

老西口大范围精选 2015 年 5-7 月综合口语

[4 月 28 日更新]

此范围精选了各家大范围（康老师，竹子，J2，小马，新东方,豆腐等）



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- 命中指数代表该题被考的可能性与重要程度，分为五星级、四星级和三星级；星级越高越重要。
- 如果距考试时间不到 20 天，请先重点看老西口小范围合集，看完小范围，再看此文档。
- 此文档和老西口小范围合集**部分重合**。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。
- 机经仅为一种预测，尽可能做到准确，但并不保证完全命中，请各位考生实力为先。

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五星级:

Task3

1

学校要取消一年级新生使用 parking lot 的资格，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) 需求的车位远远大于 100 个。3) 应该把荒废的 football space 作为停车场还差不多。

The university has made a new parking policy in order to reduce the traffic problem on campus. The new policy says that first year students are not allowed to use the parking lots on campus. However, in the conversation the man disagrees with this policy. He says that freshmen only constitute a small number among those who apply for school parking. To ban freshmen from parking on campus won't help solve the problem. In addition, he says that demands for school parking far exceed the available space, so the school should consider converting the empty space in front of the old football field into a new parking lot to meet students' parking needs.

2

学校通知学生必须在毕业前完成 10 个小时的志愿者时间。两个人讨论，女学生认为不合理，因为如果做为硬性要求的话，很多人不愿意做，因为学校要的是 encourage 而不是 require，另一个原因是需要服务的 community 都很远，学生没有车，不方便到，所以不 practical。

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.

3

阅读说学校要取消 healthy center，因为附近就有医院，不会影响学生就医。女孩反对，说最近的医院离学校也要 15 分钟车程，太远，而且，学生大多得的都是些小病，比如流感、发烧、外伤之类的，用不着去大医院，而且有时候大医院还不给看。

The school is planning to close down its health center. It explains that because a new hospital has been opened in the local community, closing down the school health center won't have much effect on students. However, the woman disagrees with this plan. She says that the closest hospital is 15 minutes away by car, so it's still too far for most students, especially when they are sick. Moreover, she says that most students go to the school health center for small illnesses such as cold, fever or slight injuries. There is no need to go to a big and fancy hospital. Sometimes the big hospitals don't treat these small illnesses.

4【此题 4 月 18 日已经命中 不用再看】

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。

5

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.

6

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

The student proposal says that the school should increase the number of seats in the school theater to hold more students interested in watching plays, and the increase in ticket sales will improve the theater's revenue. However, in the conversation, the girl disagrees with this proposal. She says that not many students go to the theater very often, and for most plays, the current number of seats are enough. Also, the student does not think investing money in adding seats will mean more revenue for the theater because adding seats is a costly construction, and it will take years for the school to get the investment back.

7

【学校通知】教授布置了 a special assignment, 是让学生们去 museum 看 ancient Egyptian sculpture, 然后写 paper。【好处】(1)make more sense than the textbook;(2)教授可以拿到团

体票的折扣，半价。【学生态度】女生的觉得这主意好，原因(1)这样做，可以给学生提供一个近距离亲眼鉴赏课本里讲到的雕塑，有利于帮助学生加深印象 never forget;(2)博物馆门票正好有 discount, 而且不用学生出钱。这个女生本人一直想去参观这个 museum, 就是因为门票太贵，所以一直没去成。

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.

8

【学校通知】：文章：学校要来一个节电比赛，看谁用电少，赢者奖励皮萨派对。【学生意见】：对话：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，也对皮萨派对有兴趣，这样为了赢，他们就会节电了。

The school is going to hold an energy savings competition. The most energy-efficient students in this competition will be rewarded with a pizza party. In the conversation, the woman supports this competition. She says that this kind of competition can indeed promote awareness of energy conservation among students. She also suggests that there should be sticky notes placed near the switches which can remind students to turn off the lights when they leave. Furthermore, the woman says that the pizza party is an excellent idea because even if students are not interested in energy saving, they are interested in pizzas. So the pizza party will encourage students to take part in the competition and start saving energy.

9

【学校通知】：学校准备下学期举行一个 library training day, 帮助刚入学的大学生学会使用图书馆查找资料。培训完了还要布置作业 (training 后需要交一个 assignment), 确保学生们都学会了。

【学生意见】：男生女生开始对话，男生说这个计划简直就是脑残，因为 1：现在大多数人直接用自己的电脑连接因特网查资料 2：即使需要用到图书馆订阅的 journal, 也可以用自己的电脑联网找，不需要他们 3：新生本来就很忙了，heavy load of homework, 还给他们布置作业，只会让他们更忙

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

load of homework and it's unnecessary to give them additional assignments. For these reasons, the man opposes the student's proposal to the university.

10

【学校通知】学生要等候个星期在新学期开始地时候才能 move 到新的 apartment。【学生意见】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，刚开学那一阵子总是很吵。这样有助于维持环境稳定等等。

The school announcement says that application for changing dorm rooms can only be made 5 weeks after the start of the school year. In the conversation, the man agrees with this policy and gives two reasons. First, he says that this policy ensures that dorm rooms are allocated reasonably so each student has a room. And the process of changing rooms is made easier so dorm staff can spend their time doing other important things. Second, the man complains that every year when the school starts, the dorm building is always noisy because many students want to move to live closer to their friends. So this policy can help maintain a quiet environment.

11

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。

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

12

【学生提议】学生写信，学校咖啡厅提供 beverages and cookies 很好，但建议增加一些如 sandwich 这样耐吃的食物和 more light music。【学生对话】The woman agrees with the proposal, 具体两点进行支持：the cookies don't really help much when she's hungry, 所以的确要有一些其他吃的。the music there is too noisy now, she has to go back to her dorm to read instead of reading there

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.

13

学校想要在即将建设的科技楼中建一个零食店，这个科技楼离学校的其他部分很远，因而学生可以下课到零食店买吃的。对话里面男同志很反对，说这会鼓励学生带零食进课堂，干扰老师讲课，比说上课吃薯片啊，啃苹果，多不好。

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

14

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.

15

Boy 的大学请别的学校 professor 来 lecture 但是现在这个演讲取消了，第一个原因是没人去，第二个原因是请别的学校的老师来经费贵。所以 BOY 和 girl 在听力里辩论。boy 认为没人去听演讲，因为学校只在学校的 website 上打广告应该贴满校园，让别人知道。第二个，如果能让 professor 住 campus 就能减少 hotel 的费用。

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

1

【名词解释】**extinction of behavior** 讲座里讲了小孩死皮赖脸用哭闹来威胁妈妈们买 cookies 的例子说明。(注释：本题与 TPO19 口语第 4 题“social learning”相似)

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

2

哲学的话题。人总是觉得自己认为的是对的，至少是 **more common** 的。听力否定，说有人做了个实验，让每个受试者选择是喜欢在安静的还是吵闹的环境，或是选择坐在椅子上听还是站起来说话。然后问这个人，觉得别人是否会和自己选择的一样。结论是不是，因为大部分人认为别人会反对自己的意见，人不会在所有方面都是对的。

The reading passage defines a term called “false consensus”. According to false consensus, people tend to develop the false perception that their ideas and opinions are in consensus to those of others. The professor then gives an example. A survey was conducted asking students whether they would discuss loudly in the library. Based on the result, the students were divided into two groups – those who said yes and those who said no. Then, a second question was asked to each group. The question was: Do you think the other students will act the same with you? Surprisingly, the two opposite groups both express the opinion that students in the other group will agree with them, which is clearly not true.

