

老西口小范围合集 5月30日 6月13/14日 6月27日 口语小范围第二版

本版本对题目没有调整，新增了一些参考答案。

[5月24日更新]

此范围精选了各家小范围（康老师，竹子，J2，小马，新东方，豆腐等），随着各家小范围的更新，考前此文档也会更新 1-2 次。



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- 命中指数代表该题被考的可能性与重要程度，分为超五星级、五星级、四星级和三星级；星级越高越重要。补充部分比原来的会更重要。
- 时间紧张可优先看星级较高的题目，超五星不能不看，五星必看，四星有时间一定看，三星如没时间写，可简单浏览一遍想想思路。本卷按照星级降序排列，可按照本卷的顺序阅读。
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超五星级第二次补充

Task1

1

Talk about the biggest change in your country over the past twenty years. Please include specific examples and details in your explanation.

In twenty years' time, I hope to have moved to the country. Living on a small farm would be ideal. I want to raise chickens and grow vegetables and be able to drink my coffee out on my front porch in the morning in complete peaceful silence. Hopefully by then I will have submitted some of my photographs to magazines and had them published; that's been a dream of mine for a long time. I also think I will be more relaxed in 20 years. I was kind of an anxious teenager, but have started to calm down more recently. That will continue, I think. I'll keep meditating and practicing tai chi and just feel more at peace with everything. I also hope to have paid off my student loans by then! That will definitely help me to be less stressed!

2

Which of the following volunteer activities would you prefer to participate in at a local kindergarten — helping kids with their homework, giving kids a talk about yourself, or teaching sports? Explain why. Please include reasons and examples in your explanation.

Personally, I prefer to teach sports to the kids because playing sports is a good way for kids to relax and learn how to cooperate with one another. For example, when I first started elementary school I was really shy and found the school to be a really stressful environment because there was so much school work to do and all the kids were competing with each other all the time. Until one day, our PE teacher taught us how to play basketball as a team. All my classmates and myself had so much fun and at that time I realized that my classmates were my friends instead of my enemies. I also found myself to be a part of the community as well. Therefore, I'd prefer to teach kids to play sports.

3

Suppose you have a friend who is coming to your city for a tourist visit. What suggestions would you give your friends?

Version1:

I would like to give the following suggestions to my friend who is coming to my city. First, I would suggest that my friend bring more clothes when he comes because the weather in my city can be changeful. It can be very hot in the day time, but it often gets cold at night, even during the summer. So it's better to bring a coat in addition to some T-shirts. Second, it is a good idea to book some tickets online in advance, for example, train tickets, or admission tickets to some of the popular tourist destinations. Booking in advance means you can get a certain discount, and you don't have to wait in a long queue on the day of your visit. This saves both money and time.

Version2:

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.

Task2

1

Do you agree or disagree with the following statement? Parents are the best teachers. Use specific reasons and examples to support your answer.

I disagree with the statement that parents are the best teachers because every individual is different and independent, which means what the parents consider to be the best is barely what's really the best for the kids. For instance, when I was in high school, I was really interested in graphic design and would like to pursue an advanced degree in that field. However, my parents thought that a degree in graphic design would mean that I would have to struggle with an unstable income and the possibility of never getting recognition for what I do. Then I read some biographies of other graphic designers and talked with some other people working in the industry, I still decided to study graphic design at a collegiate level. And now I have a job and a life I truly love.

2

Someone prefer studying for exams or assignments in the morning, others prefer in the evening. which do you prefer?

Version1:

I think it's better to prepare for an exam in the evening. This is because in the day time, especially in the morning, I often have a lot of work to do, like attending a class or going to a rehearsal. I also have a part-time job working in the school library when I do not have classes. It seems I have a hectic morning schedule every day, so I really don't have the time to study for an exam. Nor am I in the mood to do so. By contrast, in the evening, when I get back to my dorm, and when everybody else gets to sleep, it's extremely quiet, and that's when I can truly calm down, relax, and fully concentrate on my study. So I think evening is the best time of day to prepare for an upcoming exam.

Version2:

I prefer to study and work on assignments early in the morning. In the evening I like to be able to relax and settle into my routine before going to bed. I'll watch some TV, drink some tea or hot chocolate...I want to be at ease and free of burden, not stressing out over homework and deadlines. I sleep much better that way. Even the darkness of the evening makes me drowsy; I feel like my work would suffer if I tried to do it then. But in the mornings I'm alert and ready to go. I have a new, energized sense of determination and I work much faster and more productively. The key is to do each homework assignment a couple days ahead of schedule, so that I'm not scrambling to complete it just a few hours before it's due!

Task3

1

阅读：校报上的建议：某个 lobby 原先是 for group study，建议把它改成 for individual study，同时建议 group study 在图书馆的会议室（conference room）进行。

听力：女学生同意校报上说的。(1) 她根本不愿意去那里，有一次为了赶 paper 在那里学习，吵得要死不能专心，要求同学安静，但周围人只安静一小会然后又继续吵；(2) 同时她赞同 conference room for group study。因为有门，不会吵到别人，同时桌子很大椅子很多；然而 lobby 的桌椅很小，需要拉到一起拼起来

A student has written a letter proposing that the university transform the group study room into individual study rooms and the woman in the conversation supports this proposal. First, according to the letter, the current group study room is too loud, which makes it hard for students to really

concentrate on their studies there. The woman in the conversation agrees with this too because she studied there once and it turned out the group study room was so noisy that it was almost impossible for her to focus on her paper. Second, the student in the letter suggests that the conference room at the library should be used as a group study room. The woman in the conversation likes this idea as well. She says that there is a door to the conference room so people studying outside of the room won't be disturbed by people studying in the room. Besides, the desks in the conference room are much larger and there are more chairs, which can be perfect for group study. For these reasons, the woman is in favor of the new proposal.

2

阅读：学生建议要教授亲自批改学生作业，而不是让一些 graduate student 批。一方面这样教授可以给更多 detailed 的意见；另一方面，教授可以知道学生的学习情况。

听力：男同学不同意。因为（1）教授要是自己判作业，任务量大，就不会给个别学生 detailed 的意见了；

（2）教授和 TA 每星期都会见面，所以可以通过 TA 了解学生的学习状况，这样更有效率。

A student has written a letter suggesting that professors should personally grade students, assignments instead of having graduate students grade them but the man in the conversation disagrees with this proposal. First, according to the student in the letter, students will get more detailed feedback from their professors if the professors can grade the assignments themselves. The man in the conversation, on the other hand, argues that most professors are already busy with their research and classes. They won't have enough time to give students individual feedback for their assignments like what the graduate students do. In addition, the student in the letter also thinks that professors will have a better understanding of each student's learning progress through personally grading their assignments. However, the man in the conversation says that professors talk with their teaching assistants every week, which is a more efficient way for professors to understand how every student is doing in class. For these reasons, the man disagrees with the student's proposal.

Task4

1

阅读：backward framing 事后重塑。backward framing is an effect in which 人们在看过 after-the-fact advertising 之后 alter their previous opinion about a thing，一般是指重新产生了 positive 的想法。

听力：教授举一个实验为例，说一组受试的人，被要求喝某种咖啡，然后作出评论。Later, the researcher showed them TV commercials in which people really enjoy the coffee。这些 sample coffee 实际上加了盐，喝起来怪怪的，但是喝完 coffee 的人，因为看过广告，还是会跟广告里面的人一样，认为这 coffee 很棒。

The term "backward framing" refers to a process in which people reconstruct their evaluation of a certain object based on other secondhand information. The professor uses an experiment as an example to explain how people can easily change their opinion due to the backward framing effect. In the experiment, a group of people were asked to sample some coffee that had salt in it and tasted weird. At first, all the people didn't think positively of the coffee after trying it. Later, the researcher presented a TV commercial to those people who had just tried the unpleasant coffee and people in the commercial seemed to really enjoy and thought highly of the coffee, which was the same coffee as the one they sampled in the experiment. After watching the TV commercial, all the people in the experiment changed their evaluation of the coffee and began to think that the coffee was actually really good. In other words, their previous opinion of the coffee was altered and framed by the TV commercial.

2

阅读：Negative Externality 的概念，两方达成某个协议，但是没有卷入该协议的外人可能因此受到利益损害。

听力：教授举例，说他小时候家附近有片漂亮农田，风景好，周围居民都很 enjoy，但是农田主人想退休，于是把地卖给一家公司，公司在那里建厂，厂房破坏美丽景致，工厂烟雾造成污染，周围居民尽管没有参与这个土地转让的协议，但他们利益受到损害，却无计可施。

The term “negative externality” refers to a phenomenon in which a cost is suffered by a third party as a result of an economic transaction. The professor uses an example of his real life experience to explain how people are often affected by actions which are not their own. When the professor was a child, he and his family lived in a neighborhood with beautiful farms and great views of the nature. Everyone in the community appreciated the environment. Until one day, the owner of the farms was going to retire and decided to sell his farmland to a company that was going to build factories on the farmland. As the factories were built and manufacturing began, the air was heavily polluted and all the beautiful, natural views were all gone. The life of the people in the neighborhood was negatively affected by this transaction between the farmland owner and the company even though those people were not involved in the transaction.

3

阅读：讲 memory amnesia means the sources of the memory are forgotten，人们能记住一个事情的具体内容，但是不记得在哪什么时候发生的。。

听力：教授说自己 and 妹妹聊天说小的时候我们 hiking，累的时候看到很多很多漂亮的蝴蝶，有力气继续 hiking。妹妹 laughed at him 说，没有呀，我们没有见过呀。这个情景出现在他们儿时共同看的电视节目里面。教授又想了下说，是呀，是从 TV 上看到的

The term “source amnesia” refers to one’s inability to remember where, when, or how a piece of information has been acquired while retaining the factual knowledge about the event or subject. In the professor’s example, there was a time when the professor was chatting with his sister about a hiking trip they had together when they were kids. The professor recalled that he saw lots of beautiful butterflies during the break, which cheered him up and motivated him to continue to the hike. However, the professor’s sister laughed at him upon hearing this because this scene with all the butterflies never happened during their hiking trip. They came across this scene in a TV program that they used to watch together. Upon further recollection, the professor then realized that he saw all the beautiful butterflies on TV rather than in the hiking trip. The professor was able to remember the scene very well but unable to locate the source of the scene in his memory.

Task5

1

要参观博物馆但向导生病：

阅读：女生计划下周要带一帮孩子去参观博物馆，但 tour guide 生病了。于是女生没办法带他们去。

听力：两个解决方案：（1）女生说，女生自己带他们去参观博物馆，但她担心自己没向导懂得多，解说得没有他好。（2）男生提议，换个时间再去参观，reschedule her time。但女生说换时间的话又要和博物馆重新预约，又要从家长那拿 permission，还要 arrange tickets。题目：你觉得哪个方案好？

The woman in the conversation made a commitment to take some kids to visit the museum next week but the tour guide is sick and won’t be able to lead the group that day. The woman can either still take the kids to the museum without a tour guide or reschedule the trip. In my opinion, it’s better for the woman to still take the kids to the museum. First, if she reschedules the trip to the

museum, she will have to get the permission from kids' parents again and rearrange the tickets with the museum, which will take her too much time. A busy college student should prioritize their schoolwork or career development rather than volunteer work. In addition, if the woman takes the kids to the museum without a tour guide, she won't have to worry about spending extra time on logistics and liaison, which can distract her from her studies and stress her out. She will be able to relax and enjoy the trip with the kids and all the kids will have a good time too. For these reasons, I think the second solution is better.

2

Sally 马上要做 presentation 了，却把 handout 落在住处了，她的住处 off campus，而且很远，所以她没有时间坐公交车回家拿。两个选择，(1) 男生说可以开车送她，虽然麻烦却也可吃午饭；(2) 或者不发 handout 直接讲，但是她都准备了，而且有机会让听众更容易跟着她。要是你，你选择哪个，为什么？

The woman in the conversation, Sally, is giving a presentation soon but she left her handouts at her place, which is off campus. She can either have the man give her a ride back to her place to pick up her handouts or present without the handouts. In my opinion, it's better for Sally to ask the man to give her a ride back to her place and pick up her handouts. First, if she makes a presentation without handouts, the audience will very likely lose their interest in the talk after some time because without the handout, it's hard for the audience to follow the outline and the flow of the presentation. In this case, Sally will make a bad impression on the audience, which means all her hard work before will be in vain. In addition, if the man can give her a ride home, she will have sufficient time to pick up her handouts and have lunch so she can give her presentation without too much anxiety. For these reasons, I think the first solution is better for Sally.

