a lot more fun than doing sports alone. Secondly, she says that a lot of students will volunteer to teach these classes. So the classes can be offered free of charge. They can even ask teachers from the city gym to come and teach voluntarily as well.

#### 3-2

阅读：一个学生向学校写信，希望允许学生在校内停车，原因：（1）不允许学生停车，学生会不方便；（2）学校建设新的停车场，可以解决停车困难的问题。

听力：女生反对，原因：（1）学校外有 bus station，而且公交车频率高，又可以去市区很多地方；（2）原有的空地，学校打算建新的实验室，也没有其他空地可以做停车用

A student has written letter proposing that the university allow students to park their cars on campus but the woman in the conversation opposes this proposal. First, the student in the letter thinks that this new change will make things a lot more convenient for students who drive to school. However, the woman in the conversation is against the idea. She says that taking the bus to school is very convenient too. There's a bus stop right outside of the school and the bus runs frequently. Students can also take the bus to downtown or other places. Second, the student in the letter thinks that the university needs to build a new parking lot to meet the high demand of parking spaces on campus. The woman in the conversation, on the other hand, argues that the empty lot on campus will be used for the construction of new laboratories and there is really no more space on campus for more parking lots. For these reasons, the woman disagrees with the student's letter of proposal

#### 3-3

阅读：学校要求大学生都要选一门艺术课（music, theater 等），但学生写信觉得不应该强制，因为有一些学生在校外自己已经学了艺术课了，例如写信的学生他自己就在校外学了 violin；而且学生可以提交 sample of their work 来证明自己学过。

听力：学生不同意信里的学生的意见，觉得学生有必要强制学习一门艺术课。理由（1）就算你在校外已经学过一门艺术课，也可以学别的 art course，比如学 music 的可以学

photograph, 这样可以 explore different areas ; 理由 (2) professors 都很忙的, 没时间看那么多所学生 submit 的 sample。

1 The university is going to require everyone to take a class in an arts-related field such as music, theater and so on but a student has written a letter opposing this new policy, and the student in the conversation disagrees with the student in the letter. First, according to the letter, many people are already taking arts-related classes off campus, which means the university's requirement is really unnecessary for most students. However, the student in the conversation thinks that this new requirement will give them the opportunity to explore their interest and potential in different areas of arts even if they have already taken something else elsewhere. Second, the student in the letter proposes that they should submit samples of their artwork to prove to the university that they have already taken such classes. The student in the conversation, on the other hand, argues that most professors are too busy to go through students' sample work. For these reasons, the student in the conversation disagrees with the letter of proposal.

2 In the letter, a student has expressed his disagreement towards the university's decision to require each student to take at least one art course. The student says that he has already taken a violin lesson outside the university so for him and students like him, they don't need to take any more art courses in the university. They can just submit their work for evaluation by the university faculty. However, in the conversation, the woman disagrees with what the letter says. She says that there are a range of art courses offered, so even if a student has taken one course outside the university, he can still take another different course in the university. Moreover, regarding the evaluation process, she says that it's not realistic to expect professors to have the time to do so because they are all very busy.

3-4

阅读: 学校通知下学期将为即将毕业的学生开设 interview skill workshop, 会请外面的职业人士来学 校模拟 interview, 帮学生更好的准备以后找工作。

听力: 对话里两个人都很喜欢这个 program, 因为(1)附近的其他学校都没有开设这个 program, 所以他们会变得 competitive ; (2)除了能教你 skill, meeting and chatting with 这些不同行业的人能够 build up connections, 未来可能再见到同样的雇主。

问题: 总结男生观点

The university is planning to offer an interview skills workshop to all students starting next semester and the man in the conversation agrees with this new policy. First, according to the university, students will get to learn skills that will help them succeed in a job interview through the program, and the man in this conversation likes this idea. He also thinks that students will become more competitive in the job market than other students because no other schools in the area offer a similar program. Second, the university will invite professionals from different industries to simulate interviews for students at the interview skills workshop, and the man supports this change too. He believes this will be a great opportunity for students to learn tips from these professionals and to build up connections with them. Possibly in the future, students might get a job offer from one of these professionals. For these reasons, the man in the conversation is in favor of the university's new policy.

## 3-5

阅读：学生写信限制诗歌课的人员数量，控制在 15 左右。(1)可以让学生能够更多 get feedback from professor;(2)控制的方式可通过选 TOP 15 的学生，被选出的学生一般都是对课程 serious

听力：女生同意。这样可以保证上课的质量，下学期会有更多学生选这门课。

A student has written a letter suggesting that the university should limit the number of enrolled students in the poetry class and the woman in the conversation agrees with this proposal. First, the student in the letter believes that students in a smaller class can get more feedback from the professor. The woman in the conversation also supports this because in the past when there were more people in the class, it was difficult to get the personal attention students needed. With fewer people in the class, students will have the opportunity to learn better and the quality of the class will improve. In addition, the student in the letter proposes that the university enroll the best fifteen students who are really serious about the poetry class to ensure best learning results. The woman in the conversation finds this idea helpful because there will be more competition in this class among students who care about and want to do well in this class. Therefore, the woman is in favor of the student's proposal.

## 3-6

阅读：艺术学生的作品应该挂在图书馆。

听力：一个女孩子在 listening part 里强烈赞同这个观点，她指出很多时候作品挂在很远的画廊大家都懒得去，挂在图书馆大家方便看到，还说图书馆是新建的，需要艺术品去充实它。

A student has written a letter suggesting that the university display the work of art students in the library and the woman in the conversation supports this proposal. First, the student in the letter thinks that this new arrangement will give art students more opportunities to show their work. The woman in the conversation agrees because a lot of artworks made by art students used to be displayed at the gallery which is far from the campus center and attracted very few visitors. With this new arrangement, art students will get more recognition for their work. Second, the student in the letter argues that those artworks will decorate the library well. The woman also likes this idea. According to her, the library was recently built and is still quite empty on the inside. She often goes to the library and believes that the library will look much better if there are more artworks decorating the place. For these reasons, the woman in the conversation is in favor of the student's proposal.

## 3-7

阅读：University theater 公告，即将禁止在剧院里进食，因为 (1)噪音对其他观众造成干扰；

(2)有人丢垃圾。听力：女生同意该建议，因为 (1)某次有人在剧院吃爆米花；(2)很少有人会在中场丢垃圾，所以散场后不会带走垃圾。

The university will no longer allow food in the theater and the woman in the conversation agrees with this new policy. First, according to the university, disallowing food in the theater will improve the audience's experience during the show. The woman in the conversation agrees

with this because eating in the theater creates lots of noise and distracts the audience. For example, there was a time when she was watching a show in the theater and someone was eating popcorn. The sound of chewing prevented her from enjoying the performance. In addition, the university believes that the new policy will make the theater a clean, garbage-free environment. The woman in the conversation likes this idea too. She says that most people don't really take out their trash during the intermission. As a result, they just leave their garbage in the theater. For instance, she remembers seeing someone leave their popcorn box in the theater after the show. For these reasons, the woman in the conversation supports the new policy.

3-8

阅读: house changing 出了搬宿舍的 Notice, 把 B 宿舍楼专门留给大一的新生, 其他年级的搬到新的宿舍。

听力: The man thinks it is great. (1) 新生更快的 get used to university, 新生和新生生活在一起更好。回忆说自己刚来学校的时候和学长们住在一起有不方便; (2) 女的问他说你不觉得搬宿舍很麻烦? 他说搬到新宿舍没什么不好的, B 虽然好但是毕竟是旧了, 他们要搬到新的宿舍, 房间更大, 更舒服, very exciting。

The university is going to require all the freshman students to live in the same residence hall and move students of other classes to other dorm buildings and the man in the conversation finds it a great policy. First, the university believes that the new policy will allow freshman students to get used to the environment on campus more quickly. The man in the conversation agrees with this idea. When he just started college, he used to live with upper classmen. He didn't have the opportunity to get to know other freshman students and the campus; it'd be better if he lived with other new students. In addition, according to the university, the dorm buildings for upper classmen will be newer than the original one. The man in the conversation also feels excited about this change. He says that the residence hall they're living in is quite old and the new buildings they're moving into are much bigger and more comfortable. For these reasons, the man in the conversation favors the new policy.

3-9

阅读: from school's newspaper, the Student Health Center will be closed for there will be a new hospital not far away. 好处: (1) 原来的 health center 设备比较旧, 没有存在的必要了, 新的医院设备先进; (2) 对学生不会造成很大的影响。

听力: 女生反对。 (1) 会给学生造成 long term influence, 开车去那个医院要 10-15 分钟, 有些人可能没有 transportation 或者 too sick to drive; (2) 设备其实不太重要, 因为学生们一般都是小病, like cold, flu or sports injury, 不需要去医院。如果学生因为距离远而懒得去, 也可能以后小病也会酿成大病。

The student health center will be closed, but the woman in the conversation opposes this new change. First, according to the university, the equipment at the health center is outdated whereas the newly-opened hospital not far away from school has better, newer facilities. However, the woman in the conversation thinks that the facilities are irrelevant here because most students go to the health center for minor illnesses such as the cold, the flu, or sports injury. Students don't really need to go to a hospital for those problems but still need some medical attention. In addition, the university believes that the change won't really make a difference to students' life. The woman in the conversation, on the other hand, argues that closing the student health

center not only creates inconvenience for students but also poses certain risks to patients because some students might not have a car or might be too sick to drive there. For these reasons, the woman disagrees with the university's new plan.

3-10

阅读: school will eliminate event report and review on newspaper. 因为 student can go on school website to get information, 且没有学生自愿写 event review °

听力: 学生反对。(1) paper version is easy and convenient. Students can get newspaper anywhere around campus, 放到网上就没人去看了; (2)学校可以 pay 给学生写 review, 那么参与的人一定多了, 而且学校也有这个 budget。

The university is going to eliminate the campus event report and review section in the newspaper but the student in the conversation disagrees with this new policy. First, according to the university, students can go to the university webpage and get the information they need about these events. However, the student in the conversation thinks that students can get the newspaper anywhere around the campus, but if the information is now only available online, most students won't really bother to check it out. In addition, the university thinks that barely any student is willing to write reviews for those campus events, which makes it unnecessary to keep the section in the paper. The student in the conversation, on the other hand, says that the university should provide a small financial reward from their budget for students who write reviews for these events and a lot more students will be incentivized to write reviews for these events. For these reasons, the student in the conversation opposes the university's new plan.

3-11

阅读: 有人给学校写了封建议信, 刊登在学校的报纸上。学校附近有一个小咖啡厅, 提供饮料和小 cookie。这是非常好的, 但是有两个建议, 一个是提供一些耐吃(可以吃饱)的食物, 三明治等等; 一个是建议多一些轻音乐。

听力: 女孩说觉得这个建议非常赞啊。说那里是休息的一个好地方, 吃点东西什么的太便利了。但是饿的时候小 cookie 没有用, 如果有一些其他的吃的, 就不必再横穿校园买东西吃; 然后音乐太吵了, 自己在那里完全没有办法集中注意力看书, 只能回宿舍。

The student letter suggests that the school cafeteria should provide food that can stop hunger, like sandwich, in addition to the beverages and cookies that are currently served. It also suggests that the cafeteria should play more light music. In the conversation, the woman agrees with these suggestions. She says that first, the cookies and beverages currently available in the cafeteria don't really help much when she's hungry. She needs to eat something that can fill her up quickly. Sandwich is a good choice. Secondly, she says that the music in the cafeteria is too noisy. Many times she has to leave the cafeteria and go back to her dorm to read.

3-12

阅读: 教授有个 special assignment, 去 museum 看 ancient Egypt 的 sculpture。两个好处, 第一会 make more sense than the textbook; 第二, 做这个作业博物馆会给学生 discount (半价)。

听力: 女生很喜欢这个 assignment, 因为: 第一可以近距离看雕塑而不是只是书上的图片; 第二, 印象深, never forget; 第三, 她好久之前就想去这个 museum, 但是因为太贵, 这次正好有 discount。

The reading passage is a special assignment given by the professor. It asks students to visit the museum and write a paper about the Egyptian sculptures being exhibited there. In the conversation, the woman likes this new assignment. She says that the trip to the museum can allow students to observe in close distance the sculptures mentioned in the textbooks. This will make the students more impressed with the sculptures they are studying. The woman is also excited at the possibility of going to the museum free of charge/at a discount. She has wanted to go to the museum for a long time, but she cannot afford the high admission charges.

3-13

阅读：学校通知，学生要在开学 5 周以后才能申请换宿舍。

听力：男生是支持的观点。一是因为这样可以确保足够的房间并且合理进行安排。二是因为每次新学期一开学，很多人因为要和朋友搬的近一点之类的原因换宿舍，所以刚开学那一阵子总是很吵，而在这 5 周内重要的事情做。这样有助于维持环境稳定等等。

The university has announced a new policy that students aren't allowed to file an application to change their dorm rooms until the fifth week of the semester, and the man in the conversation agrees with the new policy. First, the university explains that the new policy will give them sufficient time to make appropriate living arrangement for all the residents. The man finds it a good idea because now students won't have to worry about not being able to have a room after their application or being assigned to a less ideal living arrangement. Second, according to the university, the new policy will make the dorm a better environment for students to live in and study. The man also supports this because students tend to have a lot of things to do in addition to filing applications at the beginning of the semester, which creates a lot of chaos and noise at the dorm. The new policy will make the dorm a quieter place. For these reasons, the man is in favor of the new policy

3-14

阅读：学校要求学生必须为小区服务满 10 小时，对 community 和学生都好。

听力：一女生持反对意见：（1）会导致 resentment，志愿者应该被鼓励而非强制；（2）交通不便。那些 community 很远，走路不方便，且大多学生没车，公共交通也不普及。

The school has announced a new policy, requiring each student to complete at least 10 hours of community service before they can graduate. In the conversation, however, the girl disagrees with this policy. She argues that community service should be voluntary. Students should be encouraged to take part in community service, not required to do so. So this policy is going to cause resentment among students. Furthermore, she says that many community service programs are located far away from the school. Most students do not have a car and public transportation is not convenient either. So this new policy is not practical.