3

【名词解释】**experience goods** 指没有用过就不知道好坏的货物，一般商家会提供免费样品给客户试试。【教授举例】例子是他卖教学 DVD 的朋友，那朋友自己知道 DVD 很好，但是没人买。她给那地区所有学校送了一张，结果老师发现学生很喜欢，于是纷纷订购，后来全国都有人购买。

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

4

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.

5

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

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

6

关于产品竞争的话题。【名词解释: **internal competition**】教授说这个过程就是一个公司推出个和市场上已经存在的东西一样的产品，又拿他自己举例，说自己没干教师前，在一家汽车公司里干，别的公司推出一款车(具体名字不确定，貌似是跑车?)他们公司为了跟人家竞争，也推出了同样的车。

The reading passage defines a term called internal competition. It means when a company introduces a new product, this product may become an internal competitor with the company's existing product. Although internal competition may reduce the profit of a company's existing product, it is necessary for the company to remain competitive in the market. For example, the professor used to work at an automobile company. The company had a best-selling car which was small and ordinary looking. But then stylish cars became popular, so the company began to manufacture a new, more stylish car. Once this car was introduced, sales of the existing, ordinary cars declined. But this internal competition was necessary because the company had to compete with other companies in the stylish car market.

7

【名词解释】audience profile(广告受众的需求)。讲做广告之前，要 gather and analyze 潜在消费者 customer 的喜好和需求，针对他们的 personal 喜好和需求设计广告。【教授举例】教授举了一个卖牛奶的例子。有个 milk company 想推销它的牛奶，首先在超市做了大众问卷调查，问了很多问题比如 where, how often, who, how much 之类，确定 house wife 尤其是 mother 是 primary 客户。这些女性客户购买牛奶的时候，看重的是牛奶的营养，而不是口味，于是牛奶公司做的广告主要介绍他们的牛奶含有很多维生素等营养物质。此广告使销量很大改善。

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.

8

【名词解释】机会主义者：植物界有这样一种人，当一块地方的植物被不知道什么原因消灭的时候，这种机会主义植物就会赶紧占领这个地方。但是当人家本来的植物长回来的时候，这个机会主义植物又竞争不过人家，只好慢慢消失。【讲座举例】教授的例子是：牛吃草。

The reading passage introduces a term called "opportunistic plants". Opportunistic plants can quickly establish themselves in a habitat after the native plants in this habitat are eliminated for some reason. But when these native plants return, opportunistic plants often disappear because they cannot compete with the native plants. The professor gives the example of weeds and pastoral grass. Weeds are typical opportunistic plants because they quickly invade areas where pastoral grass has been eaten up by grazing cattle. But when the cattle leave these areas, pastoral grass will soon grow back. Since weeds are at a disadvantage when they face competition with pastoral grass for resources, the weeds will gradually disappear.

9

介绍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，然后用什么 cat fish 举例，说这种鱼生活在水里，当他们遇见危险，他们会变成和的 dead leaves 差不多

的东西。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 reading passage introduces a term called masquerade defense. It is a type of self-defense that an animal employs to avoid being detected by its predator. The lecture further illustrates this term using the example of catfish. The catfish lives under water and it often stays at the bottom of the stream. To prevent being detected by a predator, the catfish often changes its body color into grayish brown, pretty much like the color of dead leaves. Even when the catfish swims near a predator, like an eagle or a big fish, this body color will make the predator think that it is floating piece of dead leaf. Since these predators prefer fresh meat to leaves they will just ignore the catfish.

10

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

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

The reading passage defines a term called 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.

11

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.

12

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 reading passage defines a term called tactile camouflage. [comments by doufujijing.com: something like tactile camouflage, not 100% sure, please refer to the reading passage in real exam]It refers to a kind of camouflage that sea animals use to avoid being detected and being preyed on by their predators. The lecture further illustrates this term using the example of the sea urchin and its predator the sea star. In order to avoid being attacked by the sea star, the sea urchin uses its tube feet to pick up and attach small rocks, bits of shell, or other debris to the surface of its body. If a sea star encounters the rocks on the surface of a sea urchin, it may not perceive of the urchin as prey quickly enough, allowing the urchin to escape its grasp.

13

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.

14

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.

Task5

1

【学生困难】男生要写 Paper，教授推荐他一本书。这本书教授又推荐给了另一个同学，结果那个同学借走了。而图书馆只有一份。【解决方案】女同学跟他说你可以在网上买个，**yet the man student thinks that it is too expensive**，女生说没准其他科目也用得上呢？第二个解决方案，找那个学生一起看呗。男生说他问过了，但那个学生说她看完了才借给他。但这个 paper 下周就交了，等不了啊。

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

2

一个学生遇到 **time conflict**，又要去 **career fair** 又要去打工，那个女的说，你可以请 **coworker** 帮忙，但是男的说他不想，因为 **boss** 很 **nice** 不想惹麻烦。后来那女的又说，你可以先去几分钟再去打工，可以先接触那些公司，之后再慢慢跟人家联系，那个男的说万一先去的没有他中意的公司呢？

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.

3

【学生困难】一个女生写的 paper 需要一本书，学校没有。【解决方法】方法一、state U 有一本，但是寄过来要好几天。方法二、开车去取，但是单程 2 小时，要翘课。

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.

4

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

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

5

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.

6

选课的问题。男生说他想选美国文学, 但是太火爆, 要么是选不上, 要么是即使能选上, 也挤不

进讨论里面去(discussion)。两种办法，一种是干脆选个别的课，不选这玩意了。一种是现在不选了，下学期或者明年再选。

The man has difficulty registering for an American Literature class because too many students are applying for this class. He could either give up this class and select another one, or he could wait until next semester or next year and then register for the class. I would suggest that the man wait and register for the class later. I think if the man loves American literature he should try every possible way to take this course, even if it means waiting another year, because if you are interested in a subject you are going to study it with passion and diligence. On the other hand if you carelessly select a class which you don't like, you won't be able to do it well and it will be a waste of time.

7

【学生问题】春假，宿舍关门，男生家太远，不想回家，但没有地方住。【解决方案】(1)live with his friend Nick, Nick 家离学校近，还可以和 Nick 的家人一起度假。但男生担心他可能 have no time to do the paper。女生说男生可以假期结束后写，不过时间就不多了。男生自己说出方案(2)教授全家要去意大利度假，他可以去帮教授看房子 live in professor's house and help to feed his pets, 这样男生可以专心 focus on paper。但他怕一个人会很无聊，而且教授的 house is out of town, 他又没车，很不方便。

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.

8

男生弄坏了 gym 的 racket,他可以陪给 gym,但很贵要 60 刀。方案一：他可以用家里没有过的代替还给学校。评价：但是他开车回家要 4 个小时，而且那天有场比赛他想看。方案二：直接赔钱。

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

9

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

10

【学生困难】 the student's landlord is going to sell the house and there's a buyer who's eager to buy it, he has only a bit over one week to move. 【解决方案】 Solution 1: a friend of his is looking for a roommate near his university, but he can't concentrate on his study. Solution 2: he can live with his parents, but too far away

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.