3

女学生被裁员丢了兼职工作，因为原先工作的咖啡馆生意不好，她没有足够的钱来生活，两个 solution：(1) 去叔叔的咖啡店工作，但是工作地方离学校很远，她没车，需要搭一小时的公交车，很费时间；(2) 减少开支，但是就不能和朋友玩了

The woman in the conversation just lost her part-time job because the coffee shop she was working for wasn't doing so well and now she doesn't have enough money for her daily expenses. She can either work at her uncle's coffee shop or cut down her personal expenditure. In my opinion, it's better for the woman to cut down her personal expenditure. First, if she chooses to work at her uncle's coffee shop, she will have to spend more than an hour commuting there every day. It will be exhausting and a huge distraction from her studies, but a college student should always prioritize their schoolwork. In addition, if she cuts down on her expenses, she won't be able to hang out with her friends so often but she will have more time for herself and her studies. She can read and have more time to improve her academic performance, which will benefit her in the long run when it comes to finding a job or asking for reference from a professor. For these reasons, I think the woman should minimize her expenses from now on.

Task6

1

阅读：动物的适应性，2种：(1) Structure adaption。(2) Behavior adaption。

听力：这两种进化的方法：

(1) Structure：指生物体进行物理变化来适应，比如在身体长出个东西来。EG：Bullhead shark。这种鲨鱼很小，经常被大鲨鱼欺负。经历 N 年，bullhead shark 在尾巴上长出了尖刺 (spike)，可以抵御大鲨鱼的攻击。

(2) Behavior：改变自身的行为，用行动来适应来骗掠食者，例如 possum 遇到危险 (狐狸) 时，

就装死，闭上眼睛，不动，降低心跳来躲避狐狸。

In the lecture, the professor talks about how small animals have evolved to protect themselves against the predation of larger animals, including structural and behavioral adaptations. First, some small animals have developed certain physiological features which can pose threats to their attackers. For instance, bullhead sharks are relatively small and are vulnerable to the attacks of other larger marine animals. As a result, they have developed small spikes on their dorsal fins, which can deter the predation of larger sharks. On the other hand, other small animals have adopted behavioral changes to protect themselves. For example, possums are often the targeted prey of feral cats and foxes, which are significantly larger than possums in their body size. When faced with danger, possums have evolved to take on the appearance of being dead by keeping their eyes closed and lowering their heart rate so their predators will assume that they're dead and move on to other objects.

2

防止 beach erosion 的两种方法—(1) 用混凝土等材料建筑 barrier, build construct in shallow water or near shore, 这种 construct 减轻 force of the wave, decrease amount of water that reach the beach, 降低被浪卷走的沙的数量；(2) 从近海挖沙填回沙滩，比如建个泵把海里沙子抽上来，这样以后就会更多冲走新的，旧的就留下来了。

In the lecture, the professor talks about the solutions to beach erosion, which takes place inevitably because the supply of sand cannot catch up with the loss of sand to the sea. The two solutions include building concrete barriers along the shoreline or replenishing the beach. First, concrete structures along the shoreline are designed to receive the impact of tidal waves and reduce the force that reaches the beach. As the impact of the wave is reduced on the beach, the waves bring less sand to the sea and thus the erosion can be slowed down. In addition to constructing concrete barriers on the beach, people can also replenish the sand on the beach by pumping sand from the ocean onto the beach and build up the former dunes. By doing so, the beach is covered with new sand so when the tidal waves hit, the waves only wash away the new sand in the upper layers so that the old sand can remain on the beach.

超五星级补充

Task 1

1

Many people nowadays move to big cities for work and study. What are the advantages of moving to big cities for work or school? Explain why. Please include details and examples in your explanation.

Personally, I think moving to a big city for work or school is a good opportunity for us to push the limits of our abilities and see what's really out there in the world because people in a big city are more competitive and we can learn so many things from them? For instance, I moved away from my hometown and went to a college in the largest city in country. Upon moving there, I heard and learned so many new things from my peers who up in the city. They knew all the latest events around the world that I had never come across before. As a result, I became determined to catch up with them and actually succeeded. Then realized I could do a lot better than I thought I could when I was living in a small town.

2

Which of the following extracurricular activity do you consider the best for the community—planting flowers, cleaning the park, or reading the trash? Please include

reasons and examples in your answer.

Personally speaking, I think recycling the trash is the best extracurricular activity among the three options because it creates environmental awareness in the neighborhood, which is something we desperately need in our world today. For instance, some high school students have been recycling the trash in our neighborhood very day. As these students first volunteered here, a lot of people in our community began to attention to the small things we could do in our daily life to make our environment cleaner and more sustainable. Soon, every household in our community recycled their trash too. Therefore, I think recycling the trash in the community can invite more people to do something good for our environment, which makes it a better option of all.

3

If your university plans to improve the life of students by one of the following? Building a new cafeteria, building a new indoor swimming pool, or making improvements in dormitories, which do you prefer and why? Please include reasons and details in your explanation.

Version1:

Personally speaking, I think the university should build a new indoor swimming pool in order to improve student life because swimming is a good way for students to stay fit and take a break from their stressful studies. For instance, when I was in college, my friends and I used to go to the swimming pool at least twice a week and spend forty minutes in the pool. Sometimes we would twenty laps nonstop in order to tone our muscles and build up our lung volume. Other times we would just chat or splash water at each other simply to get away from the library for a while, which proved to be efficient for our studies because we always returned to the library feeling refreshed and relaxed. Therefore, I prefer the idea of building a swimming pool on campus.

Version2:

If I have to choose among the three, I would like the university to improve the dormitory first. I think for any university student, the dormitory is the most important facility on campus. Not only because most students live in the campus dorm, but also because it's an important place to study and to meet other students. Imagine a dormitory that is in poor condition. For example it does not have good air conditioning, or it is very noisy. Students can't even get a good night's sleep. How can they have the energy and spirit to attend the next day's class? So compared with the dormitory, I think the swimming pool or the cafeteria are less important.

4

A friend of yours is studying at a business school but would like to transfer to a university to study music. What advice would you give your friend and why? Please include reasons and details in your explanation.

Version1:

If a friend of mine would like to transfer from a business school to a university to study music, I would tell them to follow their heart because I understand that one has to study out of passion in order to succeed. For example, a friend of mine who always followed her parents' advice regarding what to major and which school to go to, has recently found out that she's really interested in art. After she got a degree in international business, she decided to run a painting workshop and has been successful. She did not enjoy her college life and thinks it was a waste of her youth. Therefore, I would tell my friend to follow their passion and study music instead.

Version2:

I would tell my friend to keep studying business, but still take music lessons in his spare time. He already did all the work to get into business school, so he shouldn't just abandon it partway

through. That would be such a waste of time and money! Also, he's never going to regret having a business degree. But later on, he might regret it very much if he doesn't follow through on getting the degree. Even if he doesn't go into business, any higher education is helpful as you look for jobs and start your career. In his spare time, too, he can absolutely continue to practice his musical instrument! Maybe he could join a band after graduation and try to be a professional musician. Maybe it will work, maybe it won't. But he'll still have his business degree to fall back on, so he really can't lose either way.

5

Which of the following forms of art would you choose to learn learning a sculpture, portrait, or landscape painting? Explain why. Please include reasons and details in your explanation.

Version1:

Personally speaking, I would love to learn how to paint a landscape because I truly appreciate the magnificence of natural landscapes and I will be so fulfilled if I can bring the beautiful scene home through painting. For instance, I was fourteen years old, I first visited the United States with my family. When I saw the amazing Grand Canyon created by such powerful natural forces, all I could do was take pictures with my camera but it was definitely not enough to present the beauty I perceived in my own eyes. It would be wonderful if I could take my time and turn the amazing view into a beautiful painting. Therefore, I would love to learn how to paint a landscape.

Version2:

I would like to study wood sculpture, I think. For one thing, you hear about it way less than you do portraits or photography. There's probably a whole wood sculpting culture that I know nothing about! What types of woods are nice to carve from, and for what reasons? Which ones are softer or harder? What wood is from local trees and what wood is foreign? I have no clue about any of these things and honestly, it sounds quite interesting. Also, if my studies included me trying to create some art myself, I think wood sculpture would be the choice with the most creativity involved. With both portrait painting and photography, you are capturing something pre-existing. You paint someone sitting for you or you take a photo of something in front of you. But with wood sculpture, what you end up carving comes solely from your imagination. That's more appealing to me.

Task 2

1

Do you agree or disagree with the following statement: Schools should forbid all junk food, such as hamburger, soda, and sugar on campus and why? Please include details and examples in your explanation.

Personally, I think the university shouldn't forbid all junk food on campus because things like sodas or burger actually make people happy and it's harmless to have those once in a while. For example, last weekend my friends and I were celebrating for a job offer I got. We ordered lots of pizza sodas, and fried chicken at the party. Those foods were actually the highlight of our party because they tasted so good and everyone at the party had a great time. None of us felt or uncomfortable after the party because we don't eat junk food on a daily basis or excessively. Therefore, I think it's unnecessary for the university to purge all the junk

2

Do you agree or disagree with the following statement: we are more informed of world events today than our parents were when they were young and why? Please include specific reasons and examples to support your answer.

In my opinion, we're more informed of world events today than our parents were because we live in a time where high-tech products and information are easily accessible. For instance, I have been using the internet since I was seven years old. Back in elementary school, I was able to search for the latest information about the most popular celebrity in Hollywood or the prime ministers in different countries. With the invention of smartphones, now I can read world news whenever and wherever. However, when my parents were young, their access media and information was limited due to the lack of technology and government restrictions. Therefore, I believe people today have a better grasp of information worldwide.

3

When students go to school away from their hometown, some believe keeping in touch with their old friends is more important. Others believe making new friends in the new city is more important. What is your opinion and why? Please include reasons and details in your explanation.

Version1:

Personally speaking, I think it is more important to keep in touch with old friends when studying away from home because people from our hometown are more likely to share the same values and roots with us, which can be difficult to find elsewhere. For instance, I left home for college and lost contact with my friends in my hometown for a while. However, it turned out that I couldn't really have any close friends in college because it was hard for them to understand why I felt happy or upset about certain things. However, it's always easy for my friends back home to understand my pain and joy. Therefore, I think it's more important to keep in touch with our old friends.

Version2:

I think staying close to home for college is a good idea. The transition from high school is drastic enough; it's nice to have your old friends close by still. That way you can still see them on the weekends, catch up on what everyone is doing, and maintain that closeness. I do think, however, that even if someone stays close to home for school, they should not continue to live with their parents. Instead, they should either live in the dorms or rent an apartment with other students. Then, they can both have the comforts of being near home and branch out in independence and adulthood. They will still meet new friends, in addition to staying close to the old ones.

4

Some people prefer to engage in activities alone. Others prefer to participate in a group activity. Which do you prefer and why? Please include reasons and details in your explanation.

Version1 :

Personally speaking, I prefer to participate in group activities because I enjoy the process in which a group of people work hard to achieve the same goal. For example, when I was in college, I participated in many group activities such as the choir and drama performances. When I was rehearsing and practicing for those performances with other people, I learned how to cooperate with them and become a team player, which was something that couldn't be learned from a solo activity. Every time when our team won an award, we always felt overwhelmed by joy and fulfillment that could never happen if we did it alone. Based on these reasons and experiences, I definitely prefer group activities more.

Version2 :

Usually I prefer to participate in activities with a team or group. If the activity is a class project, for instance, it's nice to have a flurry of different opinions. Everyone in the group will have focused on slightly different things from the class and will add their unique voice to the project. That makes the end result more dynamic than if I had just worked on it myself. Activities outside of the classroom are also often more fun in a group. Going to a park, for example, becomes something of a little adventure when there are several people involved. Someone will unexpectedly begin to climb a

tree like a monkey or throw pinecones at everyone else...The randomness certainly increases and makes everything more exciting.

5

Some people like travel alone. Others prefer to travel with their family. Which do you prefer and why? Please include reasons and details in your response.

Version1:

Personally, I prefer to travel alone. When I'm traveling alone, I can design my own itinerary and visit different places with a very flexible schedule. For example, I first traveled to Malaysia my family five years ago. During the trip, they would like to visit a lot of temples and museums that didn't interest me at all. As a result, I was constantly bored. Two years later, I traveled to Malaysia again by myself and checked out places that interested me. I also had a very flexible itinerary that allowed me to meet a lot of local people who showed me different places in Malaysia that are unknown to most tourists and I had a great time.

Version2:

I like to travel alone. I'm a pretty independent person. Although I don't mind doing things with friends or family, I don't like to be tied to someone else's schedule all the time. If I travelled with my parents, for example, I would be dragged out of bed at 6 o'clock in the morning and spend most of the day walking, sleepy and exhausted. What's more, the more people you travel with, the more tastes and interests you have to bear with. Like if I travelled with my sister, I would be wandering in jewelry stores or souvenir shops wherever I travel, which gets me bored. So I would rather travel alone, even if it means a lonely or a more costly trip.