第二级

3-15

阅读：学校要来一个节电比赛，看谁用电少，赢者奖励披萨派对。

听力：女的说这很好啊，应该节电的。还说应该贴小纸条「随手关灯」在开关旁边。男的

说：不是每个人都感兴趣。女的说：就算他们对节电比赛没有兴趣，也对批萨派对有兴趣，为了赢，他们就会节电了。

According to the announcement, the university would like to host an energy conservation competition among all residence halls on campus. The woman in the conversation is in favor of this new plan. First, she believes it is necessary for all students to be aware of environmental issues and make an effort to save electricity. She would also like to stick notes to all light switches at the dorm to remind other students to turn off the lights as they leave their places. Second, she thinks the free pizza party is a great way to incentivize students to participate in energy conservation even if some of them may not be interested in saving electricity. For these reasons, the woman agrees with the university's new plan.

### 3-16

阅读：学校要建新教室，有人写文提议在边上建个小卖部，方便同学；而且还没开工也容易加入方案。

听力：学生反对，因为上课吃东西分散精力；而且虽然没开工，但是改变设计还是要花钱。

The school is planning to build a snack center in the school's new science building because the existing snack center is far away from the building. In the conversation, however, the man disagrees with this plan, and he gives two reasons. First, he says that if this snack center is put into use, then many students will take food into the classroom. This will disrupt classroom teaching because there will be chewing noises, so the teachers will be annoyed. Second, he says that it's costly [comments by doufujijingt.com: something about costly/expensive, not sure whether it's the food that's costly or if it's the construction of the snack center that's costly. Please listen carefully to the conversation in real exam.]

### 3-17

阅读：学校的建议书。学校图书馆很有用 但是很难操作，学生不知道怎么用，有人建议学校开设课程（library training day），教学生怎样使用资源和查找图书，并且在课程结束的时候做一个作业，确保学生们都学会了。

听力：男生反对这个计划，因为（1）现在大多数人直接用自己的电脑连接网路查资料；

（2）即使需要用到图书馆订阅的 journal，也可以用自己的电脑联网找，不需要他们；

（3）新生本来就很忙了，heavy load of homework，还给他们布置作业，只会让他们更忙。

A student has written a letter proposing that the university arrange a library training day to show freshman students how to navigate the library research tools but the man in the conversation dislikes the proposal. First, according to the letter, this program will provide an opportunity for students to learn to use those great resources at the library. However, the man thinks that most students do their research online on their own computers these days and have access to library journals on the internet as well. Thus only a few people need to use those research tools at the library. In addition, the student letter also proposes an assignment by the end of the training day to make sure that all students have understood how to use the tools. The man in the conversation, on the other hand, believes that freshman students are already busy with a heavy load of homework and it's unnecessary to give them additional assignments. For these reasons, the man opposes the

student's proposal to the university.

### 3-18

阅读：学校的新政策就是晚上十点以后不准大声喧哗 “quiet hour”。

听力：女生同意：（1）她一般在图书馆看书，dorm 经常有 party。这样就也可以再 dorm 看了。（2）第二天有早课的同学需要早睡，太吵了就没办法早睡，这样就好很多。（3）改善同学关系。之前她又一同学老跟室友吵架就是因为晚上吵。这下不会了。而且学校告诉学生比学生自己跟一个同学说好很多。

The university has designated quiet hours which are in effect after ten p.m. every day in the residence hall and the woman in the conversation supports this new policy. First, according to the university, the quiet hours will make the dorm a better environment for students who study at night and the woman likes this idea. In the past, she had to study in the library at night because there were lots of parties and noise in the dorm. With this new policy, she will be able to study in her dorm room at night. In addition, the university believes the new policy will ensure that students can go to bed early at night. The woman also finds this good news for all residents. For example, many students who have morning classes will be able to go to classes refreshed in the morning. Besides, her relationship with her roommate will also improve since they used to fight about not being able to sleep due to the loud noise in the room. For these reasons, the woman is in favor of the new policy.

### 3-19 【康老师】

关于学校 stop serving junk food in dining hall,男生不同意。一：这是没有必要的。学生已经很健康了，学习完以后吃点零食是挺好的，尤其是 finishing paper 以后，女生说对啊，比如 icecream 什么的。二：就算我们不在学校买也会到校外的 store 去买，而且更贵，根本就不钱

A student has written a letter to the school demanding that the school stop serving junk food in the dining hall because it is not healthy and also quite expensive. In the conversation, the boy disagrees with this idea. He says that most of the food served in the dining hall is healthy. Even if students occasionally have some junk food there, it is not dangerous. He adds that last time, he and his friends had ice cream in the dining hall after they'd all finished their paper, which was nice and fun. Next, he argues that if the school stopped serving junk food, students would still buy it off campus from other stores, which would be even more costly.

### 3-20 【康老师】

阅读：有人建议学校建的新 computer lab，因为旧的 computer lab 太挤，排队得等好久，另外学校 literature building 里面有位置正好可以用来建新 lab。

听力：woman 的观点是同意这个方案，这样就不会等太久以至于迟到，因为她自己就经常排很久的队才能进去写作业；另外学校的 literature building 这个地点很好，literature 的学生经常要用计算机写论文，学生在他们上课的教学楼里写论文比较方便。

### 3-21

阅读：因为学校车位不够用，要取消一年级新生使用 parking lot 的资格。

听力：男学生不同意，主要原因有：

(1) freshmen 里只有 85 个人有车要 park，根本缓解不了问题。



(2) 高年级的需求远远大於 100 个，而且将来的需求只会越来越多。

(3) 应该把荒废的 football playground 改建為停车场才能解决问题。1 The university has made a new parking policy in order to reduce the traffic problem on campus. The new policy says that first year students are not allowed to use the parking lots on campus. However, in the conversation the man disagrees with this policy. He says that freshmen only constitute a small number among those who apply for school parking. To ban freshmen from parking on campus won't help solve the problem. In addition, he says that demands for school parking far exceed the available space, so the school should consider converting the empty space behind the old football field into a new parking lot to meet students' parking needs.

2 The university will no longer allow freshman students to use the parking lot on campus and the man in the conversation disagrees with this new policy. First, according to the announcement, there aren't enough parking spaces in the lot for all the students, so the university would like to reserve the spaces available for senior students. However, the man in the conversation argues that the demand for parking spaces among freshman students is much less than that among senior students. Disallowing freshman students to use the parking lot doesn't really help with the problem of over-demand. In addition, the university thinks that the new policy will discourage freshman students from driving to school so eventually the demand for parking will decline. The man in the conversation, on the other hand, thinks that demand for parking will inevitably increase in the future among students and the university should transform the abandoned football playground into a new parking lot in order to truly solve the problem. Therefore, the man opposes the university's new plan.

3-22

阅读: announcement—the university is going to cancel its lecture series

reason 1: low students' attendance rates

reason 2: too expensive to pay for the professor's housing

听力: the man disagrees

reason 1: he personally has a good time there. the really problem is the advertising—the university only puts the information on its website and not too many students get to see it, what the university should do is to hang out posters which can be seen everywhere on campus.

reason 2: the university can use the empty dorms to accommodate the professors instead of arranging them in hotels.

1 The school has planned a series of lectures given by professors from other universities. But it has decided that these lectures be cancelled due to low attendance and high expenses. However, in the conversation, the boy disagrees with this decision. First, he argues that the low attendance rate is due to little publicity. The school should advertise the lectures on the school website and hang posters everywhere on campus to let more student know about the event. Second, he explains that the expenses can be reduced significantly if the lecturers can be invited to stay on campus and not to stay in expensive hotels.

2 The university is going to cancel its lecture series and the man in the conversation disagrees with this new policy. First, according to the university, the attendance rate to these lectures is too low, which is a waste of the university's resources. However, the man in the conversation thinks the

lecture series is great but the university hasn't advertised enough about these lectures. The university has only put up information about the lectures on the website, which not many students have seen. The university should hang posters about the lecture series everywhere on campus. Second, the university says that professors, housing is a huge financial burden for the university. Canceling the lecture series will save some money for the university. The man in the conversation, on the other hand, thinks that the university can arrange accommodation for the professors in the empty dorm rooms on campus instead of paying for expensive hotel rooms for the professors. For these reasons, the man in the conversation opposes the university's new plan.

### 3-23

先看了一个老师发的通告。通告中说，从下学期开始，每三次作业以后要安排一个单独和老师见面的机会。考试后，老师会单独和每个同学谈话，分析试卷，这个时候同学可以就同样的问题和关系的话题提问。然后出现连个同学就这个通告进行讨论。

女：你看到通告了吗

男：看到了

女：你觉得怎么样

男：我觉得好极了。你不觉得吗？

女：我不知道。

男：这样很好啊，老师和你一起讨论试卷，你就可以问任何你不懂的问题。平时拿到试卷，有的问题你不明白为什么错，但是又好意思问，怕老师觉得你在抱怨。尤其是你分数比你想象的低的时候。这次正好有了个机会可以和老师讨论试卷，还不会让老师误会，因为你只是做了他让你做得事情。

女：听起来好像是这样。

男：一对一单独谈话的好处就是你可以问任何你感兴趣的问题。这在平时是很难得的机会，尤其是在很多人一起上课的情况下。

The university announcement says that beginning from next semester, students are required to have an individual meeting with their professor after every three exams. In this meeting, the professor will talk about the student's exam paper and the student can also ask questions about it. In the conversation, the boy thinks that this is a great idea. He says that by discussing about exam papers with the professor, students can know exactly why they've done some questions wrong. A private meeting with the professor is also a great chance to ask the professor questions on any topic the student may be interested in. Students often want to ask more questions but they hesitate to do so when they are in a big class with other students.

### 3-24

一个学生写信给学校说应高增加 theater 的座位，因为现有的座位满足不了同学们看 play 的需求。女的反对说 1. 你装啥啊，一年才去看几回 play，而且每回去人也不多啊，所以根本没必要。2. 太费钱，学校又要欠债了，拿啥还。

1 The reading material is about a plan that the university wants to increase the seats of the theater for two reasons. Firstly, many students fail to get the tickets because the insufficient seating capacity of the theater. Another reason is that once the seats are increased, there where be more profits can be earned by the tickets. The female student disagree with the plan. Because the theater has never been occupied completely despite the few seats. Besides, the high costs for increasing the seats cannot be retrieved in one or two years, so it's unreasonable to do so.

2 The university is planning to add more seats in the Anderson Theater on campus and the woman in the conversation opposes this proposal. First, the university believes that there aren't sufficient seats in the theater and a lot of students have been unable to go to the shows they'll like to see because they can't get a seat. According to the woman, however, most shows at the theater are not sold out and have empty seats available, so it's unnecessary to add more seats in the theater. Besides, the university would like to use the additional income from selling more tickets at the theater to fund itself. The woman in the conversation also disagrees with this idea because the construction at the theater is a big investment and it will take a long time for the university to recoup the construction cost. Thus, the woman disapproves the new plan.

### 3-25

【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。

1 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.

2 A student has written a letter proposing that the university remove the television in the dining hall and the man in the conversation disagrees with this proposal. First, the student in the letter thinks that the television is a distraction for students who are trying to read at the dining hall. However, the man in the conversation argues that the dining hall is a place for students to relax and students who would like to read should go to the library where it's always quiet. In addition, the student in the letter believes that the television at the dining hall also prevents students from having real social interaction with each other because most people would just stare at the large screen and don't bother to initiate conversations with others. The man in the conversation, on the other hand, says that whether students would like to watch TV or talk with other people at the dining hall is their personal choice. The university doesn't have to be responsible for their personal choice. For these reasons, the man opposes the student's proposal.

### 3-26

【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。The university dormitory is going to hire twenty-four-hour technicians in order to provide technical support for students' computers and the woman in the conversation is very happy about this new policy. First, according to the university, the new policy will give students immediate assistance with their computers whenever they need it. The woman in the conversation finds this very helpful since students will no longer have to go to the library when their computers encounter some technical issues. In the past, she and her friends had to go all the way to the library to work on their papers if there were some problems with their computers, which was really inconvenient. Second, the university will offer a fifty percent discount on boarding fees for those resident technicians. The woman in the conversation likes this offer as well and is considering applying so she will be able to save a lot of money on housing. For these reasons, the woman in the conversation supports the new policy.

3-27

【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.

第三级

3-28

【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.

3-29

【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.

3-30

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。微信：托福小星星

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.

### 3-31

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.

### 3-32

【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儿干。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.

### 3-33

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.

### 3-34

【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 it 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 high-tech, 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.

3-35

【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.

3-36

【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 off-campus 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.

3-37

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 checked-out 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 checked 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.

### 3-38

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.

## Task4

### 第一级

#### 4-1

阅读: niche constructions。

听力: 南美丛林某种蚂蚁只栖息在一种树上, 需要某个 specific kind of tree to build nest, 且吃那种树的叶子。有其他树或植物在附近生长的话, 蚂蚁就回去放毒, 杀死他们, 来确保有足够的空间和 nutrients for the trees to grow。这样就他们赖以生存的树可以很好地生长, 获得更多资源, 进而枝繁叶茂, 而蚂蚁的领地也不断扩大。

The reading passage defines a term called niche construction. It means the process in which an organism alters its own environment to increase its chances of survival. The lecture then provides an example. A species of ant (comment by doufujijing: possibly “the lemon ant”) lives in the forest. The lemon ants make their homes in the bodies of a specific type of tree, feeding on its leaves. To ensure the prevalence of these trees, the lemon ants would try to suppress the growth of other trees and plants growing nearby. To do so, the lemon ants would release a poisonous chemical which would kill the “unneeded” trees or plants. Since the lemon ants’ home trees do not have other plants to compete with for resources, they can grow prosperously, which means the lemon ants’ habitat can be safely protected and expanded.