11

一个女孩儿忘带做好的午餐了，下午还有三节课，她在下课之间没办法吃饭。男士建议她要么回去拿，要么在学校餐厅买点。女孩儿说不想花钱，而且餐厅东西也没自己做的好吃，或许可以回去拿，但怕耽误上课。问你的个人观点。

The girl has made herself some sandwich for lunch, but she left it at home. She can either come home to fetch the sandwich, or she can buy some food in the school cafeteria. I would suggest that the girl buy some food from the school cafeteria instead of going home. This is because she has three classes in the afternoon, so she does not really have time to go home and then come back without being late for class. Secondly, I don't think she should worry too much about eating in the school cafeteria. The food there may not be so nice, and it may be a little expensive, but eating there for just once won't cause any big problem.

12

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。

13

男的遇到问题，在公共学校的一门课有 15 个人，人太多，他不到老师的有效反馈，决定退课，他自己给自己提了两个 solutions: 一个是换到晚上，人少，但是晚上他可能有作业，课什么的。二是到暑假再选，但暑假他已经有两门课了，可能三门太多了。

The man wants to drop a public speaking class because he thinks 15 students in a class are too many for effective communication and feedback. He could either switch to an evening class, or he could take the class in summer. I would recommend the man to switch to an evening class. This way, there would be fewer students in the class so he can have the chance to practice and to receive feedback from the professor. I would not recommend the man to take the summer class because as he mentioned, he already has two classes in the summer, so having an extra class may make him too busy and stressed.

14

是一男的有一乐队要表演，组了个场子，但是场子那时候被占了，solution 1 是换一地，但是那太小了，容纳观众有限，solution 2 是跟另一个 band 一起表演，但是表演时间就太短，没法充分表现。

The man has organized a music band performance, but the place where he wants to hold this performance has been rented to another band. So he could either share this place with the other band, or move the performance to a new place. I would recommend the man to rent a new place for the performance. I think if the man's band shares the venue with the other band, they would get only about half the time on stage, and this must be too short for an exciting performance. Furthermore, I don't think the new place is a problem. It's a bit small but a smaller place often means better atmosphere. Plus the rent would be lower.

15

男生要和 university president 共进晚餐，但纠结穿 suit 还是 casual clothes。

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

Task6

1

【讲座主旨】讲雕塑，有两种基本方式。一种是在坚硬的东西上刻，比如 Stone。但这个会 lack the inspiration，因为没法改。还有一种是在 Clay 或者 Plastic 上刻，一点一点往上加东西，不喜欢就 cut 掉也没关系，这种允许你有 mistake。

The lecture discusses two types of process in creating sculpture. The first process is subtractive

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

2

【讲座内容】关于商业管理。创业企业需要经济支持，所以要去找投资商。找之前要准备两份材料：**business plan** 和 **executive summary**。计划书：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

概要：计划书可能太多了，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，作办公家具的，以前他有计划书，但是从来没有人去读它，后来通过概要，越来越多人看了他的计划书给他投资

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

3

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.

4

讲外来植物对本地植物的影响。举了两个例子：1，有人把一种 tree 引进到南非，但是这种树过大，以至于占据了太多的 sunlight，别的本地植物受到影响；2，讲美国人因为一种树很 attractive 而引进到美国，但是它的根很发达，吸收了大量的水，以至于本地的植物没水了。

The lecture gives two examples to explain the impact of introducing new species to a new environment. The first example is the “salty tree”. It was originally introduced into South Africa to stabilize the local sand dunes there. However, these trees grow so tall that they block the sunlight, threatening the growth of neighboring plants. The second example is the “bulk tree”, which was introduced into western United States. This tree has a highly developed root system which runs miles underground. It absorbs large amounts of water and it reproduced amazingly fast, outcompeting other plants for essential water resources.

5

【讲座主题】spruce tree in north Canada and Russia Avoid injure 【教授举例】1) triangle shape when heavy snow fall down, slide off to the ground instead of break the branch. 2) Dark green colored needle leaves 深绿色光合作用效率最大，能量最多。

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

6

business network: a group of people join in one group, they meet and built up relationship, friendship ,they can benefit from each other's expertise, which means share each other's skill. 这有两个有点，一，在一个 group 里的人互相 benefit。比如，一个 restaurant owner，她要找人 manager financial，然后她再 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。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。

7

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 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.

8

说海里一种鱼为了适应环境发展出了一种结构可以感觉到 predator 来了而且可以保持不动吧。这个题自己说的也不好。

The lecture talks about two strategies that a company can use to achieve growth and increase its revenue. The first strategy is used for the company's internal growth. This is achieved by investing money on purchasing new equipment or training employees. For example, Wilson, a supermarket, wanted to increase its employees' work efficiency. It could purchase new equipment to increase the speed of payment process at the cashier. Easier and faster payment could attract more customers, and therefore more revenue to the supermarket. The second strategy, an external strategy, is to buy other similar companies. Take Wilson again. It could purchase supermarkets in its vicinity. In this way, although the names of these supermarkets would change, customers would still be going there. So Wilson would quickly enlarge its customer base and therefore achieve significant growth.

9

【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.

10

【讲座主旨】经济学 Scarcity 【讲座例子】例子是：服装店卖夹克衫。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。

The lecture talks about a concept in economics called scarcity. Scarcity of a product often encourages consumers to purchase this product quickly. For example, a store is selling jackets. If the store owner tells its customers that a certain jacket will soon be out of stock due to high demand, the customers will probably start buying the jacket instantly. Or, if you tell the customers that this jacket is sold at a 50% discount, but only during the weekend, the customers will swarm to the store on the weekend to purchase this jacket.

11

【讲座主旨】invasive species。这类物种有很强的生存能力，两点。1：啥都能吃，各种来源的食物都可以吃，所以有很强的生存能力。

【讲座例子】例子：澳大利亚的蛇引进到某个大西洋小岛，没有 lizards 他们可以吃 birds，然后这蛇就成了 invasive species 2：可以容忍环境的变化。适应那里的水温变化，忽冷忽热都没事儿。

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.

12

动物为了防止自己陷进雪里，有两种方法。方法一：身体特殊的构造。举例：一种小型的哺乳动物（豆腐机经注释：snow hare），他脚很大，在雪上是覆盖的表面积很大。方法二：改变行为模式。举例：一种 moss(没听懂)，会组团在雪上，flat,其他的成员就不会陷进去。

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

13

悲观的人也能带来积极的好处，举例说比如他们会预期到即将发生的不好的事情，提前做好准备，

比如说预计天会下雨，他们就提前带雨具什么的防止被淋湿。而且他们提前预测到不好的结果不会有失望的情绪，比如说找工作失败，他们也不会很沮丧。

The lecture talks about the benefits of being pessimistic. The first benefit is that it may get you prepared for bad things that may happen. A pessimistic person may be more likely to take preparatory or precautionary measures. For example, if you are pessimistic about the weather, thinking that it may rain tomorrow, then you will take an umbrella with you in case it rains. Another benefit is that being pessimistic can prevent you from getting too disappointed when bad things do happen. For example, if you are looking for a job and you are pessimistic about it, then when you fail to find a good job you will not feel disappointed or depressed.