Task 3

1

阅读: 学校的 summer school 招生状况一直不好, 没多少人愿意报, 所以从本年开始要采取一些对策增加招生数量。第一个是缩短时间, 由 6 周变成 4 周, 这会让很多同学有时间在 summer 课结束后回家或者出去玩儿, 有放假的感觉; 第二个是减少 summer school 的住宿费, 尽量减少钱的问题带来的困扰。

听力: 对话中, 男生认可学校的做法, 在缩短时间上, 他觉得这样可以和和家人见面或筹划旅行, 举例说他自己去年上了 summer 之后离秋季开学就只剩一周了, 最后他觉得自己假期都没得到休息, 现在这样会更好。在减少住宿费上, 他觉得可以让很多原来想上 summer 但是因为钱的问题上不了的同学有能力上课。

The university is planning to increase the number students enrolled in their summer school and the man in the conversation agrees with this new policy. First, according to the university, the length of the summer school will be shortened from six weeks to four weeks so that students can have more vacation time in summer. The man in the conversation likes this idea. He was enrolled in the summer school last year but by the time finished his classes there was only a week left until the fall semester began. He thinks the new policy will give students more time to travel or visit their family during their summer break. In addition, the university will also reduce the boarding fees for students enrolled in summer classes. The man in the conversation supports this too. He believes that a lot of students wanted to take summer classes but couldn't because they couldn't afford the boarding fees. Now the new policy change will definitely attract more students to enroll in summer courses. For these reasons, the man is in favor of the new policy.

2

阅读: 一个 proposal, 建议学校拿出一部分 activity budget 给学生参加 academic conferences。一方面可以为一些学生提供交流 research 的场所; 另一方面费用很高, 很多人负担不起。听力: 男生觉得这个建议不好, 有原因: (1) 活动经费应该就给那些原来 intended for 的活动, 比如 cultural activities, extracurricular activities, for example, concerts. (2) 学校其他的 academic departments 已经有给学生参加学术会议的经费预算, 学生只要申请, 教授会决定是否给钱让学生去开会, 其实好

多同学根本不知道 department 有这项 funding。问题：summarize proposal 然后说男生的评价

A student has written a letter suggesting that the university should take out a part of the student activity fund for students attending academic conferences, but the man in the conversation dislikes the proposal. First, according to the letter, students will be encouraged by this new funding to attend academic conferences, where students can exchange their ideas and academic research. The man in the conversation, however, argues that the activity budget should be used for activities for which the budget is intended, such as cultural or extracurricular events. Second, the student in the letter says that many students would like to attend one of those academic conferences but are unable to afford the trip. The man in the conversation disagrees with this statement too because according to him, many academic departments on campus do have a budget for students going to academic conferences but a lot of students are in fact unaware of this opportunity. For these reasons, the man opposes the student proposal.

3

阅读：学校打算让管弦乐团举办到校外去，到 local school 去演出，因为 (1)可以增加学生演出的机会，(2)可以提高学校的 reputation，引起 schoolchild 学音乐的兴趣。

听力：男的同意，之前他们每年只演出一次 concert，尽管只有一次，他们还是要排练好久，现在，增加了表演机会，能和更多人一起分享音乐；而且能够激发孩子对音乐的热情，孩子越早学习音乐就越容易，举例自己就学晚了。

The university orchestra is going to perform at some local school and the man in the conversation likes this idea. First, according to the university, students in the orchestra will have more opportunities to perform in public. The man in the conversation finds this a good way to share their music with more people. In the past, these orchestra students only got to perform once every year and it was such a shame that all their hard work couldn't be enjoyed by more people. With this new opportunity, the results of their practice will be widely known. Second, the university hopes that through more frequent performances off campus, more school children will be inspired to learn to play a musical instrument. The man in the conversation supports this as well because he thinks learning an instrument at a younger age is much easier. For instance, he started to learn the violin later than the other kids did and he had a difficult time catching up with the others. For these reasons, the man is in favor of the new plan.

4

阅读：学校发通知 (announcement)，因为使用健(gym)的人数减少，决定对 gym 作出两项调整 (2 changes to the university's gym)。(1)build 新的设施(equipment),比如自行车 (bicycle); (2)延长 gym 晚上的开馆时间。

听力：男生非常喜欢新的调整。(1)他以前常去来不去 gym 了，因为很多人排队等着用锻炼 equipment，等待的时间太长所以 not worth going 了，现在增加了 equipment 就好多了。

(2)很多学生 have a busy day having class and doing homework，他们只有晚上完成作业之后才能去，所以延长时间很好。

The university has made a plan to increase the number of users at the gym and the man in the conversation supports the new plan very much. First of all, there will be new equipment such as bicycles installed in the gym. The man likes this idea because he used to go to the gym very often, but he thought it wasn't worth going anymore because there were always many people lining up waiting to use the equipment. With new equipment added, he believes the situation will be much better than before. Secondly, the university is going to extend the opening hours. The man in the conversation also agrees with the new change because he thinks that many students are busy with their classes and homework during the day. They can only go to the gym late at night when they finish their homework or are done with their studies; extending the opening hours will definitely attract more students like this to use the gym. Therefore, the man in the conversation is

in favor of the new policy.

5

阅读：图#借书效率太低，学生写了一封信提议学校 **improve library**，集中两个方面，一个是增以查书的计算机；另一个是 **add faculties**，增加更多的 **checkout counter**。

听力：男表示很支持。第一，很多学生在图书馆发邮件做 **research**，要排队才能用上计算机 **look up books**；第二，这些 **faculties** 都是学生可以增加工作机会。

The student has written a letter suggesting that the university should improve the low check-out rate at the university library and the man in the conversation agrees with the student's proposal. First, the student in the letter thinks that the university should install more computers at the library for students to look up information and books. The man in the conversation likes this suggestion because there are always many students using the computers sending emails or doing research; students who would like to look up some books usually have to wait for long time before they can use those computers. In addition, the student in the letter proposes that the university should hire additional staff at the library and increase the number of check-out counters to make things more convenient for library users. The man in the conversation also finds it a great idea for all the students. He thinks that students will now have more job opportunities on campus since most of the employees at the library are students. Therefore, the man is in favor of the proposal.

6

阅读：学校出公告要建一个 **housing office for off-campus**

听力：女生同意，觉得很好，原因：(1)是 **on-campus** 的经 **overcrowded** 了；(2)是新生不熟悉本地环境，这个 **office** 正好帮助他们。

The university is going to establish a housing office, and the woman in the conversation agrees with this new policy. First, the university says that a housing office will assist students who are living off campus or looking for off campus housing options, and the woman finds it helpful because on-campus dorms are already overcrowded and more and more students have the need to live off campus. Therefore, the housing office will facilitate these students, off-campus housing arrangements. In addition, new policy will provide information on local housing to students and the woman also likes this idea because a lot of new students are unfamiliar with the local neighborhoods near school the housing office will be able to help students understand the area better and adapt to the new environment more quickly. For these reasons, the woman in the conversation is in favor of the new policy.

Task 4

1

阅读 **biological mimicry**：，#科学家通过观察动植物的生活习惯和生活方式获得灵感，把其中的一些值得借鉴的方#应用到人类生活中。

听力：**professor**•谈论的皆种叫 **lily pad** (睡莲叶) 的宽大扁平的植物，一般漂浮在水面上，根茎在水中，科学家此发明了 **solar lily pads**，一种太阳能装置，扁平的太阳能 **panel** 漂浮在水中，而发@置放置在水中，叶子可以大面积吸收太阳能然后快速转换成电能，

为人类生产生活

服务。

The term "biomimicry" refers to the imitation and application of natural elements or models to human constructs. The professor in the lecture uses the example of solar lily pad panels to explain biomimicry can help humans solve complex problems. Water lilies are flowering plants rooted in soil in bodies of water with their flowers and leaves, which are typically large and round like pads, floating on the surface. Some scientists and architects were inspired by this and applied the structure of water lilies to the design of solar panels that could float in water. The power generator and the grid were tethered to the riverbed like the root of a water lily and the solar

panels were designed to look like the round, large, and flat leaves of water lilies and float on the surface of the river. This design allowed the solar lily pad panels to achieve the maximum exposure to sun's rays.

2

阅读：文章介绍 **restraint bias**,讲的是 **people usually overestimate their power in restraining their actions, thus usually put themselves in situations of temptations and fail to refrain from temptations**.听力：教授举得例子是他的女儿在上大学，特别喜欢购物，经常把钱花在购买衣服上。后来学校要组织大家去墨西哥旅游，所以她决定不再买衣服，不再靠近商店，并且做一些兼职来 **save money**，她原本认为自己的这项决定会很成功，直到某一天，她的一个朋友想让她陪着去购物，她说她自己肯定不会买，只是陪着朋友去，结果她看上了一件衣服，花光了她所有的钱。
问题：问教授的例子如何 **illustrate** 文章中的概念

The term "restraint bias" refers to a tendency in people to overestimate their ability to control impulsive actions even under increased exposure temptations. In the professor's example, the professor's daughter in college likes shopping and spends lots of money on clothes. A while ago, she decided to stop buying clothes and stay away from clothing stores because she wanted to save money for a trip to Mexico with her school. She even took on a part-time job for this and was very certain that she would succeed in saving enough money for her trip. Until one day, she went shopping with her friend. At first, she firmly believed in her self-control and thought that she wouldn't buy any clothes; she thought she was just keeping her friend company. In the end, she came across a beautiful dress and could not resist the temptation. She spent all her money as a result of her overestimation of her ability to restrain her shopping impulses.

3

阅读：**Closeness-communication bias** . psychology 学里面有个学说是讲你跟你很熟悉的人反而交流有障碍，因为你对熟悉的人不会再去可以解释你的习惯和习性。听力：教授举例，一个学生和以前的教授很熟悉，他们经常去意大利餐馆吃饭。他决定和新来的教授和以前的教授一起去吃个饭。跟新来的教授讲餐馆的信息很清楚，位置、时间都很详细，跟以前的教授直说去经常去的餐馆的老位置来的教授准时出现在餐馆，但是以前的教授却去了另外一家餐馆。请你根据例子解释 **Close communication bias**。

The term "closeness-communication bias" refers to a tendency in people to overestimate how well the people we are familiar with can actually understand our communication pattern. In the professor's example, a student was planning to get together with a couple of professors at a restaurant. He used to eat at an Italian restaurant with a senior professor quite frequently, so this time when it came to the invitation, this student simply told the senior professor that they would be meeting at their usual spot. He assumed that this senior professor would understand that he meant the restaurant they usually went to together because he thought they had known each other so long and it'd be intuitive for the professor to know which restaurant they were meeting at. On the other hand, he told the new professor in detail about when and where to meet. In the end, the new professor showed up on time while the senior professor went to the wrong place for their gathering.

4

阅读：**developmental response** 就是植物可以调整自己适应环境的改变。听力中教授举了 **pine trees** 作为例子。这种树可以长在阴凉地方或者 **sunny place**。长在阴凉地方，**SOIL** 湿，就不需要发达 **extended roots system** 去生存。长在阳光好的地方，土地干，需要发达的根茎汲取充足的水分。

The term “developmental response” refers to the phenomenon that an organism acquires a certain form depending on the environmental conditions under which the organism develops and grows. The professor uses the example of pine trees to explain how different environments condition the biological development of plants. Pines can grow in both cool, humid areas with limited sunshine and dry areas with sufficient sunlight. However the development their root systems can vary depending on the environmental conditions. Pines that are found in wet soils usually have shorter, receded roots. As there’s more water in the soil, there’s less need for the root system to go deeper to extract water. On the other hand, pines found in dry areas, where loose sandy soils are common, tend to show deeper root growth. Since drainage is rapid in these soils, pines need a more extensive system in order to acquire the water and nutrients they need for survival.

5

阅读：business class 讲 lateral view (侧面观点)，就是从一个新的观点来看问题。

听力：教授举了一个例子•一个经营宾馆的人老遭到顾客抱怨说等电梯时间太长，然后经理 先去找了电梯生产商，发现解决问题成本太高，然后他的员工给他提意见，说可以在电梯 前装个电视，顾客就不觉得无聊了。

The term “lateral view” refers to a business strategy that decision makers can see a problem through the perspective of a third-person and come up with new solutions. The professor uses the example of a hotel manager to illustrate how the use of a lateral view can solve a problem more efficiently. At first, some customers' were complaining about the long wait for the hotel elevator. Then, the hotel manager talked to the elevator manufacturer about fixing or upgrading the elevator, the cost of which would be too high for the hotel. Later, the hotel manager tried to get a third-person's opinion about this issue and talked to an employee. The employee suggested that they could install a TV in the waiting area so the customers wouldn't feel bored while they were waiting for the elevator. As a result, a lateral view solved the problem efficiently.