#### 4-2

阅读: 老师对学生的预期会对其产生什么影响

听力: 教授教 6 年级学生数学, 因一学生衣着邋遢还将其分到 lower rate group 而不是 advanced group, 学生不积极考试也是勉强通过。与其前老师沟通才知道他数学很好, 将其换到 advanced group, 经过一段时间, 该学生开始积极发言, 并且最终表现很好。

The term ‘pygmalion effect’ refers to the phenomenon in which people’s performance improves when greater expectations are placed upon them, especially those from their teachers. In the professor’s example, when the professor was teaching math to a class of sixth graders, he divided the students into two groups, one of which was composed of students who demonstrated advanced performance in class whereas the other was formed by students who didn’t do so well on math. He also assigned one of the students who seemed sloppy and inattentive to the group of low performers because he assumed the student to be bad at math. The student indeed turned out to be uninterested and barely passed his tests. Later, the professor was told that the student was actually quite good at math and he moved the student to the group of high performers. The student’s academic performance improved significantly thanks to higher expectations from the teacher.

#### 4-3

阅读: 一个全新的产品, 第一家公司做广告之后, 第二家公司过段时间 follow, 出一款类似的产品, 有一些变化, 但是本质没有变, 效益比第一家的好这种现象。

听力: 教授举例, 有一款游戏 video game, 要用到手柄操作。一个公司创新推出新产品, 可以 Body control 的, 只要移动身体就行, 比如打 baseball, 人就手臂摆出 swing 的动作就好了。此游戏一出, 市场反应好, 马上就有公司 fast following, 也推出一样的游戏, 只不过 improve 了他们的 graphic quality。所以顾客更多的买第二个公司出的产品了。

The term “fast following” refers to a business strategy that a company copies an existing product released by another company with slight modifications or upgrades. The professor uses the example of a video game to illustrate how fast following is able to gain more sales for the upgraded product. A company released a new video game using actual human body control to replace the traditional control stick. For example, if the user was playing a baseball video game, he simply had to move his body and swing his arms like he was actually playing with a baseball bat. Soon after this new video game came out, another company used the fast following strategy by copying the majority of the design of this video game with an upgrade in the graphics quality. As a result, the new slightly upgraded product was able to sell better than the original one.

#### 4-4

阅读：解释了 experimental archaeology 的定义和用处。听力：professor 在 lecture 里提供了一个具体的使用这种 experimental archaeology 的例子，说考古学家为了弄清一个古代一个民族是否能从 mainland 渡船到 ocean，就使用了当时那个时代能用的 wood, rope 造了船，这能度过 ocean，证明 mainland 上的居民是可以移动到小岛上的。

The term “experimental archeology” refers to the study of archeology usually through creating copies of historical structures using only technologies and materials available at a certain time in the history. The professor uses the example of archeologists studying an ancient tribe to show how experimental archeology can be used to test their hypotheses. Some archeologists were wondering if people in this ancient tribe were able to travel from the mainland through the ocean to an offshore island so archeologists adopted the techniques in experimental archeology. They replicated a boat using wood, ropes, and other materials which were available at that time in history. As a result, the replicated boat was able to sail in the ocean and transport people from the mainland to the offshore island. Hence archeologists’ hypothesis about this tribe was validated.

#### 4-5

阅读：Facial feedback。表情可以引起人们情绪改变。

听力：两组实验对象，一组做数学题的时候被告知保持微笑，另一组被告知皱眉头。前一组试验结束后情绪好，后一组心情糟糕。结论：表情可以是情绪变化的原因，而不是结果。

The term “facial feedback” refers to a phenomenon in people that our facial movement can influence our emotional experience. The professor uses an experiment as an example to explain how we can change the way we feel by changing our facial expression first. In the experiment, two groups of students were asked to solve a math problem. The first group of students was required to keep smiling while they were solving the math problem whereas the other group was told to frown in the entire process. Both groups of students had to solve the same math question but the experiment results were very different. The group that was asked to keep smiling while solving the math problem felt happy in the process and said that they actually enjoyed solving the problem. However, the other group that was asked to frown while solving the math problem said that they felt tortured and really unhappy in the process.

#### 4-5

阅读: kinesthetic teaching 是教学方法里挺好的方法, 通过让孩子使用 physical operation , 例如摆弄 某些玩意, 从而学习知识, 更加 active, 记忆深刻, 并且 have fun.

听力: 教授讲了自己当年教育小孩的经历。一开始他 hold a big clock, 教学生看时间、问学生是几点了, 学生 they felt boring and were just staring at the clock, ignore him. 于是, 他带学生玩一个游戏, 叫"Human Clock Game". 用一个纸板画成表的外框, 让一个同学拿着这个外框装钟表, 另一个同学用手臂当表的指针, 然后让学生上前面用胳膊 表示出老师说的时间, 并且 put his hand on the shoulder of the child stand in the core of the circle. 中心的小孩就开始报时: “三点钟! ”。他们的积极性都被调动起来, 都很喜欢这个游戏, 让学习变得有效。题目: 要求你介绍老师的这个方法

The term “kinesthetic teaching” refers to a teaching method that allows learning to take place by students performing physical activities themselves instead of just listening to the lecture. In the professor’s example, when he was teaching kids to tell time a while back, he demonstrated by holding a big clock in front of the class. However, most students felt bored and were just staring at the clock, not really participating in the activity. Then, the professor invented a human clock game that required a student to actually use their arms as the hour hand and the minute hand on a dial. The student had to display a time assigned by the teacher using their arms and other students had to tell the time according to the human clock. As a result, all the kids in the classroom felt excited about the game and were actively engaging in the learning process.

4-6

阅读: Signal redundancy ° It means an animal has more than 1 way of communicating with

others. 听力: 举了一个 deer 的例子, 一般情况 deer 遇到敌人(1)会竖起尾巴或者; 另一个方法是 (2) 跺脚 make noise 通知那些看不到它竖起尾巴的同伴, 最后他们都逃离了敌人。

The term “signal redundancy” refers to a phenomenon that animals repeat and convey a message through different sensory channels to other animals. In the professor’s example, when deer are in danger, they usually display more than one signal alerting other members in the group of potential threat. For instance, they will hold up their tails and wag their tails from side to side as if they’re waving a flag. The tail flag serves as a visual signal to other members. In addition to sending visual signals, deer also send an auditory signal to alert other members of danger just in case some deer aren’t able to receive the first visual signals in time. When a predator is near, some deer will lift their forefoot and stamp downward with a great force, which makes a lot of noise so that other deer can hear the warning and escape quickly.

4-7

阅读: false consensus, 一般人都 assume 他们自己的行为 (activity), 观点 (believe) 等能代表大多数人的意见。

听力: 一个 Professor 作了一个实验。问一群学生, 你们愿意不愿意在 Library 里大声说话。根据不同的答案把他们分成两组。group 1 :yes, assume others are willing to talk in the library like them. 另外一组说 refuse, 自然是认为别人也不会去 Library 里说话。

The term “false consensus” refers to a bias in people to overestimate the extent to which their beliefs or opinions are representative of those of others. The professor uses an experiment as an example to explain how people are easily susceptible to this bias. In the experiment, a group of students was asked to answer the question whether they were willing to talk in the library and they

were divided into two groups based on their response. Then, both groups of students were asked again regarding how they assumed other people's opinions about talking in the library. It turned out that those students who would talk in the library assumed that others would be willing to talk in the library as well whereas those who wouldn't talk in the library assumed that other people wouldn't talk in the library either. In other words, both groups of students assumed their own opinions to be the consensus of the group.

4-8

阅读: Teacher-learned center, students play a more active role。大意是, 以前传统的教学方式就是 老师讲, 学生听, 这样学生参与度不高, 积极性差。听力: 然后教授举例, 自己的女儿 Anna 学吉他, 开始老师也是示范给她看, 她虽然有兴趣, 但是 会走神。后来老师改变方法, 让他女儿选自己喜欢的曲子, 然后教她, 此女孩立马变积极, 练习 也变多了, 进步很快。

The phrase “student-centered teaching” refers to an unconventional teaching technique that students can choose what they will learn and students' voice plays a central role in the classroom. The professor uses the example of teaching his own daughter to play the guitar to show how student-centered teaching works more effectively than mere demonstration by the teacher. The professor was teaching his daughter how to play the guitar. At first, he demonstrated to his daughter. His daughter was interested but her attention wasn't completely focused and she went out of tune from time to time. Later, the professor asked his daughter to pick a tune that she liked. Then the professor demonstrated the tune to his daughter. It turned out his daughter became even more interested and engaged in the learning process because his daughter now played a more active role, which led to significant improvement in her guitar practice.

4-9

阅读: 介绍了 demand shifting 的 strategy. Two strategies of demand shift reduce the peak-peak demanding; increase the poor-peak demanding. 教授举例说他的一个在洛杉矶的朋友开了一家餐馆, 这个餐馆在晚上 7-9 点之间, 人声鼎沸, 很少有位置。有些顾客愿意等位置, 但很多人都不想等而是换其他地方吃饭。于是, 教授的朋友就 create a new deal。对于 7 点之前吃饭的顾客就免费提供 dessert。于是有些原来七点后来的顾客为了得到免费甜品, 就提早在, 并且提前结束吃饭。这样餐馆比以前更加赚钱。

The term “peak shifting” refers to a business strategy to reduce consumers, demand during peak

hours by increasing their demand during off-peak hours. The professor uses the example of a restaurant to illustrate how peak shifting makes a business more profitable. The professor's friend owns a restaurant that was always busy between seven and nine p.m. As a result, a lot of potential customers were unwilling to wait and went somewhere else for dinner instead. The restaurant owner came up with a new deal that customer who came into the restaurant before seven p.m. could receive a free dessert. It turned out a lot of customers dined at the restaurant before the peak hours for the free desserts. This new deal successfully shifted some of the peak demand to the off-peak hours and made more seats available during the peak hours, which also increased the restaurants revenue.

## 4-10

阅读: **social facilitation**, 讲动物之间一般会一起做一样的事情。而且协同作战还会让他们更团结, 抵抗外敌。

听力: 教授举了 **baboon** 做例子, 说在迁徙的时候, 如果一只口渴停下来喝水, 其他不渴的也会停下来喝, 喝完再一起继续迁徙。为什么他们要一起呢, 因为在 **dry open grass** 上有很危险的敌人, 有狮子等等, 如果单独行动太危险了, 很有可能丧命。

The reading passage defines a term called...[cNot sure what this term is. Please refer to reading passage in real exam. ] It refers to the cooperation between animals in order to defend themselves against predators. The lecturer further illustrates this term using the example of animals during migration. When a group of animals begin their journey of migration, they may encounter dangers posed by predators. In order to minimize the risk of being attacked by predators, these animals always act together. For example, when an individual member of a group is thirsty and stops to drink some water, all the other members of the group will also stop and drink water. After all members have finished drinking water, the whole group will then move on. This is because there might be predators like lions in the open grass. If an individual acts alone, it runs more risk of being attacked.

## 4-11

阅读: **masquerade defense** 的定义, 一种动物自我保护的行为, 就是变色之类的, 让捕食者不易发现, 进而忽略他们。

听力: 教授举了 **bat fish** 的例子: 当他们遇见危险, 身体和鳍伪装成死树叶(**dead leaves**)。可以不动, 随水而飘。捕食者只吃动物, 不吃叶子, 所以这种鱼就被忽略了。就自我保护了。

The term “masquerade defense” refers to a defensive strategy among animals that they mimic the look or smell of an uninteresting object in order to avoid predation. The professor uses the example of the batfish to explain how this strategy increases animals' chance of survival when their predators are near. The batfish has evolved to be very thin, almost disc-shaped so they can float easily. As there is a predator nearby and the batfish senses threat, their body shape and coloration would resemble those of a dead leaf, mostly yellow or light brown. Its disc-shaped body allows it to float motionlessly on the surface of water as if it appears to be leaf litter. Through this masquerade, the batfish is able to deceive its carnivorous predator; the predator would ignore it and continue to prey on other living animals. As a result, the batfish has a better chance to escape from predation.

## 4-12

阅读: **Audience profile**. 广告想要抓住潜在客户就得做必要功课, 在做广告之前, 先对消费者做调查, **gather and analyze**, 把广告做的更 **personal**, 了解这部分潜在客户喜欢啥, 爱好啥, 关心啥。

听力: 教授举例, 一个牛奶公司, 在做广告之前先考察他们的 **primary buyers**, 发现大多是妇女(妈妈), 她们更关心牛奶的营养而不是口味, 所以广告公司就找医生在电视上说,

他们的牛奶很有营养对孩子的身体好，然后牛奶就大卖了。

The reading passage introduces a term called “audience profile”. Advertisers need to create an “audience profile” of their potential customers by gathering and analyzing their personal interests and preferences. The lecture gives the example of a milk company. The company wanted to promote its milk. First of all, it conducted a survey by asking customers at a supermarket to complete a questionnaire. By analyzing the responses to the questionnaire the company established that housewives and mothers are the company’s primary customers. These people value the nutritional contents of milk more than its flavor. Then the company began to advertise its milk, emphasizing that it is high in nutrition like vitamins. This advertisement successfully boosted the sales of the company’s milk.

第二级

#### 4-13

阅读：机会主义者。植物界有这样一种，当一块地方的植物被不知道什么原因消灭的时候，这种机会主义植物就会赶紧占领这个地方。但是当人家本来的植物长回来的时候，这个机会主义植物又竞争不过人家，只好慢慢消失。

听力：教授的例子是：牛吃草。

Opportunistic species of plants are adapted to invade newly available habitats quickly for survival. However, they do not have the ability to compete with the original occupying species for resources so if the original occupying species return to this habitat, opportunistic species would gradually die out from the habitat. The professor in the lecture uses the example of nut grass to show how opportunistic species still provide values to the ecological system. Nut grass is considered opportunistic and difficult to remove because of their widespread root system. Yet nut grass is rich in nutrition and a great source of food for cattle. As a result, a lot of southern states in the U.S. grow nut grass commercially in order to feed cattle.