14

publicity 相对 advertising 的优点。一是更便宜，比如游戏厂商在电脑杂志上发表文章比广告便宜，二是可信度更高，电脑杂志如果描述一下那个电脑游戏，购买者更容易接受，相对于广告

The lecture talks about the advantages of publicity over advertising for promoting a product. The first advantage is lower cost. For example, a computer game manufacturer can showcase its new game in a technology magazine. Compared with advertisement, this way of product promotion is less costly. The second advantage is credibility. For example, the magazine can feature an article about the computer game. This will be trusted by readers because it carries the authority of an independent voice. So it is a good way to help the sales of the new computer game.

15

说 interview 分两种，一种是 unstructured，一种是 structured。unstructured 就是随便回答，举得例子是 city 调查民众，问哪些需要 improve，民众就随便写。structured 就是为了得到 detail，是有选项的调查，举例是居民想 improve city，就要问是具体怎么 improve。

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

四星级

Task3

1

【学生提议】是一个人提出的意见：食堂里不应该放电视，应该是朋友真正对话的时间。【学生一件】男生反对。理由：要安静有安静的地方，读书有图书馆，而且大学里的都已经是成年人了，很成熟这些问题可以自己解决，不该是学校的问题。

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

2

文章：说要把一个 on campus 剧院关掉，移到外面的一个地方，这样的好处有：1. 外面的剧院更大，就有更多的人去。2. 外面的 light 和 sound 系统更好。听力：男生不同意，说 1. 太远了，不方便，同学们不想去 2. 我们不是 PROFESSIONAL 的，所以没有受训练，去用更好 SYSTEM 也许还更差。

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.

3

proposal: a student suggest 图书馆限制同学们借书，最多借十本，因为 1. 大多数人一次借的太多，看不过来 2. 许多人借的时间太长，都丢了，这样可以减少图书馆每年丢书的数目。女生反对：1 要给好几个科目写 paper，喜欢用很多书，至少 20 本，而且所借的书都会看。2 从来没丢过书。

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

4

【学校通知】：学校计划停止 publish newspaper about art and entertainment, 把 information 都放到 web 上去。【学生态度】：女生不同意。理由 1：不方便得到信息了。本来就不怎么关注，更没时间到网上去查看，这下一些活动更没人参加了。理由 2：学校应该给 newspaper reviewer 发钱，就可以继续 published 了。

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.

5

【讲座主题】学校要把学校的一个 theater 租给一个 local group 当地剧团排练。【好处】(1)因为暑假 theater 没有学生用，如果租给剧团排练，那么有 summer class 的学生就可以有娱乐活动了;(2)可以赚钱修设施【学生态度】学生同意【原因】(1)bring entertainment to students, 能丰富学生课余生活。提到去年暑假在学校没有体育艺术活动，很无聊;(2)the rental fees 能用来改善剧院的设施。seats are uncomfortable and old

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.

6

【学生写信】学生写信建议学校更改举办 graduation ceremony 的地点，从礼堂改到 lawn。【理由】(1) beautiful environment and fresh air; (2) 礼堂的座位太少，室外空间大，看的人多。【学生态度】男生表示反对(1) 人们一般不关注室外风景，而是把注意力放在 stage 上(2) 礼堂的空间是够的，室内有摄像，家长可以通过电视观看，不用邀请很多人去室内。

The student letter suggests that the university hold the graduation ceremony out on the lawn instead of inside the hall because the environment outside is better and the space on the lawn is much bigger than in the hall. However, in the conversation the boy disagrees with this suggestion for two reasons. First, he says that people who attend a graduation ceremony won't pay too much attention to their surrounding environment. They focus on what's happening on the stage. Second, he says that there is actually enough room in the hall, and it's more comfortable sitting on the bench instead of standing on the lawn. Moreover, since there are cameras in the hall, some parents can watch live videos of the ceremony from a home TV without actually going to the ceremony themselves.

7

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

The 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

【学校通知】：大学计划增加校车班次和走更合理路线。好处 1、对学生来说更方便。好处 2、学生可以不用开车来学校了。【学生态度】：女生赞成。理由 1、如果她有两节课是连着的话，一个在这栋楼一个在那栋楼，去另外一栋楼不方便，会迟到。理由 2、目前校车班次太少，她以前坐校车经常迟到，所以她只有开车来学校，但现在汽油很贵，很花钱，这个计划可以使她省很多钱。

The university is planning to improve its shuttle bus service by providing more buses and more optimized routes. It is hoped that students will find the new service more convenient and so they won't need to drive to school. The woman agrees with this plan for two reasons. First, she says that the new bus schedule allows students to go from one building to another building much more easily than before. So when they have two classes in a row but in different places, she won't be late for class. Secondly, she says that the new plan will save her considerable amount of money. She used to drive to school because there were few buses, but with the new plan, school buses will run frequently so she does not need to drive. It means cutting down on her petrol expenditure a lot.

9

学校打算培训一批新的宿舍管理员，通过新老经验交流的方式。女生觉得这是一个很好的想法，首先她当过宿管后有很多很多经验如何去处理事务纠纷等问题，这样的话新人能够从这里学到很多。其次这也样老一批宿管能够有时间去处理其他问题，诸如学生宿舍的调配什么的。

The school plans to ask experienced resident advisors to provide training for newly recruited resident advisors. This training used to be done by the school's housing staff. In the conversation, the girl supports this plan for two reasons. First, she says that past resident advisors have experience in managing affairs related with housing. For example, she used to be a resident advisor herself, and she knew how to resolve conflicts between roommates. This kind of experience is very valuable for new advisors to learn from. Second, she says that at the beginning of each semester, the housing staff are extremely busy because a lot students are

moving in. So if the past resident advisors can take over the work of training new advisors, the housing staff can have more time and energy in assigning and preparing rooms for students.

10

【学校通知】：化学专业 top student 应该拿奖学金：

1. 可以让学生们更好学习；
2. 对学院获得的钱可以很好利用。

【学生态度】：The man holds a negative idea.

1. 系里已经给优秀生 certificate 了，enough 了；
2. 可以花那笔资金完善设备，造福所有 chemistry students。

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

11

要在数学楼里建一个餐厅，可以解决两个问题：一个是课间学生有地方吃饭，另一个是可以给电脑充电。女学生同意。第一是学校食堂在 student center，非常远，建了食堂解决此问题。第二是一般学生都会带电脑上课数学楼太老没地方充电，建了就解决了。

The school is planning to build a (dining hall/café) in the classroom building, so that students have somewhere to go for meal between classes, and also to have their laptops recharged there. In the conversation, the girl agrees with this new plan and gives two reasons. First, she says that the existing school dining hall is in located in the student center. It is a long way from the classroom building so it's quite inconvenient to go there between classes. Second, she says that since most students bring their laptops into the classroom, they need to have them recharged once in a while. The current classroom building is too old and is not equipped with the facilities needed for recharging. So the new dining hall can solve the problem.

12

the announcement of change in career survive from the school newspaper. 2 changes: the first one is students are required to meet their career advisor at least once per semester. (because they can get more info 貌似是这个意思,我改动了一些); the second one is participating summer internship program,原因我忘记了.然后那个女的非常同意,原因一是好多同学不去,但实际上去了可以得到很多有用的信息,她就上个学期去了一个学期,她的 advisor 就帮助她整理 resume 和写 cover letter.原因二是她姐姐就参加了去年 program,然后毕业之后就 from intern 变成了 full-time

The school newspaper has announced a change regarding the school career service. According

to this announcement, students are required to meet their career advisor at least once per semester, so they can learn more information about how to make career choices. The advisor will also inform them of the opportunity to participate in a summer internship program. The woman thinks it's a great idea and gives two reasons. First, she remembers her last meeting with the advisor, which she found extremely helpful because she could obtain quite a lot of useful information. The advisor even helped her write up her resume and designed a cover letter. Second, as to the internship program, she says that her sister attended this program last year. She began as an intern but was recruited as a full-time employee in the end.