Task 5

1

一个女生感冒了，外出，但是她是 youth center 的 volunteer,应该带一帮小孩子去 zoo 看动物。两种解决办法。方法一是 reschedule 去动物园的时间，但这是一个 special exhibit of 一种老虎，孩子很期待看到老虎，而且是最后一天，不去很可惜。方法二是让另外一个 志愿者 Megan find children, 但是 Megan 自己要复习物理课内容参加考试，女生觉得让朋友 做出这种牺牲过意不去。问题：描述和解决办法，并推荐一个选择一个方案还要说理由。

The woman in the conversation has caught a cold and would like to stay home but she's supposed to take a group of kids to visit the zoo for her volunteer work at the youth center. She can either reschedule the trip to the zoo or ask her friend Megan to replace her today. In my

opinion, it's better for the woman to reschedule her trip. First, if she asks Megan to replace her, Megan might feel upset or stressed out because she has to prepare for a physics exam. If Megan does terribly on her exam, the woman in the conversation will be indebted to Megan and Megan might resent the woman for her bad performance on the exam. On the other hand, if the woman reschedules her trip to the zoo with the kids, she won't have to return the favor to anyone and the kids might enjoy her company more. The woman will also leave a good impression at the youth center for finishing what she set out to do in the first place. Therefore, I think she should reschedule the trip.

2

radio studio 常坏掉

女学生：收不到学校电台。

男学生：对，学校广播站的 broadcasting machine 坏掉了，去年坏了三次，机器很老了，学校应该采取一些措施：(1)该买新的了，但是很贵，预算有限，还有别的地方需要花钱：特别节目，比

如，请名人来做节目 (special program like inviting professors which needs fees); 或者 (2)请工程专业的学生来修理，他们不收钱只为获得专业的工作经验，但是他们有可能把设备修理得更糟糕，因为需要 professional。

The woman in the conversation has a problem that the machine at the broadcast station on campus is often dysfunctional and she's unable to continue her radio program. Her team can either buy a new broadcast machine or ask some engineer student to fix the machine for them. In my opinion, it's better for the woman to find an engineer student to fix the machine for them. First, buying a new broadcast machine will cost them a fortune and they won't have enough funds to invite professors or other renowned speakers to their program. In this case, the audience might stop listening to their show and the program will have to be discontinued at some point. However, if she asks an engineer student to fix the machine for them, there won't be any charges and it'll be good practice for the student. Besides, senior engineer students are usually just as professional as real engineers so the quality for their work shouldn't be an issue. For these reasons, I think the woman should find an engineer student to fix the broadcast machine.

3

一个男生遇到一个问题，history course 从下午被 reschedule 挪到了晚上，他喜欢这个课，因为课上会讲很多他感兴趣的 tradition 和 technology。遗憾的是他是校篮球队 (basketball team) 的球员，他打篮球很好，but 球是在晚上打的，有冲突。两个方法解决方式：(1)放弃课程 (drop the class)，反正这是选多了的，退了还是 full schedule；(2)退出篮球队 (BTW, quit the team 会让其他组员 disappointed)。如果你来选，你怎么选

The man in the conversation has a problem that the history class has been rescheduled to the evening but he has to practice basketball with his team at that time. The student can either drop the class or quit the basketball team. In my opinion, it is better for the man to drop the class. First since he has been a great player, he should stay on the basketball team and test out his own abilities. If he quits the basketball team now, he will never know how successful he could be as an athlete and other members on the team will also be very disappointed. In addition, if he drops the history class, his class schedule will still be full so he won't really have to worry about not taking enough classes. Besides, he can still sign up for the class in the future if he's still interested in it. For the above reasons, I think it is better for him to drop the history class first and stay on the basketball team.

4

一个女生的笔电坏了，修不好，里面有期末考试的复习文件。两个建议：一个选择是 rent 计算机，但是她觉得太贵了，不值。另一个选择是 roommate 共享，不过需要 arrange the schedule。问你推荐哪个建议？

The woman in the conversation needs a laptop for her finals review because her laptop just broke down and can't be fixed. She can either rent a laptop for the finals week or share the laptop with her roommate. In my opinion, it is better for the woman to rent a laptop. First, if she shares the laptop with her roommate, she will have to make an arrangement with her roommate for when to use the laptop and there might be time conflict. As her final exams are approaching, she should not risk the opportunities to fully prepare for her exams. In addition, if she rents a laptop, she will be able to use the laptop whenever she wants to and work at her own pace. That way she will feel less stressed out about work and concentrate better. For these reasons, I prefer the first solution.

Task 6

1

reasons of different color of eggs。第一个原因是可以躲避敌人，这些蛋藏在石头下面让敌人发现不了二个原因是让小动物的父母能看 egg 看的更清楚，比如 duck 的蛋，在很深的背景 hard to see。

In the lecture, the professor talks about the reasons why birds lay different colors of eggs, such as the need for camouflage or avoiding their eggs being identified by the host in the case of a parasitic bird. In the professor's first example, some birds like quail nest and lay their eggs on the ground, which means camouflage is necessary for their eggs. Quail protect their eggs by customizing the camouflage for their eggs. It can choose where to lay uniquely colored and patterned eggs based on where the eggs best blend in with their surroundings so that predators won't find those eggs easily. In the second example, some cuckoo birds, which are brood parasites, lay eggs of dark colors when the host's nest is dark-colored. This makes it difficult for host birds to identify counterfeit eggs so they can incubate the eggs for cuckoo birds.

2

讨论沙漠(desert)中的植物如何在强风中生存 (survive);表面长满刺，减少对风的阻力，或者快速生长，防止风吹沙子把自己埋住。举了两个例子：

叫 cactus 的植物会长出很多 hair,这些 hair 能够帮助它们牢牢的抓住地面(grip the ground), break the force of the wind, 并且保持湿润。叫 heion 的植物，它可以快速生长，防止自己被埋在风吹的沙里面

In the lecture, the professor talks about how plants to living in the desert, such as growing sharp spines all over itself and an extensive root system. In the professor's first example, the cacti are often found in deserts and their leaves different from what we typically see in a tree. The leaves of a cactus are sharp spines or hairs, which can break up the wind in the desert and reduce evaporation of moisture from the plant. In addition, a lot of desert plants are able to grow shallow, extensive roots quickly. For example, the saguaro has been observed to grow shallow roots covering a large area within a short amount of time. As the rain falls, their roots can collect the water immediately before evaporation also prevent the plant from being carried away by strong wind in the desert.

3

一个女教授介绍 restricted codes,说不群的人会用自己创造的语音来进行对话。举了两个例子，一是 SHARE same pro knowledge, 比如两个医生，在讨论问题的时候，就会用各种缩略词，但是在面对病人的时候详细解释。再比如一群 share experience 的人，有过共同经历，只要 mention 事情的 keyword 就能引起共鸣。大家都去一个 party, 见了一个山羊吃了他们的 picnic,以后再提到 picnic 或者 goat 就会哈哈大笑，但是对别人说的时候，就得仔细解释整个过程了。

In the lecture, the professor talks about two characteristics of restricted codes, including its dependence on the shared knowledge and experience of the participants to convey meaning. In the professor first example, when two doctors are talking to each other, they use a lot of abbreviations for different medical terms because they share the same professional knowledge. However, when talking to their patients, they have to explain the terms in detail to their patients. In the second example, when people share the same experience of a certain event, they also create restricted codes which refer to that event. For instance, a group of people went to a picnic and a goat ate their fold at the picnic. Afterwards, people in that group would find it funny whenever some keyword such as "goat" or "picnic" was mentioned but they would have to explain the whole thing someone who wasn't at the picnic.

4

讲 irrigation (灌溉) 的缺点：一是水量不好控制，经常太多，这样就促进了 disease 的生长，

所以要小心设计。二是有些水盐分多，灌溉了之后土就不方便长农作物了。

问题：总结缺点。

真题还原：Irrigation is an artificial system of applying water to the soil. This system is very useful in areas where there is very little rainfall and during dry seasons. Irrigation is also used to prevent soil consolidation, suppress the growth of weeds in grain fields, and to protect plants against frost. There are different systems of irrigation, each with its advantages and disadvantages. Surface irrigation is an irrigation system in which gravity flow is applied to move water across the land in order to infiltrate and wet it. Surface irrigation is further classified as border strip, basin or furrow irrigation. Surface irrigation is the most commonly used method of irrigation and represents as much as 95 percent of common irrigation activity today. The most obvious advantage of surface irrigation is that it is the most widely understood method of irrigation due to its popularity. Surface irrigation conserves water, as it applies water only down to the depths required to refill the root zone. It is especially handy in cases where there are water shortages. Surface irrigation is comparatively cheap to develop, and requires minimal investment on the part of the farmer. Surface irrigation is not affected by climatic and water quality characteristics. The major disadvantage of surface irrigation is that it tends to lead to waterlogging and soil salinity if there are no provisions for adequate drainage. Another disadvantage is that it tends to be labor intensive.

范文

In the lecture, the professor talks about the disadvantages of irrigation, including waterlogging and soil salinity. First, excessive irrigation water often causes waterlogging because water cannot penetrate fully in the soils. For example there's more irrigation water than the soils can absorb, irrigation water raises the water table in the ground and soils are waterlogged. Waterlogging then suffocates plants and causes other diseases for them. Therefore, it is necessary to monitor the amount of irrigation water supplied to an area. Second, since almost all irrigation water contains dissolved salt, soil salinity occur overtime from irrigation. For instance, when the plants use the water, the salts are left behind in the soil and eventually begin to accumulate. Soil salinity makes it difficult for the plants to absorb moisture from the soils, and in the long run, plants are less likely able to grow in the soils.

5

Psychology : Inappropriate behavior !核心是人们做错事都会想一些 explanation,而最常见的 explanation 是 attribution and justification. Attribution 指的是人犯了错然后认为是别的东西导致自己犯错，责任不在自己，又叫 excuse。举例是她作为老师，经常收到学生诸如我闹钟坏了这样的迟到理由他们自己不想迟到。Justification 指的是人们确实有意识的做了这件所谓的错事，但这件事的出发点是合理的，可被正名的。举例是她同样收到过这样的迟到理由，比如人去参加 job interview 而没去上课，觉得这个比上课更重要，这样的 explanation 就是 justification，为自己的行为正名。

In the lecture, the professor talks about how people explain their inappropriate behavior, such as attributing and justifying their mistakes. First, when people make a mistake, they often attribute the problem to something or someone else rather than themselves. For instance, many students would tell the professor that their alarm clock didn't go off in the morning so they were late to the class. In this case, they attributed the problem to the alarm clock for their own tardiness. In other words, they found excuses for their behavior. Besides inappropriate attribution, people also justify their inappropriate behavior by arguing that their behavior is necessary in a certain situation. For example, a student skips the class for a job interview because they claim that the job interview is more important than going to the class. They are aware of the fact that missing the class is inappropriate but the reason behind this behavior makes it acceptable to do so.

超五星级

TASK 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.

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.

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 *Modern 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.

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.

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.

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.

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.

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.

Version1:

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 and this habit has made me excel at school.

Version2:

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.

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.

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.

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.

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.

TASK 2

1

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

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.

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.

3

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.

4

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.

5

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 the 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.

6

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.

7

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.

8

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.

9

Some people prefer to carefully pick presents for their friends. Others prefer to give them gift cards. 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.

10

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.

11

Some people argue people born with natural talents are more likely to succeed. Other people believe success can be achieved through hard work. What is your opinion and why? Please include details and examples in your explanation.

Version1:

I believe hard work and constant practice are the keys to success in any discipline because natural talents alone without any polishing will go to waste after all. For instance, a friend of mine in high school was naturally gifted in solving math problems. He was very sensitive to numbers and logical patterns and he barely had to prepare for any test at school. However, he didn't have enough ambition to further develop this talent and dropped out of school because he failed most of his other classes. I, on the other hand, wasn't quite as smart but I never gave up on my studies. Eventually I was accepted to my dream school. That's why I believe success can be achieved only through hard work.

Version2:

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.

TASK 3

1

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.

2

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，没时间看那么所学生 submit 的 sample。

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.

3

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.

4

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.

5

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.

6

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.

7

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.

8

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.

9

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.