#### 4-14

阅读：tactile camouflage。猎物为了躲避触手系的捕食，会往身上放东西，这样即便被摸到也不会发现了。

听力：比如海胆，为了不让海星吃到，就在身上布满了石头贝壳，就不被发现了。

The term “tactile camouflage” refers to the ability in animals to hide themselves from animals that lack eyes by attaching surrounding objects to their body. The professor uses the example of sea urchins to explain how tactile camouflage can help them escape the predation of the starfish. The sea stars do not have eyes and they use tactile senses when foraging. The arms of the starfish consist of sensors which are able to detect surrounding prey. In order to avoid predators like the starfish, sea urchins have developed the ability of tactile camouflage. They're able to use some of their tube feet to attach and hold small shells, rocks and other debris to their surface. If the sea star senses the rocks on the surface of the sea urchin, it won't be able to recognize the sea urchin as prey immediately,



which gives the sea urchin a chance to escape from the starfish.

#### 4-15

阅读: experience goods, 人们对不熟悉的东西不会买除非真的用了以后觉得好才会买。  
听力: 教授给了个例子, 说他的 friend promotes education DVD, teachers in elementary schools 信不过, 然后他就送了第一部 video 给好多个学校, it pays off, 大家用了觉得 good quality 就都来买了。

The reading passage introduces a term called experience goods. Experience goods means goods or services whose value or usefulness can only be known after they've been used. The professor gives an example. He has a friend who sells DVD teaching material. The friend had one DVD which was excellent for teaching. At first, few people knew about the DVD and so there were few orders. Then the professor's friend gave the DVD free of charge to every elementary school in the local area. Teachers in those schools began using this DVD in the classroom and found that students liked it very much. Then more and more schools began to order this DVD. Finally, the DVD was sold all over the country.

#### 4-16 【康老师】

动物的利他主义: benefic other animals, but reduce the chance of survival. 一种生活在加州的动物松鼠, 它的主要敌人是 mountain lion. 尤其是吃母的。当她发现有危险?时候会发生一种高 pitch 的 calling 来警告同伴赶紧逃跑, 但是他的 calling 会引来 lion, 因此自己很可能被吃掉, 她牺牲了自己逃走的机会, 但是给同伴留了生路, 尤其是 family member 在附近的时候

The reading passage introduces a term called altruism. It means that an animal would sometimes do things that benefit other members of its species, even if it means reducing its own chances of survival. The professor gives an example of a type of ground squirrel that lives in California's mountain areas. Its natural predator is the mountain lion. When a mountain lion approaches, the squirrel who spots it first would immediately give out an alarm call, kind of a high-pitched sound, to warn its companion to run away. But doing this would put the signaling squirrel at a much higher risk of being eaten by the predator, because it has exposed its location. However, the squirrel is willing to do so in spite of this risk, especially when its family members are nearby. This apparently "self-sacrificing" behavior is a typical example of altruism in animals

#### 4-17

阅读: psychological risk. 一个产品在消费者心中产生了心理上的危险, 这个针对个人信仰 (personal belief) 是违背的, 这要去了解人们的 risk 去做广告才能达到更好效果。  
听力: 说某个公司卖一辆 sporty style car, 打的广告是这车能跑很快很快, 但后来发现有些人由于担心这车对环境污染严重, 所以不想买。实际上呢, 这车还是很环保的。公司发现这情况后啊, 赶紧修改了广告, 说这个车省油, 着重突出这车的 environmentally friendly, 最终导致车子卖的更多了。

The term "psychological risk" refers to a situation where consumers are concerned that a product might not fit their personal belief. This would cause consumers to hold back their

decision to purchase the product. The professor uses an example of a sports car manufacturer to show how understanding consumers, psychological risk is able to achieve desired results through advertisements. A sports car manufacturer was advertising a sports car with an emphasis on how fast the car could run. However, consumers were worried that the car might pollute the environment and thus a lot of potential buyers were holding back their decision to purchase this car. After finding out this psychological risk, the company began to advertise how environmentally friendly the sports car actually was. As a result, environmentally conscious consumers felt more comfortable about purchasing the car and the sales of the car increased.

4-18

阅读: extinction of behavior(意思是行为得不到 reward 就会停止, 最后消失) extinction, people tend to repeat their behavior when rewarded and stop when ignored.

听力: 举了个例子说明 text, 妈妈带小孩儿到 grocery, 小孩儿一看到 cookie 就大哭不止, 妈妈怕丢人妥协买了 cookie; 以后小孩儿还会这样; 妈妈为了让小孩儿停止这种坏习惯, 在小孩儿哭得时候, ignore him, allow him crying; 以后小孩儿就不这样了。

The reading passage introduces a term called extinction of behavior. It means people tend to repeat a certain behavior when that behavior is rewarded, while they tend to stop the behavior when it is ignored. The professor then gives an example. A mother takes her kid to a grocery store. The kid wants his mom to buy him cookies but mom wouldn't. So the kid starts crying and screaming until his mom gives in and buys him cookies. Then the kid learns that crying is useful and in the future, he would cry every time he wants to have something from her mom. Instead, if mom ignores her kid and allows him to cry, the kid would learn that crying is not useful, and is not likely to use crying as a way of getting what he wants.

4-19

阅读: appeasement behavior are the ones animals perform to avoid fight and ask for peace to make sure no harm can be occurred.

听力: 教授举例 wolf packs are gregarious, they share food and hunt together, but if a strong wolf takes food from others, the one that gets angry will want to fight. but instead of fighting, it will lower its head and flat its fur, this is an appeasement behavior and the stronger wolf will let it go.

1 The reading passage defines a term called appeasement behavior. A weaker member of a species often displays appeasement behaviors in order to pacify the aggression of a dominant member of its own species. The lecture then gives an example to illustrate this term. Wolves are gregarious animals. They live as a pack, sharing food and hunting together. However, bigger and stronger wolves sometimes take food from smaller and weaker members of the same pack. When this happens, the smaller wolves will not fight against the bigger ones. Instead, the smaller wolves will lower their heads and 【flap their fur, 此处不用确定, 考试时请注意听讲座】. This kind of appeasement gesture helps to pacify the stronger wolves so fighting is avoided and the smaller wolves will not be harmed.

2 The term “appeasement behavior” is a form of social behavior in which one party seeks to

pacify

the aggression of another by taking an inferior social stance in order to avoid the escalation of conflict. The professor uses the example of wolves living in packs to illustrate how appeasement behaviors help some of the members survive in the group. Wolves are gregarious animals and they usually live in packs, which means they forage in groups and share the food with each other. However, there are times when a dominant wolf takes food from other less dominant wolves. The less dominant ones can get angry and show gestures of starting a fight, which in turn irritates the dominant wolf. Then, the less dominant wolves feel intimidated and begin to show some appeasement gestures such as lowering their head or flattening their ears. As a result, the aggressive wolf would let it go and a conflict can be avoided.

4-20

阅读: the reading passage introduces a definition called impact bias, 大概就是说, 之前发生的事情会对我们的情绪发生影响, 然后 the tendency of how long and how strong 它们影响我们的 future (the tendency that people estimate negatively about the future)就叫 impact bias。

听力: in the lecture, the professor uses his daughter's experience as an example. 教授的女儿在申请学校时只有一所学校是最想去的, 因为: (1) 好朋友去了那里; (2) 教育系统狠不错。女儿说不能去的话, life is ruined. 结果最后被 rejected, 女儿当天 upset 了, 但是之后 plan summer vacation 等等就忘了不能去那间学校的事情, 最后去了别的学校, 也没有以前想像的那麼糟, 然后就 recover from that 了。

The term "impact bias" refers to the tendency in people that we often overestimate the length or intensity of our emotional reaction to future events. In the professor's example, when the professor's daughter was applying to college, she only wanted to go to her dream school; she felt that if she couldn't go to that school, her life would be completely ruined. In this case, she overestimated her pain and grief if something went wrong with her application. After a while, the professor's daughter was indeed rejected by her dream school and she was so upset. However, as she began to plan her summer vacation and distracted herself from the incident, she was forgetting the pain of being rejected by her dream school. She attended a different college instead and things weren't as bad as she had expected them to be. Soon, she recovered from her grief and moved on.

4-21

先听了一段话, 讲了动植物之间的关系, 用的蜜蜂和花的关系。先说蜜蜂和花可以互惠。蜜蜂采蜜当食物, 同时给花传播花粉。后来又说了, 还有一种情况就是不平等关系。举例有一种花有很鲜艳的颜色, 引诱蜜蜂去采蜜, 但是其实没有花蜜。虽然蜜蜂没有采到花蜜, 但是还是传播了花粉。最后问, 花的花粉可以传播, 但是蜜蜂得到了什么呢?

The reading passage introduces a term called [mutualism], which is a kind of mutual relationship in which two species benefit each other. The lecture uses the example of bees and flowers to illustrate mutualism. Bees fly from flower to flower gathering nectar. At the same time, they help to pollinate the plant. In this mutualistic relationship, the bees get to eat, and the flowering plants get to reproduce. However, some flowers, such as some species of orchids, do not produce nectar. But in order to attract the pollinator, they display bright colors which can cheat the bees. In such relationship, the bees get nothing but the flowers are pollinated.

4-22

内部竞争 (internal competition)。companies have some successful products 占据市场; 但它们

会 introduce new products, 于是 consumers 不买旧的, 买这个公司新的了。所以 internal competition 意味着同个公司内部 new products 抢了 established products 的 profits, 简单来说就是公司内部自己的新旧产品之间 竞争。但这是没办法的, 必须引进新产品, 因为新产品才能和别的公司竞争。

听力: 教授说自己当教授前是一个 automobile 公司的总监, 他们公司之前有个 top sell 的 small cars, 长得不好看但实用安全。后来别的公司的车挺时尚的, 于是他公司为了竞争也产了一款新的 more stylish 的车。于是他公司的顾客不买旧款买新款了。但这是必须的, 因为为了与其他公司竞争。

1 The term “internal competition” refers to a phenomenon in markets that existing products might face competition with other newer products released by the same company. The professor uses the example of an automobile company to explain why internal competition is sometimes necessary for a company’s profitability. The professor used to work for an automobile manufacturer which was selling a type of small cars that were reliable and safe but less stylish. Later, another automobile manufacturer released a more stylish model. In response to this competition, the professor’s company upgraded the appearance of the original car. As a result, new customers started to buy the new cars released by the professor’s company and the less stylish model had to compete internally with the company’s newer model. This internal competition is necessary for the company’s overall profitability because otherwise, the company wouldn’t be able to compete with other manufacturers in the market.

2 The reading material is about is discussing the term named internal competition, which means different companies compete with each other within an industry in order to occupy more market. In the lecture the professor gives an example of a car company he worked before. The car company had some well-sold in the market. However, as the competing company launched a new type of car into the market, they needed to produce new types as well in order to maintain the market, although large number of customers still preferred to buy cars that had already sold well in the past. The internal competition within the industry caused the company to work hard to keep competitive.

#### 4-23

阅读: emotional reasoning, 人们情绪不好的时候会认为客观事物也不好, 但其实不见得客观事物真的不好。此时, 为了避免 emotional reasoning, 人们应该问问自己有没有认为客观事物不好的证据。当发现没证据的时候, 也就没问题了。

听力: 教授举了个例子他刚加入 psychology lab 工作时, 同事之间互相邀约聚会却没邀请他, 他以为自己不受欢迎。实际上想一想只不过是大家不熟, 主动沟通后就没问题了。题

目: 教授举的例子怎么 illustrate emotional reasoning

The term “emotional reasoning” refers to a cognitive process in which people form their judgments based on whatever they’re feeling in the present moment regardless of what the evidence indicates. The professor uses his personal example to illustrate how emotional reasoning occurs and how people deal with it. When the professor first joined the psychology lab, his coworkers were hanging out together without inviting him. At the beginning, the professor just

assumed that he was unwelcomed in the lab because he was feeling so frustrated and disappointed. He judged the incident based on his emotions without sufficient information about what was really going on. Then, he changed his perception and decided to take the initiative to get to know his coworkers in the lab. He dealt with emotional reasoning by collecting more information about what others really

4-24

【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。

The reading passage defines a term called contrast effect. It means people often judge the value of something not based on its real value, but on how it compares with another thing. The lecturer then gives an example. When he was young, the professor wanted to buy/rent a house. He had looked at many houses but none of them was good enough. They were either too small or in poor condition. But one day he found a house which seemed just the right one. Compared with the houses he had looked at before, this one was much bigger and nicer. So he moved into this house. However, after a while, he began to complain about it. He felt the house was still not big enough to hold all the furniture, and it didn't look as nice as it used to. So he started to regret having purchased/rented this house and wished he could have been a bit more patient in the first place.

4-25

**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。

1 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.

2 The term "echolocation" refers to the sonar used by animals living in a dark environment that

they emit calls out to the environment and listen to echoes of those calls to determine the location of surrounding obstacles or prey. The professor uses the example of bats to explain how echolocation helps them forage and navigate in total darkness. First, a lot of insects such as moths come out at night because there are fewer predators then. However, bats have a better chance of preying on these insects thanks to the use of echolocation and are faced with less competition for food from other animals. In addition, bats have extremely sensitive ears that they can determine what the object is or how large the object is by identifying the loudness differences and the time of their echoes. As a result, they can avoid obstacles such as trees during their travel and go after their targeted prey.

第三级

4-26

【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.

4-27

【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.

4-28

**【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 term 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.

4-29

**【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 began to think that he is not well in the area, 他告诉自己仍需要改进 he determined to improve himself, 于是更加努力的工作, 提高自的能力 skills, 慢慢地 in this way, 他看到了成效, 自己也能将文档整理的很好。he felt better than before。

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.