13

【学校通知】：信里建议把 math building 的一层改成 cafeteria. Convert large empty room in Maths building into small cafeteria. Student can eat between classes 2) install recharge outlets in new cafeteria so student can recharge their laptops.

【学生意见】：女的赞成，说好啊，现在吃饭的地方在 student center，离 building 好远，上课间隙来来回回很赶，要是能在一层吃东西会朋友该多好，然后又说数学系的楼太旧了，cafeteria 可以 recharge laptop 这样很方便，而且还可以在那干点别的事。(students always use laptops during classes - allows students to recharge and do homework at the same time. Plus the Math building is old.)

The letter suggests that a large empty room in the school math building be converted into a small cafeteria, where students can eat between classes and also have their laptops recharged. The girl in the conversation supports this proposal. She says that currently students have their meals in the student center, which is quite far away from the math building, so students often have to run between buildings for a quick meal. A cafeteria right in the building can save this trouble. Also, students always use laptops during class, but the math building is quite old and does not have enough recharge outlets. A cafeteria would allow students to recharge their laptops between classes and the students can even do a little homework there.

14

【学校通知】大学里下学期要提供一个 student interview workshops 给学生们参加面试的建议。而且这个 workshops 会分成很多个专业领域。所以每个专业领域都会有不同的人来指导不同的学生给出 specific suggestions。【学生对话】男生同意这个计划。理由一：周围大学都不提供这个 interview suggestions 给学生。而未来这片地区的就业竞争对手就是这些学生。所以如果我们学校提供这种 workshops。我们很明显比他们会更 competitive。更容易找到工作。理由二：大学会从不同的专业领域的对口行业找人过来教大家面试。这么做将不定可以 lead a job。所以将不定我们可以遇到某个面试老师他正好在我感兴趣的行业工作或者正好是我想去工作的那个公司的职员。那不正好么。一来 we 可以 keep connecting with him 获得更多相关的行业信息二来将不定我就此可以获得一份理想的工作机会也说不定。多给力。

The school announcement says that beginning from next term there will be an interview skill workshop offered for graduating students. The workshop will invite professional people to simulate job interviews with students. In the conversation, the man likes this program. He says that since other schools do not have this kind of workshop, the program can increase students' competitiveness in the job market. Moreover, he says that apart from learning interview skills, students can have the chance to meet and chat with professional people in different areas. They can build connections with these people who may be their employers in the future.

15

【学校建议】给博物馆的建议。第一是增加导游，第二是延长开放时间。【学生意见】男的认为建议很好。第一，导游会有帮助，另外男的是学历史的，可以去当导游，把知识分享给别人，也是一个工作经验。第二是学生白天学习很重，没有时间去博物馆，参观博物馆是很好的休息，更多的学生会去参观。

In this letter a student has suggested that the museum hire more guides and extend its opening hours. The boy thinks that this is a good suggestion based on two reasons. First, the boy is a history student, which makes him the right candidate for a museum guide. If he really gets the job, he will not only share what he has learned with museum visitors, but also gain some valuable work experience. Second, extending the opening hours into the evening is good news for those students who are busy with their study during the day. Plus it's a good way to relax. So the museum is going to attract more student visitors.

16

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

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

17

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。

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

18

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 university has announced that the lounge in the dorm building will be converted into a study room equipped with computers. In the conversation, the man agrees with this change for two reasons. First, he says that currently the lounge is too noisy because people watch TV there, and since the dorm rooms are also too noisy students have nowhere to study. A study room can solve the problem. Next, he likes the idea of having computers in the study room. Since not every student has their own computer, and the library is closed when it's too late, students will find the study room a quite convenient place to go.

19

【学校通知】: The lounge in the dorm should be changed into study room. Reason 1: People can go there to study. Reason 2: The study room should be equipped with computers. 【学生对话】 The man agrees. Reason 1: It's too noisy in the lounge because people watch TV there, and the dorm rooms can be noisy too because the roommate is always on the phone or listening to music, and they have nowhere to study. Reason 2: Computers make it so much more convenient to study, because not everyone has a computer, sometimes they have to go to the library to use the computers there and the library is closed when it's too late.

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.

20

学生建议大学提供机会让学生可以和校外的 mentor 交流, 在校外的 office 里。不仅讨论学生活动, 并且对今后找工作有帮助。听力里女生反对这个提议。1. 学生都太忙了, 没有时间到校外的 office 去和 mentor 交流, 其实学校里就有一个 student center 可以解决这些问题。2. 可以问父母, academic advisor 和 professor 了解这些信息。太多人给信息反而让学生 confused。

The student has proposed that the school should create a program in which students can visit their mentors off campus in an office environment for advice about their academic activities and their future careers. In the conversation, however, the woman disagrees with this proposal. She thinks that students are so busy that they don't have time to visit their mentors off campus. Also, there is a student center on campus which can provide just the needed advice. Secondly she says that students are already receiving plenty of advice from their parents, academic advisor

and professors. So getting too much advice from too many people is only going to make the students confused.

21

【个人倡议】一学生建议关闭 coffee house. 因为这个地方很少有人来不是一个聚会的好地方并且灯光很差不适宜学习。【学生态度】女生和男生讨论反对这建议：理由 1：很多学生白天有课，但晚上有时间经常在 coffee house 聚会，hang out or do some reading.理由 2：after renovation, 这个地方灯光变好，每张桌子上灯光很足。

A student has written a letter suggesting that the school shut down the campus coffee house because it is always empty and the lights there are too poor. In the conversation, however, the girl disagrees with this suggestion. She says that although the coffee house is empty during the day, that's because everyone is having classes, and more students come to the coffee house in the evening, and they'll get something to eat and meet with each other there. Secondly, the girl says that the lights were poor before, but not now. After renovation, the lights at the coffee house are as good as in the library. Every table has good lighting so it's a good place to hang out and do some reading.

Task4

1

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

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

2

【名词解释】（解释一种现象）许多动物看不到，但是可以躲避障碍物，捕捉食物。【教授举例】教授以蝙蝠举例，蝙蝠吃老鼠，老鼠只有在晚上出来活动，但是蝙蝠依然捕捉得到。因为它靠发射回来的回音，辨别障碍物，比如树。而且它可以分辨障碍物是树还是老鼠。

The reading passage defines a term called echolocation. For many animals that do not have good vision, echolocation helps them to avoid obstacles and to locate and catch their prey. The lecture then uses the bat as an example to further explain how echolocation works. The bat preys on rats, which only come out at night. However, even in total darkness at night, the bat can still detect and catch the rats. This is because the bat emits calls out to its

surrounding environment. And by listening to the echoes of these calls that bounce back from an object, the bat is able to identify whether this object is an obstacle, such as a tree, or a prey such as a rat.