10

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 里的老师来当 volunteer。

Version1:

A student has written a letter suggesting that the university should offer more group classes such as yoga or karate and the woman in the conversation likes this proposal. First, the student in the letter thinks that these group classes at the gym will provide students the opportunity to exercise regularly. The woman in the conversation supports this idea. She used to go to group classes like this with her friends and it was quite useful and interesting, which was much better than exercising alone. In addition, the student in the letter argues that these group classes should be offered for free to students. The woman in the conversation also agrees with this proposal. She believes that a lot of students can volunteer at the gym and teach these classes; the university can even invite the coaches at the city gym to volunteer teaching these classes so that the university won't have to create an extra budget for these group classes at the gym. For these reasons, the woman in the conversation is in favor of the student's proposal.

Version2:

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.

TASK 4

1

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。本内容由老西口托福机经独家提供。

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.

2

fast following：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.

3

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

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.

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.

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.

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在 **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.

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.

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 **desert**。于是有些原来七点后来的顾客为了得到免费甜品, 就提早来, 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.

10

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。

Version1:

The term “niche construction” refers to a process in which an animal alters their surrounding environment to ensure their continual survival. The professor uses the example of Lemon Ants to explain how niche construction helps these organisms build a habitat that’s more ideal for their colonization. Lemon Ants are known to inhabit in the bodies of Duroia trees, which are a species commonly found in the Amazonian rainforest. Lemon Ants5 diet is mainly composed of leaves of this tree as well. In order to secure most of the resources and optimize their colony habitation, Lemon Ants employ a certain type of chemicals which serve as a powerful herbicide. As a result, most of the surrounding arboreal species which are ill-suited for Lemon Ants, habitation are wiped out so Duroia trees can grow better in the forest and Lemon Ants can continue to expand their colony.

Version2:

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.

TASK 5

1

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. Update weixin:laoxikou. 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.

2

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。

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.

3

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.

4

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。

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.

5

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.

6

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.

7

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:桂, 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.

8

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。此文档由老西口托福提供

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.

9

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.

10

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.

11

女生明天有节电影课，学期最后一节，老师最后放一部电影，还要讨论。但是女生有个 doctor appointment,所以不得不错过电影和讨论。这门课有个 final paper,她最想写的就是最后这部电影。她有两个解决办法，一个是自己回家租碟看，但是就听不到老师的点评了。男生建议她写其他电影，也是一个可行办法，但是她对其他电影不感兴趣。问：你推荐女孩选哪个方案，解释。

Version1:

The woman in the conversation has a film class tomorrow in which the professor will play a movie that she wants to write a paper on but she happens to have an appointment with the doctor at the same time. She can either rent and watch the movie herself afterwards or write about another movie in her paper. In my opinion, it's better for the woman to rent and watch the movie by herself. First, if she chooses to write about another movie that doesn't interest her that much, she will be wasting her time researching and studying this movie. In this case, she won't be able to learn much and might even get a terrible grade on her paper, which should be avoided at all cost by any college student. Besides, if she rents and watches the movie herself, she will feel more motivated to carry out extensive research and come up with brilliant ideas that will impress both herself and the professor, which is a very meaningful step for learning. Therefore, I think she should rent the movie afterwards.

Version2:

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 make up for what she has missed.

TASK 6

1

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.

2

动物眼睛扑捉猎物的两个 feature , 一个能够分辨颜色, 另外一个为穿透力, 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.

3

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)

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.

4

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.

5

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, 调查没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

经济学讲座关于软广告 (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.

7

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.

8

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.

9

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.

10

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 力口工资 raise。

Version1:

In the lecture, the professor talks about the advantages of setting operational goals for a company, which identify clear, specific steps for the desired achievement. The two advantages of doing so include motivating its employees and creating a better measurement of employees' performance. In the professor's lecture, the owner of a shoe store first set a specific goal for its employees that all the salesmen had to sell at least fifty pairs of shoes per month. With this goal in mind, everyone was motivated to work harder in order to achieve the goal. In addition, an operational goal can make it easier for an employer to measure the performance of its employees. For instance, the owner of the shoe store could use the operational goal, which was selling fifty pairs of shoes per month, as a threshold to determine whether an employee deserved a raise or bonus in their wage.

Version2:

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.

五星级

Task 1

1.If someone is visiting your country, what food will you introduce to the visitor and why? Please include specific examples and details in your explanation.

【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 a opportunity to boast ibis particular experience in front of the foreign guest and hopefully win his/her praise.

【答案2】 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.

2

Which of the following three courses would you choose to take—mathematics, drawing, or science—and why? What would you like to learn from this course?

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.

3

Talk about an important day in your life why?

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!

4

What are the advantages and disadvantages of eating in a fast-food restaurant? Please include reasons and details in your explanation.

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.

5

Which of the following do you think is the best way to get to know a new school? 1. Joining a one-day campus tour 2. Spending a weekend on the campus play field 3. 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.

6

Describe a skill you are good at. Explain why this skill is 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 to 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!

7

If your friend has received a large amount of money, what would you suggest him/her to do with the money?

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.

Task2

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

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. 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】 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.

【答案2】 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.

3
Agree or not, To succeed in business world, one should be friendly & 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, s 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.

4
Some people prefer to use electronic mail to communicate with their family and friends whereas others prefer to use the telephone. Which do you prefer and why? Please use examples and reasons to support your answer.

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.

5
Some people prefer card games. Others prefer computer games. Which do you prefer and why? Please include reasons and details in your explanation.

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.

6

If you were given an empty piece of land, would you rather use it to build a garden or a playground 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.

7

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.

8

Some people like to plan their free time. Other people spend their free time without any plan. Which do you prefer? Explain 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!

Task3

1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.

2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计算机连接网络查数据；（2）即使需要用到图书馆订阅的journal，也可以用自己的计算机联网找，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

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。

A student has written a letter proposing that the university should build a snack shop near the new classroom that's currently being built but the student in the letter opposes this proposal. First, according to the letter, a snack shop will make it more convenient for students to grab a quick bite on campus. However, the student in the conversation thinks that people will buy snacks from the shop and eat in class, which is going to create a lot of distraction for both themselves and the people sitting next to them. In addition, the student in the letter says that since the university hasn't started the construction for the new classroom, it'll be easy for the university to include the snack shop in their blueprint. The student in the conversation, on the other hand, argues that making any changes to the original design will still cost the university some money even though the construction hasn't started yet. For these reasons, the student in the conversation disagrees with the letter proposal.

4

阅读：学校要来一个节电比赛，看谁用电少，赢者奖励批萨派对。

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.

5

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,根本就不省钱

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.

6

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.

7

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,另外学校的 **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。

The student letter suggests that the school's computer lab should create a sign-up system so that students can book the time they want to use the computer. However, in the conversation, the girl disagrees with this suggestion. She says that first, under this system, everyone should finish using the computer within the booked time. When time's up, they will be forced to log off, even when they are in the middle of doing something. Their work will be interrupted and this is neither convenient nor effective. Second, she says that some students may want to change their time slots with others because they've come early or late, so this will create loud noises.

8

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.

9

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.

10

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.

Task4

1

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.

2

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，[此文档由老西口托福提供]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.

3

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

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.

5

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.

6

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 social facilitation. 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.

Task5

1. 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, 11 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.

2

女学生上学忘了带自制的色拉午饭, 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.

3

【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.

4

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

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。

6

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.

7

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.

8

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.

Task6

1. 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.

2. 生物课讲关于物种入侵的物种需要具备的条件 (invasive species会在一个地方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). 可以适应那里的水温变化(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?

*Asian carp: 即在美国臭名昭著无人敢食的亚洲鲤鱼

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.

3

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.

4

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.

5

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, 然后她再 business network 里认识了一个 account, 并且 trust 她, 她就可以直接雇佣那个朋友。[此文档由老西口托福提供]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 account, 这个时候她就可以介绍 account 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.

6

【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.

7

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)。

8

【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.

9

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.

四星级:

Task1

1-1
One of your friends has a bad diet habit. What advices would you like to give to this friend and why?

Sample Answer

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.

1-2
If your friend wants to make a big purchase without having enough money, what can he do to get enough money?

Sample Answer Version1:

Personally, I would tell me 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.

1-3
Nowadays, there is air pollution in many places. How to reduce air pollution and why? Include reasons and examples to support your response.

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.

Sample Answer Version2:

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.

1-4

Talk about a place where you enjoy studying and explain why you like it Please include reasons and examples in your explanation.

Sample Answer

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 of 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.

1-5

A friend of yours would like to drop out from college. What advice would you give him and why? Please include reasons and examples in your explanation.

Sample Answer

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.

1-6

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.

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 I've 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.

1-7

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.

【参考答案】 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 years 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.

1-8
Many cities have traffic congestions (traffic jams). What do you think a city should do to deal with traffic jams and why? Include reasons and examples to support your response.

【参考答案】 Version1: 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.

【参考答案】 Version2: 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.

【参考答案】 Version3: In 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.

1-9
Describe a special gift you gave to some else. Explain why it is a special gift? Include details to support your explanation.

【参考答案】 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 animals. The best thing about this camera is that it has built-in WIFI. It connects to his cellphone so he could keep sending pictures to us during the entire trip.

【参考答案】 Version2: If I were to give someone a gift, I would choose something that is personally hand-made. A photo calendar would be a good choice because it's not only memorable but also useful. It's easy to make your own photo calendar as a gift. There are many websites where you can print out a calendar using a template but customize the photos in the calendar. So I would upload some of the nice photos I took recently, especially those that would remind us of the sweet memories we shared, like the pictures of a beach or a party we went to together. To make it even more personal, I would write on each page of the calendar a few words expressing how I cherish our friendship.

【参考答案】 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.

【参考答案】 Version4: 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.

1-10

What do you think is ONE of the most important characteristics that a good teacher should have? Include specific reasons and details in your explanation.

【参考答案】 Version1: 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.

【参考答案】 Version2: In my opinion, a good teacher should have the ability to think independently and be extremely patient because these two qualities will make a 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 textbooks 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.

1-11

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.

【参考答案】 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.

【参考答案】 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 on a computer screen, which is so 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.

【参考答案】 Version3: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.

1-12

More and more people nowadays care about their health. Which of the following do you think is the best way for you to maintain your health—exercising on a regular basis, eating healthy, or getting enough sleep?

Please include reasons and examples to support your choice.

【参考答案】 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 are 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, do not 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 has been suffering from. Therefore, I believe getting enough sleep is the key to health.

1-13

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.

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.

1-14

Do you agree or disagree with the following statement? University students should learn

how to manage their time more efficiently.

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.

1-15

Among the following three activities, which do you think has the most benefits for students? 1. A field trip 2.A home tutoring session3.A presentation given by a local leader

答案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.

答案 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.

1-16

Which of the following activities would you rather do with friends than doing it alone? Having a walk in hill; Watching a movie/ reading book; Traveling

Personally speaking, I prefer traveling with my friends because I enjoy the company of my friends and I can feel secure when I'm in a foreign place if my friends are around. For instance, when I was in high school, I traveled to the Philippines by myself and my wallet was stolen when I was having lunch at a small restaurant. I lost most of my money for the rest of the trip, which made me feel really scared and sad. If I had traveled with my friends, I wouldn't have to deal with the situation alone and their company would provide so much comfort to me. The trip could have been less distressing if my friends were there. Therefore, I would rather travel with my friends than by myself.

1-17

Describe your favorite area in the city/town you live in.

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

1-18

What is your favorite time of the year? Explain why. Please include reasons and examples in your explanation.

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.

1-19

Describe an activity or skill that you already know how to do but would like to improve. Explain how you'd like to improve it. Please include reasons and examples in your explanation.

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.

1-20

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.

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.

Task2

2-1

Some people think students should study in the classroom. Others believe that they should visit the museum or the zoo. Which do you prefer and why? Please include reasons and details in your explanation.

Sample Answer

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.

2-2

Some people like to have a tight schedule while others prefer to have a lot of free time. What about you?

Sample Answer

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.

2-3

有人每天都必去 gym, 有人只在有时间的时候才去, 你认为哪个好, 为什么

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.

2-4

Do you agree or disagree? The most important influence that young adults have is from their families.

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.

2-5

Some people think that an innate talent is important to a musician or artist. Others think that hard work is more important. How do you think and why? Please include reasons and details in your response.

Sample 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.

2-6
Some people would prefer to live in a place with strict rules while others would prefer a place without any rules. Which would you prefer to live in and why? Please include reasons and details to support your answer.

Sample Answer

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.

2-7
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?

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.

2-8
Do you prefer a job which requires you to communication with others, or do you prefer a job where you work alone.

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. [weixin:laoxikou] 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.

2-9

Do you agree or disagree with the following statement: teachers should make their classes interesting and why? Please include reasons and examples in your answer.

Sample Answer

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.

2-10

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.

【参考答案】 Version1: Yes, I like to make friends with people who have different interests 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 reading 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.