#### 4-30

【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 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.

#### 4-31

【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.

#### 4-32

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-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 of 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.

#### 4-33

【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.

#### 4-34

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 boosting || 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 he& scientific breakthrough. These students not only paid more attention in class and became more engaged in the subject.

#### 4-35

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.

## Task5

### 第一级

#### 5-1

【学生困难】女生说她的 film study class 明天要看最后一个 film, 但是她有一个 doctor appointment so she could not make it to the lecture but she really wants to write her final paper on the last film because it interests her the most. 【解决方案】1. 男生建议她去 rent the film, 但是女生说 but she would miss the discussion on the second half of the class that her professor is very good at pointing out the techniques used, etc. 2. 然后男生说那你可以写之前看的那些 film 啊! 然后女生说但是这一部是最让我感兴趣的啊!

The woman has a film study class. She is supposed to watch a film in this class and then write a paper on this film, but the problem is that she has a doctor's appointment at the same time so she would miss the class. She could either rent this film and write about it without attending the class discussion, or she could choose a different film to write about, one that she has seen before. I would suggest that the girl rent the same film and write the paper after watching it. As the woman mentioned, this is her favorite film, and I think she cannot write a good paper on a film if the film does not interest her. Also, I don't think the woman should be worried about missing part of the class discussion. She can ask her classmates about the discussion later to makeup for what she has missed.

#### 5-2

男生在 student center 等他朋友要把书还给他, 但他朋友还没来, 他又到时间要去看医生。两个建议方案: (1)等男生看完医生再还他朋友, 但要过几个小时才能回来, 这本书他朋友急用要准备明天的考试。(2)女生告诉他刚才在图书馆看到他朋友。让女生去图书馆把书还给他朋友, 虽然有点远, 对女生来说有点不方便, 但她不介意。

The man in the conversation is going to return a book to his friend but his friend is late for their meet-up and the man has another appointment with a doctor in a bit. He can either return the book to his friend after his doctor visit or ask the woman in the conversation to return the book for him. In my opinion, it's better for the man to ask the woman in the conversation to do him the favor. First, if he returns the book to his friend after his appointment with the doctor, his friend might not have enough time to review for the test tomorrow.. In this case, his friend will be really upset and their friendship can end just like that, and the man will have lots of regrets later in his life. However, if he asks the woman to return the book for him, his friend will be thankful and the man can always make it up to the woman in the future. For these reasons, I think the second solution is better.

#### 5-3

男生的键盘被雨水泡了, 下周乐队演出, 没得用。方法一, 买旧的, 音质不好; 方法二, 用旅游的钱买新的, 但是和朋友说好去旅游, 不想失信。

1 The man in the conversation has a problem that his electronic keyboard was drenched in a storm over the weekend but he needs to perform in a concert next week. He can buy either a new

keyboard or a used one for his upcoming concert. In my opinion, it's better for the man to buy a used keyboard for his performance. First, if he buys a new keyboard, he won't have enough money for his trip with his friends. In this case, he'll end up having lots of regrets in the future because traveling with friends is always one of the best experiences anyone can have in college. In addition, if he buys a used keyboard for his performance, he will be able to not only save a ton of money but also keep his promise with his friends. He doesn't really need to worry too much about the quality of the used keyboard because most of the audience will be focusing on his skills and the harmony of the band. Therefore, the man should buy a used keyboard.

2 The man's electrical keyboard was destroyed in a storm but he needed it for a concert performance next week. He could either buy a used keyboard which doesn't cost much, or he could buy a new one using the money he has been saving for his summer trip. I would recommend the boy to buy a second-hand keyboard. A second-hand keyboard doesn't mean poor quality. With proper tuning and adjustment it can produce very nice sound. So the man doesn't have to worry too much about the sound quality. On the other hand, if he cancelled his trip with his friend to save money, he would disappoint or even annoy his friends because they have been counting on him for the trip and expect him to share some of the expenses.

#### 5-4

男学生上星期回家 visit parents, 这周学校的音乐会他要表演。有两个解决方案：(1) 回家取。但是很远, 要开好几个小时的车, 而且他这周很忙, 作业多, 还有 paper 要写。(2) 向室友借。但是室友的吉他没有他的好, 而且他还用不习惯。问你的建议和理由。

The man in the conversation left his guitar at his parents' house and he has to perform at a concert on campus this week. He can either go back to his parents' place to get the guitar or borrow the guitar from his roommate. In my opinion, it is better for the man borrow the guitar from his roommate. First, if he goes back home to get his guitar, it will take him hours to drive and he won't have enough time to take care of his assignments and papers. In this case, he might end up doing a terrible job on his studies but maintaining one's academic performance should always be the priority for any college student. In addition, if he borrows the guitar from his roommate, he only needs an hour or two to get used to playing his roommate's guitar, which will save him a lot of time from traveling back and forth between the school and his parents' place. Therefore, I think the man should just borrow his roommate's guitar.

#### 5-5

男同学遇到 trouble。他向 gym 借了球拍(racket)打球, 输球时把球拍摔到地上, 然后球拍就 damage 了, 跟人家报告后, 被告知要赔\$60。两个解决方案：(1)家里有一个一样的球拍, 全新的, 询问过可以直接拿他自己的球拍赔偿, 不过在周末之前必须送到体育馆。问题是开车回家要好 4 个小时, 如果开车回家就没有办法看他晚上喜欢的 football game 了；(2)如果赔钱, 他就没有钱买 winter jacket 了。

题目：阐述他遇到了什么问题, 然后说你会怎么选择。

1 The man in the conversation has a problem that he damaged the tennis racket borrowed from the gym because he threw the racket on the ground and was told to pay sixty dollars in compensation. He can either pay the sixty dollars or bring the brand new racket at home to school as a

replacement by this weekend. In my opinion, it is better to pay the sixty dollars straight away to the gym. First, it takes him four hours to drive back home. The time and gas alone will probably cost more than sixty dollars in this case and he won't even be able to watch his favorite football game, which makes it an unreasonable option for him. Second, if he pays the sixty dollars, he will be able to watch the football game he loves and save some time driving home. With more time freed up, he can work on his assignments or exams before the game begins, which will benefit his academic performance. For these reasons, I think the man should go with the first option.

2 The man has broken a racket he borrowed from the gym and is supposed to pay 60 dollars in compensation. He can replace the racket with a new one he has at home, or he could pay the compensation using the money he has saved for a winter jacket. I would recommend the boy go home and bring the new racket to the gym. This way, the man wouldn't have to spend 60 dollars, which is quite a big amount. And I think he probably needs the money to buy the winter jacket he mentioned to get through the cold winter. As to the game he would miss if he drives home, I think he can make it up by watching the recorded match on TV some time later.

#### 5-6

女生的室友要转学了，两人一起租的 apartment 就只能由这个女生自己一个人负担，很困难。男生建议女生搞个 part time job，女生说已经在 book store 兼职了，不过可以增加工作 hours，但是会耽误她学习。男生又建议她再找个新室友一起负担 rental，女生说 apartment 很小，以前那个室友和她正好 schedule 错开，所以不拥挤。The woman in the conversation is having difficulties paying her rent because her roommate is transferring to another school and moving out of their apartment. she can either get another part-time job or find a new roommate. In my opinion, it is better for the woman to find a new roommate. First, if she works extra hours at her part-time job at the bookstore, it will take too much time away from her studies. In this case, she will be living under a lot of stress, which will affect her academic performance in the future. However, maintaining one's academic performance should always be the priority for a college student. In addition, although having a new roommate might crowd out her living space, it is more financially viable for her and she will still be able to concentrate on her studies. In addition, she can also come up with an arrangement with the new roommate about their daily schedules to avoid being in the apartment simultaneously too often. For these reasons, finding a new roommate is better for the woman.

#### 5-7

一个女生合租的室友要去校外租房子，但是公寓租金很高。解决方式：（1）告诉那个女生无法负担租金，但是女生的朋友可能没有时间招合租的人了；（2）利用额外时间到餐厅打工挣钱，但是可能没有时间和同学一起学习或参加娱乐活动。

The woman in the conversation has a problem that her roommate is planning to rent an apartment off-campus with her but the woman can't really afford the rent. She can either ask her roommate to find someone else to share the apartment with her roommate or still live with her roommate and work-part time at the restaurant in order to pay the bills. In my opinion, the woman should ask her roommate to find someone else to share the apartment with her roommate. First, if she still lives with her roommate off-campus, she will have to spend a lot of time working part-time. This will distract her from her studies and social life at school, which are the two most valuable things for a college student. In addition, if she asks her roommate to find someone else to share the apartment

with her roommate, the woman can continue to live on campus and be close to all the activities at school. She won't have to struggle to pay the bills either. For these reasons, the first solution is better for the woman.

5-8

man: I have some problem with my biology class, I signed the class too late. The text books were sold out and even the library does not have the text books,

woman:那你怎么办?

man : the library can give me a copy text book a weeks later, 那样我就已经上了三节课了, 三节课都没有书能看。 woman:你还有别的方法吗?

man: there is a guy in the class who wants to sell his text book, woman:那好啊, 你可以买他的书啊! man : but the book with notes and highlight will distract my attention.

The man in the conversation signed up for the biology class too late that all the textbooks were sold out in the bookstore and he can't find a copy in the library either. He can either wait for a week so that he can get a copy from the library or buy a used textbook from someone in his class. In my opinion, it's better for the man to buy the used book from his classmate. First, if he waits until the library gets a copy for him, the first three sessions will have passed and he will have to go to those sessions unprepared. In this case, he's most likely not going to learn much from the class and will be wasting his time. However, if he buys the used textbook from his classmate, he will be able to start reading for his class soon and better prepare himself for the class and assignments. He will get better learning results with a textbook in advance of the sessions. For these reasons, the man should buy a used book from his classmate.

5-9

男的上一节 political 的课遇到问题, 这门课有 15 个人, 人太多, 他觉得人太多, 无法得到教授很多的回馈。他自己提出了 2 个办法, 一个是换到晚上上, 晚上人少, 不过他晚上一般要做作业, 并且休息看看电影什么的; 另一个办法是换到 summer 再选这门课, 但暑假他已经有两门课了, 每天都要上很长时间的课, 很 intensive, 可能三门太多了。

The man in the conversation has a problem with his political science class that there are fifteen people in this class and he feels that he can't get enough personal attention from the professor. He can either switch to the evening session or take the same course in summer. In my opinion, it's better for the man to switch to the evening session. First, if he takes the course in summer, he won't have enough time to focus on this class because he will be taking two other intensive courses during the summer as well. In this case, he still won't learn a lot from this class and the summer will be unnecessarily stressful for him. However, if he switches to the evening session, there will be much fewer students in this class and he will be able to interact more with the professor and get the attention he needs from the professor. He can improve himself academically and become more competitive in this field. For these reasons, switching to the evening session is better for the man.

5-10

女学生之前答应男生复习化学考试, 但是给忘了, 结果买了张当天晚上的 school play ticket, 两个解决方案: (1)明早在图书馆考试前帮他复习, 但是男生觉得太早了怕起不来, 而且时间也比较近, 当天就考试; (2) cancel watching play ,帮男生做辅导, 男生觉得不好意思, 女

生说本来就是她自己忘记了是她的 mistake °



The woman in the conversation has promised a friend to help him with his chemistry review tonight that she forgot about and has promised another friend to go to a school play. She can either reschedule the chemistry review session to the next morning or cancel her date to the school play tonight. In my opinion, the woman should still go to the school play tonight and help her friend with the chemistry review the next day. First, as she already made promises to both friends, it's better that she comes up with a compromise between those two promises. Rescheduling the review session allows her to keep her promises to both friends. In addition, reviewing schoolwork is one's own responsibility and the woman isn't obligated to help the man. In other words, rescheduling with her friend still shows her willingness to help and her friend will still be grateful. For these reasons, rescheduling is better for the woman.

#### 5-11

女同学要做作业，但是他的笔记落在宿舍了，而且她忘带钥匙了。男同学建议说可以去图书馆 do the research。女同学说这个可以，但是她担心没法及时找全想要的的数据，而且她把要找的东西都记在笔记上了，自己不记得。男同学又说可以找室友借钥匙。但是女生说室友在 music building 进行一个重要的 rehearsal，不好打扰。问你认为哪个方案好，并描述两个方案。

The woman in the conversation needs to work on her assignment but she left both her notes and keys in her dorm room. She can either do research for her paper in the library or borrow the keys from her roommate and get her notes from her dorm room. In my opinion, it's better for the woman to borrow the keys from her roommate. First, if she goes to the library to do research for her paper, she might not be able to finish her paper on time because she will have to start all over again without her notes. In this case, she will end up getting a bad grade on her paper, which should be avoided at all cost for a college student. On the other hand, if she borrows the keys from her roommate, she will be able to retrieve her notes, which include all the information that she previously collected for her paper. It will save her a lot of time and she will be able to do well on this assignment. For these reasons, the second solution is better for the woman.

#### 5-12

男同学很苦恼，遇到问题了。他现在住的屋子的房东准备把屋子卖了，然后有个看上的买家非常着急要买，他还有一周多一些的时间可以搬家。他现在有两个选择方案，一个是他的朋友在学校附近有个公寓在招租，但他觉得公寓人太多不利于学习；还有个办法就是和父母住一起，但是父母住的地方太远了，上课不方便。

The man has only about one week to move out of his rented house because the landlord is selling the house. So he can either live with one of his friends near the university, or he can live with his parents far away from the university. If I were the man, I would choose to live with my parents. I think living with one's parents has many advantages. For example, it cuts your expenditure on a lot of things such as meals, laundry, and electricity, etc. On the other hand, if the man lives with his friend, he may get into some troubles. For example, since he shares the room with his friend, the man may not be able to concentrate on his study while his friend is in the room doing something distracting.