3

【名词解释】刺激区辨 (stimulus discrimination)。有一些动物会通过 sound, movement 等等来作为 stimulus, 另外的动物会接受这些信息, 但是有很多动物都要传递信息, 他们怎么分辨是自己人在发出信息。动物们依靠听辨不同的声音, 来判断危险和安全。【教授举例】lecture 里, 教授以海豹的主要 predator 即海獭为例, 说并不是所有的海獭都吃海豹。只有一个物种吃海豹, 其他的对海豹无害。而这种吃海豹的海獭发出的 sound 是单一的, over and over again. 而其他的发出的则 more complex, like music. 所以海豹可以通过区别这个声音来判断是不是它们的 predator. 如果是的话就赶快 run away, 如果不是就不会 escape, 因为会消耗能量。

The reading passage introduces the term “stimulus discrimination.” It means that when an animal gives off a stimulus, such as a sound or a movement, the recipient animal would discriminate between different stimuli and respond in different ways. The lecturer uses the example of the seal and the sea otter to illustrate this term. The sea otter is the major predator of the seal. However, not all types of sea otters prey on seals. There is a difference between predator otters and non-predator otters. Predator otters give off a single, monotonous sound, while non-predator otters give off a more complex sound, like music. By discriminating between the two types of sounds, the seals can quickly determine whether the otter in front of them is a predator or not. They will only run away from a predator otter. Otherwise they will not escape. This way they can save energy.

4

【讲座主题】环境的 self-purification。【1 个例子】森林里的 stream, 落叶会掉里面, 如果不及时清理的话就把河道堵住了, 对鱼、河都不好, 好在 stream 能 self purification, 里面的 bacteria 能 broke down 叶子, 这样就不会对环境造成危害了。

The reading passage defines a term “self-purification”, which refers to the ability of the natural environment to rid itself of harmful substances. Then the lecture uses the example of streams running through forests that have lots of leafy trees. In the fall many trees lose their leaves. A lot of these leaves end up in the stream and some of them may clog the stream. This clogging can cause an unhealthy environment for the fish living in the stream. Fortunately, the stream contains millions of bacteria that can break down dead leaves before they can accumulate and cause problems to the environment.

5

【名词解释】Insight learning。在观察周围情况后, 动物能相处解决问题的方案。这就是 insight learning。【教授举例】: 举例大猩猩 (Chimpanzee) 如何获取食物的例子来进一步阐述这个理论和概念。香蕉在很高的天花板上(top of its cage)挂着, 猩猩第一反应是跳起来去取, 一次两次甚至三次, 太高取不到会失望和沮丧。Then it give up and sit down for awhile, 经过思考, 他发现屋里有 box, 于是他拿来一个 box 垫在自己脚下再去取, 还是不够高, 他又拿另外一个 Box, (use box on top of other boxes) 直到盒子的高度足以让他取到香蕉。

The reading passage introduces a term called “insight learning”, which, in animals, refers to the

process of working out a solution to a problem through observing the animal's own surroundings and applying what is available in those surroundings. The professor then uses the example of chimpanzees to illustrate this term. A chimpanzee in a cage tries to reach a bunch of bananas hanging on top of its cage. After jumping a few times in vain, the chimp notices that there are boxes in the cage, so it moves one box beneath the bananas and steps on it to try to reach the bananas. Yet the bananas are still too high above, so the chimp starts to stack up a few boxes so that it can stand on them to finally get the bananas.

6

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

Interest boosting is a technique widely used in teaching. It works by associating what students are learning with students' own interest, so that students will have higher learning efficiency. The professor then gives an example to illustrate this term. The professor's wife was a chemistry teacher at a middle school. One day, her wife was introducing Marie Curie in her class, but her students did not show much interest and were not paying attention. To boost their interest, her wife showed the students an interesting movie about Marie Curie. All the actors and actresses in the movie were very popular among students. Very quickly, the students began to show interest in Marie Curie as a female scientist, and they listened very attentively in class.

7

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

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

8

The professor talks about egocentric thinking in children, which means that children think other people will see or understand the world in the same way like them. e.g. A child was lead in a

room with a small house in it. The child was standing in front of the house, which has a red door. The researcher went to the other side of the house. When he asked the child: "what am I watching?", the child answered: "A red door" which was exactly the thing that child was watching.

The reading passage introduces a term called children's egocentric thinking, which means children have the tendency to believe that other people will see or understand the world in the same way as they do. The professor then talks about an experiment to further illustrate this term. In this experiment, a kid is led into a room with a small toy house in it. The small house has a red door. The child stands in front of the house facing this red door. The researcher then goes to the opposite side of the house and asks the child: "What am I watching?" The child answers: "A red door", believing that the researcher should also see the same red door as he does, which is a typical example of egocentric thinking.

9

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

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

10

【名词解释】: **emotion display** (情绪表达规则):

It means the expression of emotion depends on the society in which we are live in.

【教授举例】: The professor uses an example of his 4-year-old daughter. She had a birthday party. Prior to the party, parents told her that she should hide her negative emotion when she did not like the gift received. Her grandmother gave her cute clothes as a gift. But the girl did not like it and felt disappointed. Before her negative emotion became too obvious, her mother said the clothes were very cute. The girl suddenly realized that she should say thank you to grandmother and she did that.

The reading passage introduces a termed called emotion display, which means that as social human beings, our expression of emotions often depend on the social circumstances we are in. In the lecture, the professor uses the example of his 4-year-old daughter when she was having

a birthday party. Prior to the party, the girl was told by her parents that she should hide her negative emotion even if she did not like the gift that she received. On the day of the party, the girl's grandmother gave the girl some clothes as a gift. But the girl did not like it and felt disappointed. Just as she was about to show her negative emotion, her mother came over, saying that the clothes were very cute. This made the girl suddenly realize what her parents had told her before, and she quickly changed her attitude and said thank you to her grandmother instead.

11

commensal feeding 两种物种的共生关系。其中一种能从这种关系取得好处，另一个不受影响。给例子是给了一种鸟和 **cattle** 的例子。这种鸟吃一种昆虫。这种鸟跟随 **cattle**。当 **cattle** 吃草的时候鸟就容易找到那个昆虫，**cattle** 不受影响。

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

12

【名词解释】**diffusion effects**。就是做实验设两个对照组，但如果对照组收到实验组的干扰这个实验就失败了。

【讲座举例】一个想要 **research** 一个 **exercise** 可不可以缓解 **office worker** 的疲劳。把一个 **building** 分成两组，并告知做 **ex** 的那一组不准告诉不做的那一组。结果几星期过去了，实验组的有人就跟对照组的人感叹啊，说做了这个 **ex** 神清气爽啊，结果对照组的人也去做那个 **ex** 了。实验失败。

The reading passage introduces the term “diffusion effects”, which often leads to the failure of an experiment because there is uncontrolled interaction between the experimental group and the control group. The lecturer provides an example to further explain this term. A research was being conducted on the effects of a certain stretching exercise on the reduction of office workers' stress. Subjects of the research include workers in the same office building. The workers were divided into an experiment group who were told to perform this exercise regularly, and a control group who were supposed to continue with their existing work habits without knowing anything about the exercise. However, after a few weeks, the experimental group somehow “diffused” information about the exercise to the control group, mentioning how refreshing the exercise had been, so the control group also started doing this exercise. This defeated the original purpose of the experiment and rendered it ineffective.

13

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 reading passage introduces a term called “fast following”. It means when a company launches a new product, a competing company may follow up, creating a similar product quickly afterwards, which may enjoy better sales than the original product. The professor then gives an example to further illustrate this term. A company designed a new video game that uses the body as the controller. For example, you can play a baseball game by swinging your arm. This game became a great success soon after it entered the market. However, a new company followed this game very quickly, creating an improved version of the game which is similar but has better graphic quality. It turned out that more customers started buying the game designed by the new company.