【参考答案】 Version2: 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, most 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.

2-11

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.

【参考答案】 Version1: In my opinion, it's better for a child to grow up in a big city. I think first of all, in the 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.

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

2-12

Agree or Disagree: Whether a school is great or not depends on how many textbooks it has.

Personally speaking, I do not agree that the number of textbooks they use is the most important characteristic of a good school because there are other more important characteristics such as the teachers and the facilities. For example, I went to a great elementary school and for most of the time, my teachers didn't even use a textbook for classes because they customized a lot of teaching materials according to students' needs for better learning results. In addition, I often found the most rewarding lessons outside of the classroom, such as in the computer lab or on the playground. For these reasons, I believe the school's facilities and teachers are more important than the textbooks they use.

2-13

When on a vacation in a different city, some people prefer going camping in a tent, others prefer staying in the hotel. Which one do you prefer and why?

Personally speaking, I prefer staying at a hotel to going camping in a tent when I'm on vacation because nothing is more relaxing than having a good sleep on a comfortable bed in a clean, cozy environment. For instance, last year I went to a summer camp with my school. It was a three-day trip and I barely got any sleep because it was so crowded in the tent and there were bugs everywhere. I was too exhausted to explore the areas nearby, which was the whole point of the trip. If I had stayed at a hotel during my trip, I would have felt refreshed every morning and all charged up to explore the new city. Therefore, I prefer to stay at a hotel when I am on vacation.

2-14

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

Personally, I prefer to find answers on my own when I have a question about something because it is an opportunity for me to build up problem-solving and analytical skills. For instance, last semester I was writing a paper about the obstacles of increasing the usage of renewable energy in Asia and I couldn't quite figure out the power relations between governments and utilities so I decided to do extensive research on this issue at the library by myself. Then I made an interesting discovery regarding the power sector in Asia which also impressed my professor because he wasn't familiar with the issue either. As a result, I learned a lot more by finding answers on my own than from a professor.

2-15

Do you agree or disagree with the following statement: having a relaxing or unhurried life is the most important for a person and why? Please include reasons and examples in your explanation.

In my opinion, having a relaxing life is the most important for anyone because if we're always feeling nervous and anxious, we're not able to enjoy every moment in life and do things well. For example, when I was in high school, I was always in a hurry in order to catch up with the deadlines of different assignments. As a result, I didn't know how to enjoy my life as a teenager and was always unhappy. Later in college, the pace of my life was slower and I was able to learn more about myself. I was feeling fulfilled for most of the time because life was more relaxing and did well on my studies because I was no longer stressed out.

2-16

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?

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.

2-17

Do you agree or disagree with the following statement: Advertisements have too much influence on what people buy? Explain why. Please include reasons and examples in your explanation.

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.

2-18

Some college students like to spend their free time studying another course or doing schoolwork. Others like to join a club and enjoy club activities. Which do you think is better and why?

Whenever I find some free time at university, I always engage in some sort of activity. There weren't many clubs in the university where I was studying. But I know there are many in the U.S and Canadian universities, and I think it's a good idea to join a club and enjoy club activities. First of all, a club is a great way to find friends. Students can meet others who share your interests. They can explore their physical, creative, social, political, and career topics with like-minded people. What's more, many activities take place in a relaxing environment and begin with warm-up techniques or exercises. These promote healthy methods for dealing with stress.

Task3

3-1

【个人倡议】：health center 的问题, 文章说病人看病通常要等很久, 而且即使等上了, 也是一下就检查完了, 因为医生已经 overworked 了, 所以提出两条建议: 1、增加医生 2、要求医生周末也上班.

【学生态度】：男的反对说, health center 太小了, 增加医生会使 space 显得更小, 不方便. 另外, 周末在学校的学生本来就不多, 大家都回家去 happy, 而且也不一定会生病, 没必要要求医生上班.

3-2

阅读: 学校打算让在校生和已经工作的学生 (alumni) 交流一下, 了解下自己领域的相关东西, 讨论 career 和 activities.

听力: 女生觉得这样做不好。(1) 因为学生很忙, 没有时间拜访; (2) 而且相关的 advices 可以从家人或者 professor 那得到, 太多的建议只会更加 confusing.

Sample Answer

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.

3-3

【学校通知 1 学校计划降低能耗. 理由 1、为旧楼加装密闭好的窗户. 理由 2、减少一些学生不多的 building 的开放时间.

【学生态度】：男生同意. 理由 1、那些旧楼确实需要装密闭窗户. 天冷时, 窗户漏风, 坐在窗边冷飕飕的, 耗费能源也多. 理由 2、那些 hall lag 到那么晚时 (九点), 但确实只有几个学生在晚上用. 他们几个人要用的话, 完全可以让他们去 student study center or library

3-4

【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.

【参考答案】Version1: 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.

【参考答案】 Version2: 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 will 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.

3-5
阅读：学生写信说因为学校很大，所以学校有提供校内公交车给学生搭乘，因此建议增加公交车班次，不然延误上课，好多同学还是选择自己开车

听力：女生认为这是很棒的建议，她一开始也搭乘校内公交车，不过太慢了。

One time she was late to class, because she was waiting the bus more than 20 min, and her first class was in one building and the others in far away from first.

所以她现在只好自己开车，如果增加班次，她可能会改回搭公交车，因为 gas is really expensive. This plan allows her to save a lot of money ○

【参考答案】 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.

3-6
阅读：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。

听力：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。

【参考答案】 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.

3-7

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

【参考答案】 The university orchestra is going to perform at some local schools and the man in the conversation likes this idea. First, according to the university, students in the orchestra will have more opportunities to perform in public. The man in the conversation also finds this a good way to share their music with more people. In the past, these orchestra students only got to perform once every year and it was such a shame that all their hard work couldn't be enjoyed by more people. With this new opportunity, the results of their practice will be widely known. Second, the university hopes that through more frequent performances off campus, more school children will be inspired to learn to play a musical instrument. The man in the conversation supports this as well because he thinks learning an instrument at a younger age is much easier. For instance, he started to learn the violin later than the other kids did and he had a difficult time catching up with the others. For these reasons, the man is in favor of the new plan

3-8

阅读: 学校打算暑假把学校的 theater 出租给当地的剧团排练, 因为 (1)暑假没学生用, 剧团也会做一些演出, 还能给有 summer class 的学生有娱乐活动; (2)出租赚的钱可以改善 theater 现在的条件。

听力: 男学生觉得很 cool, (1)因为他就上过 summer courses, 这样夏季课程无聊的时候有事儿干; (2) theater 里面的椅子都坏了得修修了。

Sample Answer

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 courses. The man in the conversation finds it a great idea because he remembers being bored when taking the summer courses 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.

3-9

阅读: 学校告示环境问题引起大家重视, 要展开环境保护项目, 因为 (1)觉得校园里面不环保的事情太多了, (2)现在的环境专业在读学生才能参加。

听力: 男学生反对, 原因 (1)现在大部分学生的环保意识已经非常强烈, 例如自己出门都会关灯, 不存在告示里说的环保意识薄弱的现象, 学校统计的样本数据太小。 (2)项目应该向全体学生成员开放, 只要有兴趣都可以申请, 像自己虽然不是相关专业, 但很有环保意识, 况且还能有相关方面的培训机会。

Sample Answer

The university is going to create a new program for 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.

3-10

阅读：学校计划让 experienced resident advisor 来培训新的 advisor, 之前都是由学校的 housing staff 来培训的, 这样 housing staff 可以有更多时间处理其他工作。

听力：女生表示赞成, 理由 (1)她自己也是 resident advisor, 可以把她的经验介绍给新的 advisor, 有助于解决 roommate 之间的 conflict ; (2)因为开学会有很多学生 move in, 所以 housing staff 会很忙, 这样可以腾出更多的时间和精力来分配住宿。

Sample Answer

The university is planning to have experienced resident advisors train new advisors on campus and the woman in the conversation agrees with this 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 and 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 staff. 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.

3-11

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。此文档由老西口托福提供

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, 排在他后面的人已经来了, 两个人就会为此争执, 产生 noise。

Sample Answer

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 with fewer people waiting in line, the computer lab can become a quieter place. The woman, on the other hand, believes there will still be noises at the lab such as students arguing about their appointments when the first student on the sign-up sheet is late. Therefore, the woman opposes the student's proposal.

3-12

阅读：学校要将奖学金发给学生，理由（1）有了钱的动机，可以刺激学生用功书；（2）化学系刚好最近接受到一百万的捐款，可以做此用途。

听力：男学生不同意，因为（1）毕业证书可以证明他们努力用功读书，而不是为了钱；（2）这笔捐款可以用在其他的用途上，不要只是奖励那些已经是顶尖的学生；举例说，学校的设备老旧可以用这笔钱去更换及买其他设备，这样就不只好学生享受到福利了。

Sample Answer

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

3-13

【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。

Sample Answer

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.

3-14

【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。

Sample Answer

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

3-15

阅读：学校宿舍要雇请24小时的计算机技师，帮同学解决计算机问题，有意愿的同学可以去当然后减免50%的住宿费。

听力：两个学生讨论，女学生觉得这个政策很好因为她之前计算机有问题只能去图书馆做报告，然后她说自己也希望能有这个工作因为可以省很多钱。

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.

3-16

阅读：学校宣布成立 arts club，对成员要求不高 (less demanding)，而且博物馆门票半价

听力：男学生觉得他会 enjoy。

理由一：他本身学化学课很重，但是这艺术 CLUB 让他无负担，加上他从小就爱艺术，可以 relax；

理由二：门票半价，这艺术 CLUB 可以让同学省下很多去艺术博物馆的钱。

The university has announced that there will be a new arts club on campus and the man in the conversation supports this new policy. First, the university is going to make the club less demanding for all the members since they want to encourage students to cultivate their taste in arts. The student in the conversation likes this idea because in the past, he had always wanted to join the arts club but could not due to the heavy workload at the chemist[^] department. With a lower threshold, he'll be able to enjoy arts again and relax himself from all the stress related to his studies. In addition, according to the university, there will be a fifty percent discount on the entry fee to a local art museum for all the members at the club. The man is also very excited about this because this can save students a lot of money from their visits to the art museum. For these reasons, the man in the conversation is looking forward to joining the newly established arts club.

3-17

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于100个, 而且将来的需求只会越来越多。
- (3) 应该把荒废的 football playground 改建为停车场才能解决问题。

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.

3-18

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不同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. Weixin:laoxikou.

3-19

餐厅的电视应该移除:

阅读: 学生写信给大学校长, 希望把餐厅的电视给搬走, 说这样会影响学习。A student writes a letter

to the university newspaper, 反映学校应该拆除食堂里的 large screen TV, 因为噪音大会影响同学交流, 使得同学不愿意互相交流而经常去关注那个大电视。

听力: 男生反对, 因为:

(1) 那本来就不是看书的地方, 如果你觉得会干扰跟同学的对话, 可以选择离开, 那里本来就是 for relax, 要读书有图书馆, 那才是安静的地方。如果食堂太安静就没有 fun 了。

(2) 学生都是可以为自己决定负责的成年人, 要选择和同学聊天还是看电视都是自己的决定, 学校不应为此负责。女生附和, 说得好。

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.

3-20

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.

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.

Task4

4-1

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。

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.

4-2

【名词解释】：interest boosting (兴趣激发)：in class, to boost students’interest 教师为吸引学生注意力应该把一个学生觉得没有意思的书本内容与学生感兴趣的内容结合在一起 by showing the material of the subject.

【教授举例】：教授举了他妻子 wife 的例子.教授的妻子是一个高中教师 in an high school.教学生化学课

teaches,她想 tried to 跟学生讲有关居里夫人的故事，但是她的学生都不感兴趣 care about,不能集中精力.后来改成放一个关于居里夫人的电影 movie which related to the subject,说了一些他的发明和故事 because

she thinks that students love that movie and the main actor,电影里 popular 的演员, as a result,学生很爱看，也对这门课产生了浓厚的兴趣.注意力很容易就集中了 students really paid more attention.

【参考答案】 The term “interest boosting” refers to a 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 teaching high school students to show how interest boosting can help students learn more effectively. When the professor's wife was teaching things about Madame 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 Madame Curie that talked about her discoveries and stories. She decided to play this movie to her students to boost their interest since most students are interested in movies. As a result, many students became intrigued by the movie in class and started to show interest about Madame Curie and her scientific breakthrough. These students not only paid more attention in class and became more engaged in the subject.