## 5-13

周末到了，学校宿舍要关掉。女生说她要回家，问 Steve（男生），Steve 说我家太远，我就不回去了，打算留再学校写 history paper。女生说可是学校宿舍门要关掉，你不能住学校。S 有两个方法，一是他可以去朋友 nick 家，正好可以跟 nick 的家人一起过周末。这样他八成就写不了 paper 了。女生说你可以周末结束后来写，不过时间就不多。方法二是一个教授全家去意大利旅行了，教授希望有人帮他照料家里的 pet, plant 之类，教授提出 S 可以住在他那里。但教授家 out of town，他又没车，所以很不方便，虽然可以 focus on paper。但是害怕会感觉 lonely。

The man's problem is that during spring break the school dormitory is closed but he doesn't want to go home because it is too far away and he has a history paper to write. He could live with his friend Nick in his house, which is near school. Or he could live in the house of his professor, whose family will be having a vacation in Italy during the break. I think it's better for the man to stay in his professor's house during spring break. This is mainly because the man has a paper to write, so he needs to stay in a place where he can concentrate, and the professor's house seems to be the ideal choice because the professor and his family will be away for the holiday. On the other hand, if the man stays in Nick's house, because Nick and his family are around, there will be a lot of distraction.

## 5-14

征才博览会，男生说自己要去 restaurant 打工没时间，但又想去。女生建议找 coworker 换时间，男生说不想麻烦老板，老板已经很 kind 了，尽量安排我不在学习时间打工。女生又建议要么早一点去，虽然不是所有公司都会到，但你至少可以看到几家公司，还可以约他们结束以后谈。男生说可是万一好公司还没来呢？

The student wants to attend a career fair, but he has to work in a restaurant at the same time. He could either switch his work hours with a co-worker, or he could go to the career fair early, spend only a few minutes there, and then hurry to the restaurant. I think it's better for the student to ask a co-worker to cover his shift so that he can go to the career fair. This is because a career fair is very important. A lot of companies will directly give offers to students after a short interview. So if the student is looking for a job, then he should not miss the career fair. Also, I don't think he should worry too much about his current job at the restaurant, since this is only a part-time job. I'm sure the student can find a much better job at the career fair.

## 第二级

## 5-15

女学生上学忘了带自制的沙拉，下午还要连上三节课。两个选择，一回宿舍赶快去取，但可能上课迟到。二在学校买，但是贵。问题：如果是你会怎么做？

The woman in the conversation has a problem that she made lunch salad at home but forgot to take it with her to school. She can either go back to the dorm and get it or buy lunch from the university cafeteria instead. In my opinion, it's better for the woman to go back to her place and get her lunch. First, if she buys food from the university cafeteria, it's going to cost her a lot of money and her homemade food might go sour by the time she finishes her afternoon class. In this case, she'll be wasting a lot of money on her lunch and being financially responsible should

always be a priority for a college student. In addition, if the woman runs back to her place to get her lunch, she won't have to spend any money at all and will be able to enjoy her homemade food, which can actually make her concentrate better in class. For these reasons, I think the woman should go home and get her lunch salad.

## 5-16

一个女生要写建筑的论文，老师推荐了一本书，但是此书在学校图书馆没有，在附近的一个图书馆有，可以申请从那个图书馆运过来，但是需要 a few days, at the end of this week 才能到，但是她的 paper due to next week，如果等就没时间看书写了。男生建议她开车过去 pick up。但是女生说要开 2 小时，会耽误她的课。然后问你的 opinion。

The woman is writing a paper and she needs a book for reference. However, the book is not available in the school library. She could borrow it from the State University, but it takes a few days for the book to be mailed to her. Or she could drive to State University to get the book but she needs to skip her class to do so. I would recommend the girl to drive to State University to get the book. This way, she can have the book much sooner, which means she could have more time to spend on writing her paper. Also, I don't think to have the book mailed to the girl is a good option because what if the package gets delayed or even lost? Then the girl would be in a pretty embarrassing situation.

## 5-17

女生买了演唱会的票和同学约好去看 concert，但是她 sister 要来看她。有冲突。她自己提出了 2 个解决方案：（1）是把票给室友，叫同学再找别人去。自己去跟 sister 好好聊天；（2）多买张 ticket 带 sister 去，但是就没空好好聊天了，而且票更贵，现在联系不上姐姐。

The woman in the conversation has a problem that she has already promised to go to a concert with a friend but her sister is coming to visit her in town. She can either give the ticket to her roommate and have her roommate go to the concert instead or buy an extra ticket and take her sister with her to the concert. In my opinion, it's better for the woman to give up the concert ticket and spend some quality time with her sister. First, if she buys an extra ticket for her sister, it cost her a fortune and being financially responsible should always be the priority for a college student. In addition, if the woman skips the concert and hangs out with her sister, her sister will feel really grateful and their friendship will be strengthened. Family should always be there for each other and I believe having some quality time together with her sister is more important than going to a concert with her friend. For these reasons, the first solution is better for the woman.

## 5-18

Problem: The man has got a prize for his outstanding term paper and he's going to have a dinner with the university president, but he doesn't know what to wear.

Solution 1: Wear suit

Con: He doesn't have one and he doesn't have item to buy one either

Solution 2: Wear casual clothes

Con: He's not sure if it's okay

1 The man has got a prize for his outstanding term paper and he is going to have a dinner with the university president. The problem is the man is not sure whether he should wear a suit to this dinner, or he should wear casual clothes. I would recommend the man to wear a suit, and because he doesn't have one he should purchase one immediately. Meeting the university president is not like meeting an ordinary friend. It's a kind of formal meeting so it's better to wear something nice and formal. And I don't think it's that time-consuming to purchase a suit. Just go to a store nearby and try on some suits you like. It takes half an hour at most.

2 The man in the conversation has just won an award for an outstanding term paper and has been invited to have dinner with the university president. However, he does not know what to wear to the event. He can either wear a formal suit or casual outfit to the dinner. In my opinion, it is better for the man to wear a formal suit to the event. First, if he wears casual clothes to the dinner with the president, there's a chance that the president and other faculty members feel offended because the event is such a great honor for both the man and the university faculty. In this case, he will leave a bad impression on these people and might have a difficult time being recognized for his outstanding academic performance in the future. In addition, if he wears a formal suit, it shows that he respects his own honor and the people he's having dinner with. The university president might be impressed by his appearance and it will benefit the man's career in the future. Therefore, a formal outfit is better for the man.

5-19

男同学说快被 art history project 搞疯了，他要做一个 paper，教授让他看某本书，说没看的话这个 paper 绝不可能做好。但有另一个女同学和她做同一个 topic，所以图书馆的 only copy 被人捷足先登。女生说：既然这么重要你就上网去买一本吧。男的说这本书太贵了，在网路上买又要加运费，而且这本书写完这个 paper 以后就不会用到了。女生又说，不然你去找那个借了书的同学，和她商量是不是可以共用一本书。男同学他说已经试过了，她说等她用好之后就会借给他。女生问他有多少时间可以完成作业。男同学说，时间不多，所以可能会来不及完成 paper，影响 paper 的品质。

问题：描述问题及男同学有的选择，再给你自己的建议。

1 The man's professor has recommended the man a topic for his history paper, but a book in the library on this topic was lent to another student and has not been returned yet. The man could either buy a new book, or he could talk to the other student and try to share the book with the student. I would recommend the boy to buy a new book. First, I think even if the other student can lend the book to the man, it will not be until next week when the other student has finished writing his paper. By then it would be too late for the man. He wouldn't have enough time to read the book and write a good-quality paper. Second, I think the man doesn't have to worry too much about the expense of buying a new book, because he can sell it once he has finished using the book and get some money back.

2 The man in the conversation needs a book from the library for his art history project but the only copy at the library has already been checked out by another classmate. He can either buy his own copy on the internet or ask his classmate to lend him the book when she's done with her paper. In my opinion, it's better for the man to order his own copy of the book on the internet. First, if he borrows the book from his classmate, he won't have enough time to go through all the materials and work on his paper. In this case, he'll have to rush through his paper and get a bad grade on

the assignment. Maintaining one's academic performance should always be the priority for any college student. In addition, if he orders a copy on the internet, he will have sufficient time to work on the project. After he's done with the paper, he can also sell the book to someone else and recoup some of the cost. For these reasons, I think the first solution is better for the man in the conversation.

5-20 【康老师】

男学生晚上答应和一个女同学去上个 chemical review, 但这样会赶不及去 book store 买一本历史课要用, 抢手的书。两个 solution: (1) 女学生建议他先去买书, 然后找她借笔记, 不过她的字很乱, 如果看不懂再找其他人借; (2) back to the book store tomorrow, but the book may be sold out tomorrow, 因为这个月初他去问的时候老板就说这本书很抢手, 经常供不应求。

5-21 【康老师】

【学生困难】: 男生要搬新 apartment, 但是那里面已经有家具了, 他的家具没有地方放。他只租这个 apartment 一年。【解决方法】: 女生建议 1, 把家具 store 起来, 但是 store 也有费用。2, selling. 还可以得钱, 但是他明年搬家了还要用家具。

The boy is moving to a new apartment. The problem is that this new apartment has already got furniture so he has nowhere to put his own furniture. He could either store his old furniture somewhere temporarily, or he could sell it. I would recommend the boy to sell his furniture. Moving furniture is hard work, and storing it somewhere even temporarily will cost money. Without proper care, some of the furniture might be damaged, for example, by moisture and mold. If the boy sells his furniture, on the other hand, he saves the trouble of taking care of his old furniture, plus he can get a sum of money which he can use later if he wants to buy some new furniture.

5-22

女: 我现在不知道我该怎么办?

男: 怎么了?

女: 我买了一张今天晚上的话剧票, 是莎士比亚的哈姆雷特。我答应和我朋友一起去。但是我忘记了, 明天有一个非常重要的生物学考试。

男: 那怎么办啊?

女: 只有两个办法。第一, 我带着书去, 在路上先看一部分, 等看完话剧再回来完成剩下的部分。第二, 就是取消这个约会, 不去看话剧了, 专心复习一整个晚上。

男: 你有时间在路上看吗?

女: 我们大约花一个小时在路上, 如果我和我的朋友说, 我明天要考试, 现在不能 social,

我想他们会理解的。我也不知道, 总之我真的想去, 已经买了票了。

The girl has an appointment with her friend to watch a play tonight at the theater but she has just realized that she has a very important biology exam tomorrow. The first solution is to take the biology book with her, reading part of it on her way to the theater and the rest of it after she comes back. The second solution is cancel the appointment and focus on studying for the exam the whole night. I would prefer the second solution. Reading a book for an exam is not like reading a casual magazine. You can't just read a little bit of it when you have time. You have to focus on the book and read it continuously. So taking the book with her on her way to the play is not an efficient use

of time but a waste of time. Also, I think the girl's friend would understand her if she explains that she has to cancel the appointment because she really has something important to do for the night.

#### 5-23

选课的问题。男生说他想选美国文学，但是太火爆，这里不确定，要么是选不上，要么是即使能选上，也挤不进讨论里面去(discussion)。两种办法，一种是干脆选个别的课，不选这玩意了。一种是现在不选了，下学期或者明年再选。

The man sign up for the american literature this semester, however, the problem is that there are too many students in this class and they do not have time to make discussion. There are two possible solutions. First fo all, he can organize outclass discuss group. Or , he can sign up for the same class next semester. For my perspective, i thinl the second option is much better. That is because there are not many students who are willing to attend the outclass discussion group. So the first option might not work. Though he needs to write an essay related to literzture, he still can obtain essential knowledge and information from other sources like library,literature professors and so forth.

#### 5-24

【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，因为她很喜欢现在这个老师，下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.

#### 5-25

【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。

The man is staying on campus for the winter holiday, and because he is a basketball player, he needs to use the school gym to exercise. However, the school gym is not open during the holiday. So the man could either purchase a one-month membership in a local gym, or he could exercise by running outdoors. I would suggest that the man exercise in the gym. This is because he is a basketball player and only a gym can provide the necessary exercise equipment he needs. Running is good but it's not good enough for a professional basketball player. Plus it's cold running outside in the winter. 75 dollars a month may be a little expensive, but the man only needs to use the local

gym for one month, so it's affordable.

5-26

【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 willi 的 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.

第三级

5-27

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.

5-28

【学生困难】: Tina 第二天要考试。男生要找 Tina 把一门课的笔记还给 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.

5-29

**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.

5-30

**【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.

5-31

【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.

5-32

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.

5-33

【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.

5-34

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.

5-35

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.

5-36

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.

5-37

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。

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.

## Task6

第一级

6-1

Two advantages of setting operational goals

老板制定 operational goals 有两个好处，第一，motivate employees，比如一个鞋店，老板跟服务员说每个月至少要卖 50 双鞋，服务员就会更努力地推销鞋，销售业绩就更好。第二，提供 measurement of performance，再拿鞋店的例子来说，老板设置了每个月卖 50 双的目标，就可以拿员工有没有达到这个标准来评价员工的表现，以此决定要不要给奖金 bonus，或者加工资 raise。

The lecture talks about two advantages of setting operational goals. The first advantage is that setting operational goals can motivate employees to work harder. For example, if a boss in a shoe store requires his or her employees to sell at least 50 pairs of shoes every month, the employees will try to achieve the target by working hard. The second advantage is that it provides a means of measuring performance. Take the shoe company again. The target of 50 pairs of shoes a month can be a specific standard based on which an employee's performance can be evaluated. Thus, the boss can decide who gets a bonus or a raise and who does not.