14

【名词解释】**leader price**, 就是搞个商品降价, 打广告吸引顾客来买, 这就是领导产品...别人来了不仅会买这个产品, 还会买其他的...所以虽然这个产品没赚钱, 其他的赚了很多。【讲座举例】教授年轻时在超市工作, 经理把牛奶降价, 打广告, 许多顾客来买, 顺便买了其他东西, 像鸡蛋什么所以那周获得了更高总利润。

The reading passage defines the term “leader pricing”, which refers to a pricing strategy in which the seller sets one of its products at a reduced price in order to lead customers to purchase this product, and at the same time stimulate their interest in purchasing the seller’s other products as well. The professor then gives an example to explain how leader pricing works. The professor worked in a supermarket when he was young. One day, the supermarket advertised that it would sell its milk at a huge discount for a week. Seeing this advertisement, many customers came to this supermarket. Of course, they did not only buy milk, but also purchased other products as well such as eggs. Thus the supermarket made a higher total profits during that week.

15

emotional reasoning 人类对一件事抱有负面感觉会影响他对事情的真实性的判断要去寻找负面感觉的 **evidence** 看看存不存在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.

16

【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。

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

17

【名词解释】**Latent demand** means that potential customers needs can be identified by the companies thus better meet the needs of the customers. 【讲座举例】**Example:** People used large stereos to listen to music at the beginning, later smaller stereos appeared and people started bringing them to outdoors to listen to music. Some companies sensed this latent demand, and they figured that isn't it great if people could listen to music in public but privately instead of playing it out loud? So they made tiny stereos with ear buds, and it was a huge success and there was no competition back then.

The reading passage defines a term "latent demand". It means the demand for a product or service that is not yet available. By identifying latent demands companies can better meet the needs of their customers. For example, in the past, people used very large stereos to listen to music. Later, these large stereos were gradually replaced with smaller ones which people could bring outdoors. Then, some companies sensed a latent demand. They figured that it would be great if people could listen to music in public places, but privately instead of letting everyone around hear the music. So they began producing and selling tiny stereos with ear buds. It turned out a huge success because there was little competition at that time.

18

【名词解释】：记忆心理学。轨迹法(method of loci)。借助轨迹法按顺序 image 记忆东西的方法。选的东西要 vivid，更好记。【教授举例】：教授举了个记 names of planets 的例子。记 names of planets 时可把每一个行星的名字当作一个去 student center 路上的标志去记忆：比如你要 from your dorm to student center. The first thing you see is the front door, then the tree, then the status in front of library then the building。再一一对应，比如 to memorize names of planets in solar system, make Mercury as front door, Venus as tree etc。当考试时你就 do the same thing, 用这些 door, tree 帮助自己回忆起 names。

The reading passage explains a term called method of loci, which is a method of memory enhancement which uses visualization to organize and recall information. The lecture then gives

an example to illustrate this term. If you want to memorize the names of the planets in the solar system, you can associate each planet with a sign post you encounter on your way from your dorm to the student center to the dorm every day. Suppose the first thing you see is the front door, then the tree, then the statue in front of the library and then the science building, and so on, you can associate planet Mercury with the front door, Venus with the tree, Earth with the statue, and Mars with the building, etc. This will help you memorize the planets in the right order.

TASK5

1

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

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

2

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

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

3

【学生困难】女学生要做数学作业，但是过周末的时候把 textbook 忘在家厨房了，作业明天要交。
【解决方案】1、晚上向她室友借 text book，但室友也选了这门课，而且正在做，所以她只能等几个小时再借，所以她势必要熬夜。但她昨晚又没睡好，今晚要早点休息明天考试；2、明早开车回家拿回自己的书，这样万一迟到教授也可以理解(但被女生否决，因为教授对 deadline 很严格，说新学期开始不可以晚交作业)

The girl has left her textbook at home but she needs it to do a math assignment which is due tomorrow. She could borrow a textbook from her roommate. Or she could drive home early tomorrow morning to get the book. I would suggest that the girl borrow the textbook from her roommate. This way, she can make sure that she finishes the assignment by tomorrow. The girl's professor is very strict about deadlines, so she'd better hand it in on time. She may have to work very late into the night. But I think by concentrating on her work and using her time efficiently, she can finish the work sooner than she expected. You know how much faster one can work under pressure! Maybe the girl can even catch a little sleep before her exam the next day.

4

【学生困难】: 女生把自己的钥匙忘在了宿舍 is locked out of room because her key is inside the room#, 她又着急写 paper。**【解决方案】:** 女生自己说出两个解决方案: 方案 1、她可以到图书馆 library to read some material for her research。但是, 她发现 most of her relevant stuff are in the dormitory。方案 2、可以找她的 roommate and get key from her roommate。但 she is afraid to interrupt her roommate due to her roommate is in the process of rehearsal。

The woman is locked out of her room, but the material she needs for writing her paper is in the room. So she could either go to the library to read some material for her paper, or she could find her roommate and get the key from her. I would suggest that the woman try to find her roommate first. This is because the library does not have what she needs. As she mentions, most of the material in the library is not relevant. So she should get back to her dorm to read the material that is relevant to her paper. Also, I don't think she should be too worried about interrupting her roommate. Although her roommate is busy rehearsing, the girl can approach her during the break and ask her for the key without causing too much trouble.

5

【学生困难】: 女生答应给男生辅导化学, 结果忘记了这件事情, 约了朋友去看 school play。**【解决方案】:** 女生自己说了两个方案: 方案 1: 第二天一早 8 点去图书馆给男生辅导。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。方案 2: 女生 cancel 自己的计划, 给男生做辅导。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.

6

【一个问题】一个学生获得了一个 **internship**，但是报到第一天她生病了。【解决方案】(1)在家里休息，但是学生觉得实习第一天，害怕给 **boss** 的印象不好;(2)去药店买药，上班只上四个小时她可以晚上休息，可以坚持。

The girl has got an internship with a local newspaper and she is supposed to report to the office this afternoon, which is her first day of internship. However, she is feeling sick, so she wants to call her boss and ask him if she could start on another day. Or, she could also just take some medicine and go to the office as planned. I think it's better for the girl to go to the office on another day. She is sick and she needs to stay at home and rest. She can explain the situation to her boss and I think her boss will understand her and let her start her internship a few days later. However, if the girl comes to the office, she won't be able to do a good job because she is sick, and THAT will leave a bad impression.

7

【问题】女生所在的 **radio club** 要招新，负责招聘的同学病了，明天不能去了。【解决方案】女生自己说出两个方案：(1)女生自己去，但是明天有 **group meeting**,时间冲突;(2)她室友愿意帮忙，室友不是 **club member**,但她人很 **nice**,还喜欢 **talk to others**,可以招到更多人。

The girl is a member of the radio club. The club is recruiting new members tomorrow but the one who is responsible for recruitment is sick and cannot come. So the girl could either take charge of the recruitment herself, or she could ask her roommate for help. I would suggest the girl to take over the recruitment affairs because I think to be a recruiter of a club, you need to be familiar with the club affairs yourself. Otherwise you won't be able to explain properly what the club is about, or what kinds of members it is looking for. As the girl is already a member, she should be able to handle the recruitment job competently. Her roommate might be a nice and talkative person, but she is not a club member so it's not a good choice to ask her to do the job.