4-3

【名词解释】：Human behavior consists of a serial of simple behavior 有一种教育方法叫 behavior chaining (行为链锁) .有时候教小孩子一件事，把 complex activity 分解开来一步一步教，他们更容易理解掌握。

【教授举例】：一个教授教他三岁的女儿如何洗手 wash hands.洗手过程 action 分解 break down 为五个步骤 steps.1、打开水龙头 turn on the water; 2、wet the hands; 3、put some soap; 4、rinse hands; 5、turn off the water.教授先一步一步地教女儿分解动作，直到她熟悉一个动作后，再教她下一个动作.最后把所有动作连接起来，他女儿就学会如何洗手了.1

【参考答案】 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 off the faucet. Through teaching his daughter every step involved in hand-washing, the professor was able to help his daughter complete a sequence of actions and engage in a more difficult behavior.

4-4

【名词解释】：passive blabla (X)意思是：有些人总认为会发生坏事 outcome is negative in the future, 所以这些人一般都会特别努力提前做好准备, 以避免最后的坏结果。

【教授举例 1】 教授举了例子来阐明这个原理.教授有一次, 跟一个同事一起去纽约参加会议.从机场出发每个人都托运了行李 suitcase,但是下飞机后, 他们的 suitcase 丢了, 不能及时送到.他的那个同事就是那种经常想坏结果的人.他提前预料到了各种可能会发生的情况, 所以他准备了 extra clothes in his carry on bag,而且也把所有重要资料都放在了 carry on bag 里了.教授自己属于不会想象坏结果的那种人, 所以他就什么都没带, 只能临时买衣服、重新打印重要资料。

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

4-5

【名词解释】：synomone (互益素)：指的是两种动物之间释放出的 chemical signal 互惠互利。

【教授举例】：教授以两种鱼为例. Prople?释放出的 chemical signal 吸引 clownfish, 而 clownfish 释放出的 chemical signal 吸引一种大鱼, 这样, 人吃了大鱼, 也保护了 clownfish.

4-6

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

【参考答案】 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' chance of survival without hurting the other. Cattle egrets have been known have commensal relationship with livestock, such as cattle. These egrets follow cattle and forage in the fields among them. As cattle graze on the field, various insects are moved up to the surface of the field. Once the insects are brought up to the

surface with cattle's grazing, the egrets following the cattle would catch and feed on these insects. In this case, only the egrets benefit because cattle help them find their food while cattle themselves remain unaffected by this feeding arrangement.

4-7

阅读：刺激区辨 (stimulus discrimination)。动物们依靠听辨不同的声音, 来判断危险和安全, 并据此作出正确反应。

听力：教授举了海豹 seal 的例子。一种 orca 吃 seal, 另外一种不能, 海豹依靠听辨 predator 和 harmless, 能分辨出这两种 orca 类似的声音, 因为捕食者声波比较单一, 而非捕食者他们比较复杂。有危险讯号, 逃之夭夭; 没有的话, 继续吃东西 keep on eating .

Sample Answer

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

4-8

【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。

【参考答案】"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.

4-9

【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, 提高自己的能力 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.

Sample Answer

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 personal 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 instead 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.

4-10

【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：在北美有一个 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。

Sample Answer

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 microorganisms 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.

4-11

阅读：display rule，应该是一种对特定场合的社会化的反映。

听力：教授列举女儿生日作为例子，女儿喜欢 doll，一旦没有收到 doll 就 disappointed，然后父母实现教女儿无论喜不喜欢都要说礼物很 cute 啊，然后果真奶奶没有送 doll，送了 cloth，所以母亲赶在 isappointed 之前就帮她说 cloth 很 cute，然后她自己也抱了奶奶一下。

补充资料“

Display rules are a social group's informal norms about when, where, and how one should express emotions. Expressions of emotions vary to a great degree and hold significant meaning with great value of determining one's cultural and social identity. Display rules identify these expressions to a precise situation in a suitable context. Research has shown that emotions can be affected by display rules without ensuing a feeling. Developmental research according to Matsumoto has revealed that display rules become differentiated with age and the presence of another individual has been shown to inhibit both posed and spontaneous expressions. Most of these expressions, whether posed or spontaneous, are adopted by the socially and cultured environment which they have derived. Matsumoto refers to display rules as values concerning the appropriateness of emotional displays that are communicated from one generation to the next. However, display rules necessitate the integration not only of a dimension of expression appropriateness, but an evaluation of behavioral responses relative to appropriateness. This connotation examined reflects not exactly the disparity of display rules, but inherited distinction in the sense of an assortment of

contexts and situations.

Sample Answer

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.

4-12

【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

Sample Answer:

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.

4-13

【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 **outloud** 的,而是可以 **privately** 地听,别人听不到的那种,那不是很好吗?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。

Sample Answer

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

4-14

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 felt about him and realized that it wasn’t because he was unwelcomed but simply because they didn’t know each other well enough at first.

4-15

阅读: 讲了动植物之间的共生关系 exploitation。

听力: 用蜜蜂和花的关系。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, 这是平等的关系。后来又说了, 还有一种情况就是不平等关系。举例有一种花 orchid 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?

请用听力例子说明 exploitation。

The term “exploitation” in a symbiotic relationship occurs when one of the two individuals involved in this relationship is unable to provide the reward for the other while the other individual does something that benefits the growth of the first individual. In the professor’s example, bees and most flowers have been observed to have a symbiotic relationship. Typically, bees collect nectar from plants as their food source while these rewarding plants also rely on bees to spread the pollens for the plants. This kind of symbiotic relationship is mutually beneficial for the bees and the flowers. However, there are some plants that can exploit this relationship without providing any rewards for bees. Some orchids, for example, imitate the appearance and smell of a rewarding plant but are in fact incapable of producing nectar for bees. As a result, bees may be deceived by such orchids and pollinate for them without getting the food they need.

4-16

阅读: 讨论一个 contrast effect, 当人们评判一个东西好坏的时候, 如果之前看过类似的东西, 就会以这个 familiar 的东西作为标准。

听力: 教授举了自己的例子, 他大学租房子, 第一个房子小, 不好, 然后就去看了第二个, 结果第二个比第一个大, nicer, 然后他就租了。结果东西搬

The term “contrast effect” refers to a tendency in people to have an enhanced perception of a certain object as a result of successive exposure to a stimulus of a lesser value in the same dimension. The professor uses an example of his personal experience to explain how a contrast effect clouds people’s judgment of the reality. When he was in college, he was looking for a place to rent. He first dropped by an apartment that was really small and in a terrible shape, which made him feel extremely uncomfortable. Then he visited a moderately bigger, nicer apartment. However, since he had been previously exposed to the feeling of discomfort, the contrast effect made him see the second apartment as almost luxurious. After he actually moved into the second apartment, he realized he couldn’t real

4-17

回音定位：

阅读：许多动物看不到，但是可以躲避障碍物、捕捉食物。**echolocation** 回声定位是动物用声波来侦测物体的方式，因为在黑暗的地方，视力无法发挥作用。其原理就是动物放出声波，声波遇到物体之后会反射，动物在藉由侦测这个反射的声波（**echo**），来判断物体的位子。动物会用这种方法来侦测障碍物（**avoidobstacles**）或是猎物（**prey**）。

听力：教授以蝙蝠为例（**bat**），蝙蝠在飞行中一直发出 **noise**，这 **noise** 碰到 **obstacle** 之后就会 **reflect**，蝙蝠有 **sensitive** 的感觉器官，从而可以得知前方物体（**object**）是什么，并且连大小和方位都可以很敏锐的判断出来。蝙蝠吃蛾 **moth**，蛾只有在晚上出来活动，但是蝙蝠依然捕捉得到（**without seeing them**），因为它靠发射回来的回音辨别障碍物，例如树，用 **echo** 可以判断对方动物是 **what**、**where**、**how large**，而且它可以分辨障碍物是树还是蛾，如果是 **tree** 就绕过，是 **mouse** 的话就 **get closer**，并且不停的发 **noise** 直到逮到牠。

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.

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 6 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。

“Extinction of behavior” is observed when a previously conditioned behavior stops occurring because the stimulus reinforcing the behavior is no longer received by the actor. In the professor’s example, a mother once took her child to the grocery store and the child was crying out loud in the store. To avoid embarrassment, the mother bought cookies for the child in order to comfort him. However, after a few incidents like this, the child realized that he could be rewarded with cookies every time when he cried in public and continued this behavior. In other words, the child’s crying behavior had been reinforced by cookies. Therefore, the next time when the child cried in public, the mother simply ignored him and allowed him to cry. After a while, the child again realized that there would be no reward associated with this behavior and eventually stopped this behavior.

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.

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产生影响, 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) 教育系统很不错。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, 也没有以前想象的那么糟, 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.

Task5

5-1

【学生困难】：男生今晚得去 visit museum 找资料完成 art class 论文 (明天 museum 将被 closed), 但他晚上又要上课。

【解决方案】：女生建议: 1、miss the class tonight, 去 museum 回头借同学笔记抄. 2、to talk with professor of art to postpone the due date. 男生说教授会生气. 描述男生遇到的困难, 女生给的两个建议, 你的建议及理由。

【参考答案】 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.

5-2

【学生困难】：男生 Sam is in charge of the classic movie club.这星期他还邀请到一个教授在放映一部电影前

介绍这部电影,但教授因为家里临时有急事 family emergency, canceled 这个 lecture.

【解决方案 1 男生自己想了两个方案: 方案 1、推迟放映 reschedule,但男生怕好多学生,因临时没看到

通知,还是来参加这个活动了.方案 2、男生自己准备材料,给同学介绍这部电影,但就会少了 Q&A 环节,因为他没办法回答学生问题.

参考答案

【参考答案】 Version1: 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.

【参考答案】 Version2: The man in the conversation is going to play a movie on campus and a professor is supposed to give a brief talk before the movie. However the professor cancelled the talk at the last minute due to a family emergency. The man can either reschedule the movie or give the talk himself. In my opinion, it's better for the man the reschedule the movie. First, rescheduling the movie allows the man to host the event according to his original plan so he'll be able to ensure that the whole event will still go smoothly. In addition, even though some students might not be able to receive the last-minute notice and still show up at the venue, as the event is held on campus rather than somewhere far away from school, it doesn't seem to be a big issue if students waste a trip there.

5-3

【学生困难】：男生明天要去参加一个 job interview.可是他把西装 suit 落他父母家了.

【解决方案】：男生自己说出两个方案: 方案 1、借室友 roommate 的西装.男生说 roommate 的西装不合身,有点儿 big Looks sluggish.如果穿 roommate 的西装去参加面试,可能会给会招聘官留一个不好的 impression.方案 2、去商店买一套新的.男生说挺贵的.他想攒钱买辆自行车 bike.如果买了衣服就没钱买车了.

【参考答案】 The man in the conversation is going to an interview tomorrow but he left his suit at his parents' place. He can either borrow a suit from his roommate or buy a new one. In my opinion, it is better for the man to just buy a new suit. First, if he borrows the suit from his roommate, the suit might be too big for him and he'll look awkward in front of his interviewers. In that case, he'll end up leaving a bad impression at the interview and losing a great job opportunity. Second, if he buys a new suit for the interview, he'll look sharp and confident in front

the interviewers. Although the suit will cost him some money, both the tangible and intangible value of acing the interview tomorrow will exceed the price of the suit. Besides, he can wear the suit for many years after he starts to work so in the long run, the suit doesn't really cost that much. For these reasons, I think it is a wiser decision for the man to buy a new suit.

5-4

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N年一次, 所以很可能没有机会再次见到。)

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.

5-5

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。

Sample Answer

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

5-6

学期末, 女生的一节课让他们一起聚一聚。这个女生在一个很好的饭店订了星期四的位置, 但是有两个同学没有办法来。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, 但是周五很多同学要回家或者没时间, 那他们就不能在定好的那个好餐馆。

Sample Answer

The woman in the conversation has made a reservation at a nice restaurant on Thursday but two of her friends won't be able to make it to their date. She can either still go to the nice restaurant on Thursday without her friends or rearrange their gathering on Friday. In my opinion, it is better for the woman to move the date to Friday. First, if she goes to the restaurant without her friends on Thursday, she will feel bored and lonely. No matter how good the food is, the woman won't be able to have a good time. If that's the case, a meal at the restaurant wouldn't worth the time or

money. On the other hand, if she moves the date to Friday, she can still catch up with her friends, even if it's a quick bite at a random restaurant. What's really important is that she gets to spend some quality time with the people she cares about. For these reasons, I think the woman should change the date of their gathering to Friday.

5-7

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。

【参考答案】 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.

5-8

【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。

Sample Answer

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 late 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 common courtesy to make sure Tina gets her notes back on time. For these reasons, I prefer the first solution.

5-9

【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。

Sample Answer

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.