6-2

关于 migrating animals' characteristics.一是这些 migrating animal 由于要做长途迁徙 to reach their destination 会更 focus, 不会被别的东西 easily disturb 到; 相对来说, local birds— 发现 food 就会很兴奋。二是 migrating animal tend to move in straight line,从不为了吃的走折线,例子是 migrating shark 会用 geomagnetism 来定位直线移动,而 local animal 就倾向于四处移动来找食物。

In the lecture the professor talks about two characteristics of migrating animals' travel pattern, including staying focused and moving in straight lines. First, as migrating animals have to travel a long way to reach their destination between seasons, they tend to be very focused during their migration. For example, migratory birds are not easily distracted by resources along their flyway whereas non-migratory birds get excited when they see food in their surroundings. Second, migrating animals tend to move in straight lines in order to reach their destination with the minimum amount of time and barely detour for food. For instance, sharks have been observed to use geomagnetism to figure out the position of the sun relative to the magnetic field and navigate themselves on a straight line between their starting point and their destination. However, local animals would move all over the place to search for food.

6-3

动物眼睛扑捉猎物的两个 feature , 一个能够分辨颜色, 另外一个穿透力, 能通过 branch 看到一些东东。

In the lecture, the professor talks about how raptors have developed certain features in their vision in order to target and capture their prey in the forest, including the ability to distinguish subtle color differences and a stereoscopic vision. In the professor's first example, eagles have developed extremely sensitive eyes. Their eyes are densely packed with sensory cells, which give them a

much sharper vision. As eagles prey their food in the forests, it has to use its highly sensitive eyes with the ability to identify subtle color differences to pinpoint its targeted prey, which can sometimes be camouflaged by its surrounding environment. In the second example, eagles living in the forest have forward-facing eyes so that they can see through their surroundings in three dimensions. As they prey in an environment full of tree trunks and braches, their stereoscopic vision can help them see behind these obstacles and navigate themselves swiftly in the forest.

#### 6-4

动物为了防止自己陷进雪里, 有两种发发 (1)身体特殊的构造, 举例时一种小型的哺乳动物, 他脚很大, 在雪上是覆盖的面积很大。 (2) 改变行为模式: 一种 moss, 会组团在雪上, flat, 其他的成员就不会陷进去 (one leader walk in the front to flatten snow so that the rest can walk on snow easily )

1 In the lecture, the professor talks about how animals have adapted themselves to living in snowy places, including both physiological and behavioral adaptations. The professor uses the examples of the snowshoe hare and the caribou to illustrate how their adaptations have helped them survive in deep snow. First, the snowshoe hare is a type of small mammal that has the name of “snowshoe” because of their large hind feet. They can spread their toes to act like snowshoes, which helps them hop on the surface of deep snow without sinking. Their feet are also covered with fur to prevent freezing in low temperature. In the second example, the caribou have managed to travel in the snow through their behavioral adaptation. The caribou have been observed to walk in a single file, with the lead animal breaking through the trail and flattening the snow. Other caribou in the herd then follow its tracks and proceed more easily.

2 Animals that live in cold, snowy areas have to make sure that they can walk on the surface of the snow without falling through. The lecture talks about two ways in which they can move about on deep snow. The first way is to use their special body characteristics. For example, snowshoe hares have big feet, and they spread the toes to cover a large surface on the snow. This can prevent the feet of the snowshoe hare from falling into snow. The other method is to behave in a special way. For example, the moss(not sure what it is, please pay attention to the lecture) often walks on snow with others as a group. A lead animal will break a trail through the snow, and the rest of the herd follows in its tracks. Since the leader in the front has “flattened” the snow, the rest can walk on snow easily.

#### 6-5

讲 marketing 的 celebration 促销, 有两种坏影响° overshadowing, 使得消费者根本注意 products information, example :以前过个很搞笑的 comedian 推 销 pizza, 但是大家只能记住那个 funny comedian, 而不是 pizza。 controversial behavior, example :以前过个 computer 请 famous movie star 做广告, 事后那个 movie star 在接受一个 magazine 采访的时候, 说其实她 not use so often。

In the lecture, the professor talks about the negative effects of marketing with celebrities, including the celebrity’s charisma overshadowing the product itself and the celebrity’s contradictory behavior affecting the image of the product. In the professor’s first example, a pizza company once hired a famous comedian to market the pizza for them. However, the comedian’s

charisma completely overshadowed the quality of the pizza. The audience was only paying attention to how funny the comedian was and ignored what was special about the pizza. Second, a celebrity's contradictory speech or behavior can also have a negative impact on the product's image. For instance, a computer company hired a famous movie star to advertise for their computers. Later, the movie star once said during an interview for a magazine that she actually didn't use the computer that much, which sent a less credible message to the audience.

#### 6-6

Marketing research about the product they sell (collect information for business marketing).  
count-based, car manufacture 利用这个方法通过大量调查各类人群买车的数量，结果是 without small children 的家庭买车的人数最多。有 small children 的家庭买的少；  
opinion based, 调查有小孩的家庭为什么不买这个车，结果显示说是他们觉得车后座太 small，小孩坐那不舒服，所以不愿意买。

In the lecture, the professor talks about how businessmen collect information about the products they sell, and the market research can be count-based or opinion based. First, a car manufacturer was trying to figure out the demographics of their consumers, so they performed a count-based survey, which collects a large amount of data and produces statistics indicating which population groups are more likely to purchase cars. As a result, the manufacturer found that families without children were the key consumers of their cars whereas families with children were less likely to purchase cars. In addition, the company used opinion-based questionnaires which were designed to collect information regarding the participants' opinions to find out the reason why families with children were less inclined to buy their cars. It turned out families with children found the backseats of the car inadequate of space to accommodate their children.

#### 6-7

经济学讲座关于软文广告 (two advantages publicity have over advertising) , 如今的广告开多式已经从 AD 转向软文的形式。有两个好处 (1)便宜, 在杂志报纸上发软文, 比刊登广告要便宜很多, 例如一家游戏公司要发布新产品, 就给游戏杂志发一篇文章介绍自己的游戏如何好玩, 如何吸引人等(Companies don't have to pay for newsletters and advertises)。(2)与广告比, 公众更信任媒体的文章 (因为作者不会像广告直接推销), 例如: 一个计算机游戏厂家做 publicity, 如果被计算机杂志介绍, 一些玩家会觉得可信, 因为杂志不是为了 sell, 这种关于游戏的文章更容易让公众接受。

In the lecture, the professor talks about the advantages that creating publicity has over advertising, including a lower cost and higher credibility. First, publicity refers to the content about a company or a product that appears in the media while advertising is the content that a company pays for in the media. For instance, a video game developer can have a review article published in a video game magazine introducing a new game that they're about to launch and explaining how this new game is more fascinating than the others. By doing so, the video game developer creates publicity at a much lower cost than directly advertising itself in the magazine. In addition, such published articles are in fact more credible than advertisements because the readers are more likely to find reviews published by the media more objective and that the publisher isn't trying to sell hard.

#### 6-8

讲 the introduction of the new species can sometimes lead to some serious problems, 会 modify 甚至 damage ecosystem, ecosystem 会失调, 给了两个例子: (1) the introduction of the XX tree to the South Africa, 引进新物种本来是为了有目的的保持水土, 水土是保了, 但是新的物种长的比 native vegetation 长的更高, 把 native plant 的阳光都给遮了, 结果本地植物就 experience a hard time ; (2) the introduction of the XX tree to Southern American (因为好看), 新物种繁殖的很快, 沿河生长, 根系发达, 所以吸收的营养物质是 native vegetation 的两倍, sup up water。

In the lecture, the professor talks about the problems brought by the introduction of invasive plants in an ecosystem, such as taking over native vegetation by blocking out sunlight or using up vital nutrients. In the professor's first example, cluster pines were introduced to South Africa because they have a deeper, stronger root system that could provide better soil conservation to the region. However, these trees grew much taller than the native plants and were blocking out most of the sunlight. As a result, native vegetation was almost depleted by the new, invasive trees. In the second example, the kudzu plant was introduced to southern United States for ornamental purposes. It grows along the riverbanks and has very well developed root system as well. However, it absorbs twice as much nutrients and water as other native plants. As a result, it gradually replaces indigenous vegetation.

#### 6-9

how the crops get nutrition from the soil, 就是翻地 plowing 两个好处: (1) nutrition 更 closer to plant, such as you can put manure into the top of the surface ; (2)除杂草, 防止竞争 In the lecture, the professor talks about how plowing helps provide nutrients to the soil and benefits the growth of crops' such as accelerating the crops, absorption of manure and preventing the growth of other weeds. First, when farmers plow, the upper layer of soil is turned over and fresh nutrients can be brought to the surface. Therefore, when people are planting new seeds of crops, fresh nutrients can stay closer to the seeds, allowing the crops to absorb manure or other fertilizers more quickly and to grow faster. Second, as plowing turns over the upper layer of soil, weeds that interfere with the growth of crops can be buried and broken down in the deeper layer. This is also beneficial for crops' growth because weeds are known to consume nutrients in the soil and the crops, growth can be inhibited as a result of weeds.

#### 6-10

Discuss how animals find their way during their travels, 有两种方法: 一, the ability of sight 例子是 ducks, 鸭子能飞的很高, 利用晚上的星星找方向。二, the sense of smell。例子是 salmons, salmons 大部分时间都 待在 ocean 里, 但是他们会长途迁徙地去找繁衍地, 由于 poor eyesight, 所以他们用 the sense of smell 来找路。

In the lecture, the professor talks about how animals navigate themselves during their migration, including both behavioral and physiological adaptations. In the professor's first example, ducks have to fly south for the winter every year in order to escape the frigid temperature and food scarcity in the north. In order to navigate themselves through the long journey, they have developed the ability to watch the stars in the sky and read them like a road map. They're able to orient themselves based on the position of the stars. In the second example, salmon have been



observed to migrate from the ocean to their birthplace, which is a freshwater spawning habitat in a stream or river. Most salmon are able to return to their natal stream after living in the ocean for years because the odor of their natal stream is imprinted in them and they trace back to their birthplace using their memory of the odor.

6-11

【讲座主题】选择 observatory location 【2 个选择】主要原则: could observe star clearly. (1) avoid lighting pollution, 因此 city is not an ideal place, 因为 city is brightly lighted at night, 比如有很多 car headlight;(2) avoid humidity, desert 是个好选择, 而且它有 clear dark sky

The lecture talks about two principles of selecting locations for observatories. The first principle is to select a site where you can observe the stars clearly. So the best location is one that is free from light pollution. For example, the city is not an ideal place for observatories because the city is brightly lit at night, and there is a lot of headlight produced by vehicles. The second principle is to select a site that is low in humidity. This is because if the air is too humid, then the lenses of telescopes become wet which blurs imaging. So the desert is a very good location because it is always dry.

6-12

婴儿和他们的抚养者的感情 (emotional development) 是通过什么建立起来的。以前认为是通过 feed, 家长给孩子食物, 孩子就对家长更依赖, 他们之间建立了 bond。后来提出了不是这么回事, 而是 warm and loving touch 是孩子 love 家长。做了个实验 baby monkeys, two substitute mother made of metal wire, 但是有一个 mother 包上了毛绒外壳。小猴分两组, 一组是金属妈妈喂, 另一组是毛绒妈妈喂, 平时不是吃饭时间小猴可以随便 touch 两个妈妈, 发现不管被谁喂, 所有小猴都喜欢毛绒妈妈, 所以证明了 touching 是感情的。题目让叙述实验怎么证实这个说法的。

It was thought that parents establish emotional bond with their babies by feeding them. But according to the lecture, it is the warm and loving touch which parents give to their babies that determines the development of mother-child bonding. The lecturer gives an experiment to prove this theory. Several baby monkeys are divided into two groups. Both groups are fed respectively by a dummy mother monkey and the baby monkeys can also touch the dummy mother. However, the mother in the first group is covered by soft cloth while in the second group the mother is made of metal wires. Later, it turns out that all the baby monkeys prefer to stay with the "cloth mother monkey" rather than the "metal mother", regardless of which monkey mother was feeding them before.

6-13 【康老师】

return immigration, 美国年轻人现在喜欢从 major city back to small hometown, 该趋势有两点好处: (1) improve the development and innovation of hometown. like bring back the bus system of NYC (举的例子是他的一个在纽约住过的朋友, 觉得纽约的 bus service 很好, 于是回老家后建议人们完善当地的 bus service); (2) 提高小城市的经济和发展。举的例子还是那个朋友, 回老家的时候发现当地的房子又好便宜, 于是告诉他在

纽约的熟人，然后可以吸引纽约的熟人来买老家的房子（improve the development and innovation of hometown）。

#### 6-14

business network: a group of people join in one group, they meet and built up relationship, friendship, they can benefit from each other's expertise, which means share each other's skill. 这有两个有点，一，在一个 group 里的人互相 benefit。比如，一个 restaurant owner，她要找人 manager financial，然后她在 business network 里认识了一个 accountant, 并且 trust 她，她就可以直接雇佣那个朋友。二：可以 recommended 自己的圈外朋友。例子还是 restaurant owner，他认识其他的 owner 也想找 accountant，这个时候她就可以介绍 accountant 过去。

The lecture talks about the concept of business network, which means a network of business people who often meet and build up relationships with each other. There are two ways a business network can benefit its members. First, members of a business network can share each other's skills and expertise. For example, a restaurant owner who is looking for a financial manager may get to know an accountant who joins the same business network with the owner. Since members often trust each other, the owner can easily hire the accountant for the job. Second, a business network enables its members to have connections with a larger circle of people outside the network. For example, the same accountant may be recommended by the restaurant owner to the owner's friends outside their business network who are also looking for qualified finance people.

#### 第二级

#### 6-15

经济学 Scarcity: 就是说如果你和顾客说这件衣服不剩多少了，再不买就没有了，他们就会疯买。或者你和顾客说只在这个周末打五折哦，他们也会疯买。例子是：服装店卖夹克衫。

The economics professor talks about two methods that businessmen use to create scarcity of a certain goods in order to increase sales, such as limiting the supply of goods artificially or offering a certain item at a lower price for a limited amount of time. The professor uses an example of a clothing store in downtown that was trying to increase their sales of jackets. On the first weekend, salesmen at the store were telling their customers that there were just a few jackets left and there were a lot of people trying to buy a jacket from them. The second time the professor walked past the same store, salesmen there were telling everyone that there was a fifty percent discount only during that weekend. As a result, a huge crowd gathered at the store again buying jackets from the store.

#### 6-16

消极情绪有时也有好处。一，可以未雨绸缪，比如去远足旅行，提前就带雨衣。二，可以在不好的事情来的时候更有准备，比如找工作，提前做好悲剧的准备，真被拒了就不伤心了。

In the lecture, the professor talks about the benefits people can actually get from anticipated negative feelings, such as planning ahead and preparing ourselves emotionally for a worst-case scenario. In the professor's first example, when we are planning a hiking trip, we tend to expect the weather to be nice. However, we also anticipate ourselves to be very upset and disappointed if the weather turns out to be rainy and we get drenched in the rain. In this case, our anticipated negative emotions make us plan ahead of the trip so we will bring raincoats with us to avoid feeling terrible if it does rain. In the second example, such anticipated negative emotions also make us more emotionally prepared for unpleasant outcomes. For instance, we apply for a job and we can imagine ourselves to be really sad and miserable if we don't get the job. These anticipated emotions can reduce the shock and distress when we're actually rejected for a job position.

6-17

【讲座主题】 spruce tree in north Canada and Russia Avoid injure

【教授举例】 1) triangle shape when heavy snow fall down, slide off to the ground instead of break the branch. 2) Dark green colored needle leaves 深绿色光合作用效率最大, 能量 最多。

The lecture talks about the reasons why the spruce tree can survive the harsh environment in North Canada and Russia, often characterized by heavy snow and little sunshine. The first reason is the triangle shape of the tree. This shape allows the spruce tree to gather less snow weight because the snow tends to slide off to the ground instead of accumulating on the branch and breaking it. The second reason is the dark green color of the spruce tree's needle leaves. This color allows the spruce tree to absorb more light because the darker the color, the more light is absorbed. This way, photosynthesis is much more effective and provides more energy for the spruce tree.

6-18

生物课讲关于物种入侵的物种需要具备的条件 (invasive species 会在一个地 successfully), 两点。 (1) 物种要有 flexible diet, 各种来源的食物都可以吃 (they depend on wide range of food), 所以有很强的生存能力。例子: 澳大利亚的蛇引进到某个大西洋小岛, 没有天敌 lizards, 可以吃 birds, 然后这蛇就成了 invasive species; (2) 可以容忍环境的变化。例子: 亚洲的鱼引进到美国西海岸 (a fish from Asia to the western coast of America), 可以适应那裡的水温变化 (they can adapt to the change of temperature of sea water), 忽冷忽热都没事儿。问题: 哪两个方面导致物种成功入侵?

In the lecture, the professor talks about two adaptations invasive species have developed in order to successfully occupy a new habitat, including a flexible diet and high tolerance to changes in the environment. In the professor's first example, brown tree snakes from Australia have been able to successfully invade Guam because they depend on a wide range of food. When they move to Guam, they can survive by preying native birds in Guam thanks to their diet flexibility. In addition, they face no predators such as lizards in

Guam so their invasion has been successful. The second example is the Asian carp, which originated in Asia and is able to tolerate both warm water in Asia and cold water on the American West Coast. When they invade the American West Coast, they can succeed because of this high tolerance to different water temperatures.

#### 6-19

Immune system: 身体免疫的 2 个保护 stages, 一个是 Antibiotic stage (第一个词不确定, 类似的音) 是防御的第一线, 防止外物进入。例子是 skin, 可以 prevent germs get into body. 比如被蚊子咬了之类的。一个是 Mechanical removal: 异物的排出, 防止在体内生长, 把带有 disease 的 germs get out of body, 例子是 sneeze。

In the lecture, the professor talks about two stages involved in the innate immune system, including anatomical barriers and mechanical removal. First, anatomical barriers are strong, intact barriers which are able to act as the first line preventing the entry and colonization of many microbes. For instance, our skin is an impermeable physical barrier that can defend us against infectious agents such as bacteria. If we, re bitten by a mosquito, the components of our skin can inhibit growth of the germs carried by the mosquito and prevent them from entering our body. The process of peeling also constantly removes infectious agents on our skin. Another stage in the immune system is the process of mechanical removal, which flushes out microbes out of our body physically. For example, when microorganisms enter our nasal cavity, secreted mucus traps these microbes and the force of our sneeze reflex pushes germs carrying diseases out of our body.

#### 6-20

關於商业管理。企业创业需要经济支援, 所以要去找投资人投资。在找之前要準備两份材料: business plan 和 executive summary 企画书: 可能像书一样厚, 包括计画、人员组成等所有投资商想看到的资讯。仅有它是不够的 执行计画: 企画书可能太多了, 大多数投资商都很忙, 只有时间看概要, 来决定是否要看计画书。概要要能吸引人的注意力  
例子: 一个朋友, 做办公家俱的, 以前他有计划书, 但是从来没有人去读它, 后来透过 executive summary, 越来越多人看了他的计画书而投资他。

1 The lecture discusses two types of documents that you need to prepare in order to start a business and to attract investment. The first document is a business plan. It is a long and detailed description of how you plan to achieve your business goal. The problem with a business plan is that it is too long, like a book, so investors usually don't have time to read it. The second document is an executive summary, which is a summary of the most important points in the business plan. If investors are interested in the summary, they will continue to read the business plan. For example, a friend of the professor was trying to start a company selling office furniture. At first he had a business plan on but no one read it. Later, when he prepared an executive summary, investors started reading the summary and some decided to give him investment.

2 In the lecture, the professor talks about how to attract investors when starting a business, such as the composition of a business plan and its executive summary. First, a business plan is a detailed statement of a company's goals, the reasons why the goals are attainable, the plan to achieve these

goals, and information about the team attempting to reach these goals. For example, the professor's friend established an office furniture company. He had a business plan containing information required for investments but a lot of investors were too busy to go through the business plan. That's why an executive summary, which is a section summarizing the business plan, is also necessary when presenting to potential investors. In the case of the office furniture company, the founder then composed an executive summary so that potential investors could become acquainted with his business without reading the entire document and decided to invest in his company.

#### 6-21

教授介绍了两个 basic processes of creating sculpture. (1) 去除式 subtractive process: 就是用 cut away 的方法来进行, 比如木头啊石头之类。这种方法的特点是做错不能补救, 因为切掉就是切掉了, 放不回去了。比如刻在刻脸鼻子时, 如果刻出来你不喜欢, 只能整个脸重刻。(2) 添加式 additive process, 就是往上加东西的方法, 比如用 clay, 你就可以把这个你不喜欢的鼻子弄掉, 然后换上新的。

问题: 描述两个过程, 并且比较他们特点。

The lecture discusses two types of process in creating sculpture. The first process is subtractive process. This process uses solid material. The sculptor cuts piece by piece on the material until some shape is formed. Subtractive process has a drawback: it doesn't allow the sculptor to amend the mistakes they make during the process. For example, when you sculpture a face, you do the nose first and then the eyes. But then you don't like the nose. You have to get rid of the whole piece. The second process is additive process. In additive process, the sculptor builds the work, adding material as the work proceeds. This process allows mistakes to be corrected. The main material used for this process is clay or plaster. For example if you make a nose and you don't like it, you can simply cut it out and rebuild the nose.

#### 6-22

Two survey methods

Example 1: Unstructured method, these are usually open-ended questions that don't really look for specific information, questions like what do you want the government do to improve our city.

Example 2: Structured method, these are usually close-ended questions that look for specific information, questions like choose from the three to improve our city: building more bicycle trails, building more parks and planting more trees.

1 The lecture introduces two methods of conducting interviews. The first method is unstructured method. Unstructured interviews often use open-ended questions that don't look for specific information in the answer. For example, you can ask the respondent: what do you want the government to do to improve our city? And the answers will vary from person to person. The other method is structured method. In structured interview, questions are often close-ended, which aim at eliciting specific information from the respondents. For example, structured interview will ask: what must be done to improve the city? Building more bicycle trails, building more parks or planting more trees.

2 In the lecture, the professor talks about two types of questions that can be designed in a survey, including both unstructured and structured questions. First, unstructured questions are typically

open-ended questions which do not require pre-defined categories and allow the respondent to express their opinions openly. For instance, an unstructured survey question can be "what would you like the government to do in order to improve the city" and the information they get from this kind of surveys are less specific and more qualitative. On the other hand, structured survey questions rely on close-ended categories selected by the survey designer in advance. For example, a respondent may be asked to choose one of the three options provided in the survey question as the best way to improve the city, such as building more bicycle trails, building more parks or planting more trees. Questions like this can get more specific and quantitative information.

#### 6-23

介绍了两种 land animals hunt under water 面对缺氧的办法。

第一种, slow down body function, 降低心率减少需氧量, 例子是 alligator, 在水底 hunt 时, remain motionless, 这样各器官就不会消费太多的氧气。

第二种, minimize the time under water. 讲了一种鸟, 羽毛地下有 air...气囊什麼的, 这样当它 heat the water, 气囊会增加浮力减慢速度, 这样这种鸟就不会掉太深, 从而待在水里时间也不会太长。

In the lecture, the professor talks about how terrestrial animals that forage underwater adapt to an environment where oxygen is deficient, including both behavioral and physiological adaptations. In the professor's first example, when alligators are searching for food underwater, they keep their body movement to a minimum. This behavioral adaptation allows alligators to reduce their heart rate and blood pressure, which then reduces the consumption of oxygen underwater so that hypoxia can be avoided. Besides behavioral adaptations, some diving birds have also developed physiological adaptations to store oxygen when they're foraging underwater. For example, diving birds are able to trap oxygen in their plumage as well as their air sacs in their respiratory system. Their feathers and the air sacs are able to provide optimal oxygen stores for the birds when they're looking for food underwater and buoyancy for the birds so they do not stay submerged in water for too long.

#### 6-24

说的是关于公司增长的。每年年底, 公司都会做总结和预算, 来计划下一年。总结后, 会想办法提高下一年的收益。一般来讲有两种办法可以促进公司的增长。第一种, 是内部方法。投入公司内部的预算, 比如购置新的机器, 对员工进行培训等。然后以 Wilson 为例。一开始, 公司有很多很老的机器, 工作效率很低。后来公司换了新的机器, 工作效率一下提高了。这样, 吸引了很多新的顾客到店里, 因为大家很快就能结账, 节省很多时间。越来越多的顾客喜欢这种很快就能结完帐的感觉。因此公司有了很多新的客户, 公司得到了增长。第二种, 是外部方法。就是在投资购买相似的企业。购买相似企业的同时, 还会得到企业的客户, 这就是公司能够增长的关键。还是以 Wilson 为例。Wilson 并购了周围很多的超市, 同时也得到了超市的顾客。顾客一般不会因为超市变了名字就不去了。因此, 用这种并购相似企业的方法, Wilson 得到了很多原来超市的客户, 使公司得以成长。问题: 公司成长的方式有什么。文中如何论证。

The lecture talks about two strategies that a company can use to achieve growth and increase its revenue. The first strategy is used for the company's internal growth. This is achieved by investing money on purchasing new equipment or training employees. For example, Wilson, a

supermarket, wanted to increase its employees' work efficiency. It could purchase new equipment to increase the speed of payment process at the cashier. Easier and faster payment could attract more customers, and therefore more revenue to the supermarket. The second strategy, an external strategy, is to buy other similar companies. Take Wilson again. It could purchase supermarkets in its vicinity. In this way, although the names of these supermarkets would change, customers would still be going there. So Wilson would quickly enlarge its customer base and therefore achieve significant growth.

#### 6-25

硬骨鱼 (bony fish) 的两种在水中躲避 predators 的 mechanism。

(一) 能感知水流, 一种小鱼 zebra 靠这个躲避天敌。zebra 长了个 small hair 去 sense 水的波动, 如果周围有东西靠近, 毛会 bend, 就能感觉到 movement。所以 predators 来了, 它们提前知道了, 就躲起来。

(二) 在水里停住 (keep still), 躲在水草、石头后面。普通的鱼要游动时 gill 才能有用。trout 的腮很特别, 不动时就可以通过 push water through 鳃呼吸来 stay still to wait till the predators are gone。

1 In the lecture, the professor talks about two mechanisms bony fish have developed in order to evade their predators, including the ability to sense water flow and remain stationary in water. In the professor's first example, the larvae of zebra fish have been observed to grow hair cells, which allow them to sense the water flow in their surroundings. With this mechanism, zebra fish are able to quickly evade a predatory strike when potential threats are near. Another bony fish that's able to evade their predators is the trout. The trout is capable of remaining still in water through creating vortices by opening its gills. When the trout opens its gills, water is pushed through the gills, which forms vortices around the trout's body. This enables the trout to align itself with the water flow and remain stationary in aquatic grasses or behind stones until their predators are gone.

2 Animals do have many ways to avoid predators. In the lecture, the professor talks about two ways of fish to protect them from their predators. First of all, some fish might have acute sensory perceptual system. For example, there are lots of hairs on the head of dory fish, which can feel the predators when they are approaching. Thus, this feature can allow dory fish to swim away when the predators are close to them. The second way is to keep still in the water. there is a kind of fish which can keep itself still and enable water to move. When the predator is coming, this kind of fish can keep still and wait the predator to leave.

#### 6-26

【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, 就不好抓到它。 Mechanism 2、 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.

### 第三级

#### 6-27

【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.

#### 6-28

【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 through the tiny slit.

#### 6-29

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.

#### 6-30

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觉得。

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.

### 6-31 【康老师】

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.

### 6-32 【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.

### 6-33

【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. weixin: txxxxwx

#### 6-34

【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.

#### 6-35

【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 counter-illumination, the hatchet fish can avoid being seen by sharks from below.

## 6-36

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.

## 6-37

【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 fire to keep it burning all the time.

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

## 6-38

关于产品营销。公司造的产品都差不多, 於是他们就做广告来宣传产品。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, 这样喜欢吃辣的人就都买它的。

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.