5-10

男生有堂课 theater class 要求表演莎翁的戏剧, 与他合作的女生 Sarah get cold 了。

两个解决方案: (1)向教授说明, ask the professor to reschedule, 但是那就得到下周, 而他还有一个 monologue, 这将 add too much pressure on memorization ; (2) Sarah 虽然病了, 但她有说如果需要她还是可以上场的, 但男生觉得这样对 Sarah 不好, 如果可以他不太想这么做。

Sample Answer

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.

5-11

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 doesn't have the item Solution 2: Wear casual clothes Con: He's not sure if it's okay.

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.

5-12

【学生困难】女生所在的 radio club 要招新, 负责招新的同学病了, 明天不能去了。。

【解决方案】1 女生自己去, 但是明天女生还有 group meeting, 时间上面冲突了, 只能 miss the meeting, 不愿意。2 女生找室友帮忙去招新, 不过室友不是这个 club 的, 比较奇怪。但是室友人好, 喜欢交流, 没准室友去也能找上人来。

Sample Answer

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 or ask her roommate to recruit for the radio club at the fair. In my opinion, it's better for the woman to go 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 schoolwork 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.

5-13

【学生困难】：男生的 friend gave him a ticket of concert, the concert 有他最喜欢的 band 的演出, 但男生有一个 history paper due tomorrow, 今天要写完。So there is a time conflict.

【解决方案】：男生面临两个方案：方案 1、go to the concert, finish the paper after the concert; 但要 stay up 方案 2 not go to the concert, give the ticket to others。在家认真写 history paper, 能完成。但男生说这个 concert 很久才办一次, 所以很可能以后没有机会再次看了。

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.

Sample Answer

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.

5-14

【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 lastminute 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。

Sample Answer

The man in the conversation is planning to go to the beach with his friends but Mary needs him to help her move to a new place over the weekend. He can either find someone else to help Mary or cancel his trip to the beach with his friends. In my opinion, it is better for the man to find someone

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

5-15

两个学生在聊天, 男生说他寒假要留学校帮教授出书吧, 但是他是篮球队的队员, 所以学校体育馆寒假关门让他很困扰。

solution 1: 去城镇的gym 买一个月的会员然后运动, 但是一个月75 元太贵了;

solution. 2: 自己在外边跑步, 但是天气太冷了。问题: 复述同学遇到的困难和解决方法, 然后说一个你的看法。

The man in the conversation is going to work on a new book with a professor during the winter break but he won't be able to use the gym on campus during the break. He can either buy a one-month membership at a local gym in downtown or go jogging outside on the streets. In my opinion, it is better for the man to jog on the streets. First, if he chooses to work out at a local gym, the membership fee will be seventy-five dollars, which is too expensive for a college student. It's always a priority for a college student to learn to be financially responsible. Second, if he jogs outdoors, he won't have to spend any money at all and can enjoy the fresh air outside. He can always put on extra layers of clothes if the weather is too cold for him and his body will warm up quickly as he starts exercising.

5-16

一男的历史课开学已经迟到两次了, 因为原先往学校的路线上, 某座桥在整修, 导致traffic 很差, 走新的路线浪费时间。女的给了两个options: 一个是早点起床来学校 (男的说他晚上要经常去图书馆读书读得很晚, 起不来), 一个是drop 掉这门历史课 (男的说他喜欢这个教授, 下学期就不是他教了)。

The man in the conversation has been late for his history class twice this semester because a bridge on his way to school is under construction and he has to detour to get to school. He can either get up earlier in the morning or drop this class. In my opinion, I think it is better for him to get up earlier in the morning in order to make it to the class on time. First, the professor whom he likes very much won't be teaching this class next semester. If he drops this class now and ends up taking the history class taught by a professor that he doesn't like, he won't be able to learn well in this class and all his tuition fees and time will be wasted. In addition, if he wakes up earlier in the morning he'll be able to get to his class on time, which is the least a student can do to show their professor that they care. For these reasons, I prefer the first solution.

5-17

男生上美国文学的课程, 这门课有不错的讨论课, 但是后来发现现在选的人超多, 太拥挤了, 上课没时间发言讨论。女生提出方案一, 组织课外讨论。但男生担心没人会参加, 因为就像多了门课; 男生提出方案二, 这学期 withdraw 美国文学, 下学期再修, 可能人少点, 但是这学期要写有关的论文。

The man in the conversation is disappointed by the discussion sessions for the American Literature class because the course is over subscribed. He can either start his own discussion sessions with his classmates or drop the class and retake it next semester. In my opinion, it is better that the man organizes his own discussion sessions with other classmates. First, if he drops the class now, all his effort so far will be wasted, and it, san uneconomical decision for any busy college student. In addition, although there will be extra time and energy invested, he and his

classmates will be able to learn much more from their own review sessions than from the overcrowded discussion sessions. There are likely other students who feel the same way about the frustrating discussion sessions and would like to start their own review sessions. For these reasons, I prefer the first solution.

5-18

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.

5-19

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，在网络上买又要加运费，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享一本书。

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 的质量。

问题：描述问题及男同学有的选择，再给你自己的建议。

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

【学生困难】：男生本打算这周末回家给母亲庆祝生日, 但 paper 要交, 没写完.

【解决方案】两方案: 方案 1、不回了, 爹妈能理解. 方案 2、带着 paper 回, 两不误. 转述女生困难, 方案, 你的建议及理由.

Task6

6-1

【讲课要点】：Reinforcement is a method to change one's behavior.

reinforcement 分 positive reinforcement 和 negative reinforcement 两种. 教授举例: You must get up early to go work, 不喜欢早起, 为让自己早起, 有两种办法:

positive: add sth make you happy. 要么给 giving 自己 positive reward, You can reward yourself by delicious breakfast, 就可让自己早起.

Negative: remove sth that make you unhappy. 要么 remove negative things, change the shower time, which you feel uncomfortable, to evening, 这样人也就不会那么讨厌早起了.

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

6-2

【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.

机经原文还原:

M: As we all know, humankind has been using fire for millions of years. Fire changed the way ancient human lived. But when ancient human first got in touch with the secret of fire, their knowledge of how to control and manipulate it was primitive. Now let's take a close look at how they kept the fire burning. At a particular stage in human history, ancient human started learning to keep fire with technical knowledge. After lightning stroke a tree, a forest fire began. When ancient human rushed to put out the flames, they realized that fire can be spreading along with forest trees; otherwise it would gradually burn out without additional wood. Therefore, instead of letting

flames flash for few hours before it died out, the ancient human started to apply wood as a kind of fuel to keep the fire on as many hours as necessary. Unfortunately, fire could still bum out overnight if no one watched over it. Therefore, social skill was another approach applied by ancient people to prevent the fire from going out. When everybody slept at night, there was usually a guard looking over the fire and keeping adding wood, and then they took turns through the night. By learning the importance of team work, the ancient people were warm and safe in the cold evenings.

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

6-3

【讲课要点】：让你更享受 repeated activities or experiences 有两个 ways: Way 1、第一, 将行为多样化.

徒步爱好者如果一直在同一片森林走同一个路线可能会觉得无聊.如果他选择不同的路线, 徒步会一直都有思意思.Way2、通过改变你做那件事的频率.喜欢吃冰激凌, 天天吃会觉得不好吃了, 如果两周才吃一次会觉得仍然可口.

6-4

【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 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.

【参考答案】 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 hatchetfish has been observed to glow constantly. The light is generated from its stomach and the hatchetfish 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 hatchetfish can avoid being seen by sharks from below.

6-5

关于产品营销。公司造的产品都差不多, 于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。

【参考答案】 In the lecture, the professor talks about how manufacturers differentiate their products from the rest, making their products more attractive to a targeted market. This can be done through showing differences in the product's quality or special features. In the professor's first example, a manufacturer of 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 cared more about product quality and less about affordability. In the second example, a pasta sauce company was able to differentiate its product promoting its unusual spiciness. By doing so, this pasta sauce company was able to put itself in a position where it did not have to compete with other common types of pasta sauce and instead only attracted consumers who preferred spicy sauce, which increased its chance of profitability.

6-6
商家在用广告做比较营销 (comparative marketing) 时, 可能面临两个风险: 风险 (1) 在做广告时, 会提到竞争对手 competitor 的 name。帮助竞争对手给消费者 consumers 留下深刻印象。举例: 某某 soup 的广告让观众把 taste better 和竞争对手的名字联系起来。帮助竞争对手给消费者留下深刻印象。风险 (2) 做广告, 本想拉拢竞争对手的消费者。但如果说过火了, 就会 insult 竞争对手的 consumers, 引起他们的反感。举例: A shampoo 广告说 B shampoo 不好, 可是说的过头了, 会 insult B shampoo 的使用者, 那他们就怎么也不会再使用 A shampoo 了。

Sample Answer

In the lecture, the professor talks about the negativity coupled with comparative marketing, in which the name of a competitor is mentioned to show its inferiority to the product naming it. This negativity includes impressing the audience with their competitor's information and transferring the negativity directly to the brand itself. In the professor's first example, a soup company was trying to show that their products tasted better than their competitor's. However, as the competitor's name was mentioned in the advertisement, consumers were in fact impressed by the competitor's name and lost focus on the soup company itself. Second, a shampoo company explicitly attacked the product of their competitor in the advertisement in order to show how their own shampoo products were significantly better than the others. As a result, the customers of the competitor felt insulted by the advertisement and didn't feel like buying the shampoo in the advertisement either.

6-7
土地的 salt accumulation 问题。Solution 1: 弄 pipe 把多余的水引走; Solution 2: 种植 resistant 的 crop, 这些 crop 对于盐有抵抗力。

Sample Answer

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 [weixin: laoxikou] irrigation water and then a fraction of irrigation water is drained and discharged out of the irrigated area. By doing so, the concentration of salt on land can be decreased. In addition to drainage, people also grow salt-tolerant plants in saline soils. Most plants are affected by soil salinity negatively. However, some crops are resistant to soil salinity and can thrive in such environments. The level of crop tolerance to salt can determine the desired soil salinity level.

6-8
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 on 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.

6-9

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, 多余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

Sample Answer

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.

6-10

对于 Marketing 广告, 投资一般很大, 小企业怎么办呢? 两个方法: (1)聚焦客户群: 比如小区修计算机的'仅在当地的小区报纸的科技版面登载广告; (2)与大品牌联合营销 Joint Marketing :比如还是修计算机的'可以将广告放在小区最大计算机销售商店的 Leaflet 上面一起推销。

Sample Answer

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.

6-11

商业课: 造成 LOGO 不 impressive 的两个因素。想要表达的内容的 contradiction, 比如牙膏, 用个很 dark, muddy 的图, 弄的人们就觉得这个牙膏 效果不好'因为大家都想要牙齿又白又亮。

使用过时的图。比如一个 telecommunication 公司, 我们都知道手机换代超级快, 如果你用一个电话作 logo, 弄得大家看起来觉得是父母年轻时用的, 人们就会觉得公司跟不上时代。

Sample Answer

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.

6-12

【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 build 巢 nest 建在浓密的高高的 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：Hxxxx 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 给 baby 喂食, 门关上后可以伪装起来。

Sample Answer

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

6-13

【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.

Sample Answer

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 every day. 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.

6-14

【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。 Mechanism2、squid 可以变色,比如 pink-blue-white 这种。比如 a predator 一直在盯着一个 pink 的 squid 跑,结果 bang, pink 的 squid 不见了,来了个 blue 的,那么 the predator 就会 confused,于是 squid 就有机会 escape。

Sample Answer

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

6-15

关于商业管理。企业创业需要经济支持,所以要去寻找投资人投资。在找之前要准备两份材料: business plan 和 executive summary

企画书:可能像书一样厚,包括计划、人员组成等所有投资商想看到的信息。仅有它是不够的 执行计划:企画书可能太多了,大多数投资商都很忙,只有时间看概要,来决定是否要看计划书。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划书而投资他°

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.

6-16

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。

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.

6-17

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. Weixin:laoxikou. 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.

6-18

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.

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.

6-19

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... 气囊什么的, 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.

6-20

教授介绍了两个 basic processes of creating sculpture. (1) 去除式 subtractive process :就是用 cutaway 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。

In the lecture, the professor talks about two sculpture techniques and the processes are either subtractive or additive. First, a subtractive process takes place when a material such as a stone or wood is removed or carved out. For example, a sculptor has to keep chipping away a shape from the material until the material looks like their desired object. However, in the subtractive process, any mistake would be incorrigible because materials removed cannot be put back into the sculpture to remedy the mistake. On the other hand, an additive process involves adding materials to the sculpture. For instance, when working on a malleable material such as clay, a sculptor builds up the sculpture by adding more clay and modeling it until the desired shape is formed. In this case, any modeling mistake can be fixed because the sculptor can simply remove the undesirable object from the sculpture and model the shape again.