8

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

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.

9

一个男生管女生借了笔记，约好了今天早上还回去，但是女生早上联系不到，明天就要考试了，男生马上也有事情。旁边的人给了两个建议，一个是直接去宿舍把本子交给室友，但是男生会迟

到；另一个是将其放入信箱中并发短信告知，但可能女生收到时会耽误很多时间。

Then man has borrowed some notes from his friend Tina. He is supposed to meet Tina in front of the bookstore this morning and return the notes to Tina, but Tina hasn't showed up yet. The man can either go to Tina's dorm and return the notes to her, or he could use the campus mail service and then send a message to Tina. I think it's better for the man to go directly to Tina's dorm and give the notes back to her. I think the notes must be very important to Tina because she needs the notes to prepare for her test tomorrow. Maybe Tina has something urgent to deal with at the moment and so she cannot come. Because the man has borrowed Tina's notes, I think the man has the responsibility to give the notes back to her personally, even if it means that he will be late for work.

10

listening: the man has a problem. this year is his calculus prof.'s first teaching. he isn't used to his way of explaining... the prof. teaches too fast, he gets confused. two solutions: 1. he says he can switch to another calculus section, but has to take it in the evening when he wants to do homework or hang out with friends. 2. he also says he can organize a study group to discuss what they learnt after class. but it'll cost extra time."

The man has problem catching up with his calculus class because he thinks the professor is teaching too fast, which makes him confused sometimes. In order to solve this problem he could either switch to another calculus session which he thinks would be easier, or he could organize a study group discussion after class so students like him can help each other out. I would recommend the boy to take the second choice, that is, to arrange and take part in a group discussion. First, I don't think switching to another session is a good idea for the boy. If most of the students are comfortable studying with the professor, so should he. So the problem must be with himself rather than the professor, and this problem would still exist even if he switches to another class. Second, a study group discussion can offer the boy many benefits, like clearing up confusing concepts, easing the stress of homework and preparing for the next class or upcoming exams, etc.

11

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

A student, Sam, works at the university movie theatre responsible for playing movies. This week he has invited a professor to come to the 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.

12

【学生问题】男生要去 airport 但本来要来接他的朋友联系不上了。

【解决建议】1, 坐 bus, 但是要转车, 而且箱子重。2, 继续等朋友, 不行叫 taxi。

The boy is waiting for his friend to drive him to the airport. But this friend has not shown up yet and there' no message from him. In order not to miss the flight, the boy could either take a bus to the airport, or he could wait a little longer and if his friend still hasn't come, take a taxi. I would advise the boy to take the bus immediately. First, I think the boy's friend has probably forgotten about the appointment since there's no message from him, so there is no point waiting any longer. A taxi is quick of course but that would cost quite a lot of money and as the boy mentioned himself, he needs the money to buy things for the spring break. Second, I don't think the need to change buses and carry a heavy suitcase is a big deal. The boy is already an adult and should be able to handle this.

13

【学生问题】男生遇到问题, 他周末去 visit his parents, 但是忘记把自己吉他带回来了然后他自己是在学校 band 里的。最近有一场 concert。【解决方案】1: 开车回家拿。但开车回去拿来回要四个钟头。最近忙于上课。paper due time 也快到了。2: 室友有吉他可以借。不过室友吉他虽然 good enough 拿去 concert 演奏完全 ok 但没他自己那把好而且他自己一直只用自己的吉他可能会弹的不顺手。

The man forgot to bring back his guitar after visiting his parents last week. But he has to play the guitar in the band during the school concert this week. He could either borrow a guitar from his roommate, or he could drive home and bring his guitar back. I would suggest that the man borrow a guitar from his roommate. This seems to be the most convenient solution to his problem. He can quickly get a new guitar and start practicing right away. The new guitar may not be as good as his own, but with some tuning and practice I think the man can deliver a satisfactory performance. On the other hand, if he drives home, it may cost him four hours back and forth. Then he may not have enough time to write his paper.

14

【学生问题】女的房租要涨了(不能住学校了...原因太贵了)【解决建议】解决一是和奶奶一起住, 免费而且只住一学期能接受, 但是会想念朋友。解决二是在学校图书馆打工赚钱, 但是下学期学习很重, 功课很难。

The girl currently lives on campus but the rent is going up beyond what she can afford. She could either leave campus and live with her grandma, or she could still live on campus and work in the school library and make some money to cover the rent. I would suggest that the girl still live on campus and work in the school library. This way, she could make some extra cash to ease her financial burden. At the same time, working in the library may give her the chance to access resources in the library more easily. On the other hand, if she lived with her grandma,

she would be living away from the school. So she may have to travel quite a bit every day, plus she would miss her friends a lot.

15

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

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

16

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。

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

17

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。

18

【学生问题】一个男生上课总是迟到, 因为他上学路过的一个桥被关了。【解决方案】1. 他要么起很早, 6 点。但他不能起早, 因为他在图书馆打工, 晚上上班到很晚。2. 要么 drop the class and take it next semester。但他不想 drop class, 因为她很喜欢现在这个老师, 下个学期就是别的老师教了。

The boy is often late for an early morning class because the bridge he used to cross to get to school has been closed. To solve the problem, he could either get up very early in the morning, or he could drop this class and take it next semester. I would recommend the boy to try to get

up early. The boy mentions that he has to work late at the library so he can't get up early the next morning. But I think whenever there is a conflict between work and study, a student should always give priority to study. So I think he should give up the job, or try to rearrange his schedule, so he can get home early. Also, the boy mentions that he likes his current teacher, so it would be a pity to drop the class this semester.

19

【学生问题】The mail was supposed to go to the seaside with friends, but Mary asked him to go help her to move on a short notice because she has to move out by tomorrow. 【解决方案】1: Find someone to replace him. It might not work at this last minute. 2: Cancel his appointment with his friends, but he has been planning to go for long, and later the weather will turn cold, and they can't go to the beach any more.

The man was supposed to go to the seaside with his friends, but Mary asked him to help her move out. He could either find someone else to help Mary, or he could cancel the appointment with his friends to the beach. I would prefer the first solution. That is to find someone else to help Mary. This is because the man has already got an appointment with his friends. It would be impolite to cancel it on such short notice. Plus as the boy mentioned, they probably won't have good weather if they change it to a later date because it is getting colder. So it's wise to stick to his original plan. As to Mary, I think the man can explain to the situation to her. I'm sure Mary will have other friends who can help her move out.

20

【学生问题】女生的问题是：要做一个 project about film class,今天要拍但是有雨,而且还有两天截至日期,两个解决方案：1) 可以转向 building 用这里的 scenes。2) 可能明天拍,因为明天 weather becoming better, 但是问题是明天她需要编辑, 并要完成这个 project, 没有时间。

The girl needs to do a project for her film class. The problem is that she needs to shoot a scene on a sunny day but it is raining, so she may not be able to meet the deadline. She can either re-write the play and move the scene into a building, or she can shoot the scene the next day, when the weather turns fine. I would suggest that the girl shoot the scene in the building because I'm sure that's only a minor change to only one scene of the whole play, so it would not make too much difference to the viewers, who haven't read the play anyway. Postponing the shooting till the next day sounds good, but what if it continues to rain the next day? And since the deadline is only two days away, the girl might not have enough time for editing.

21

男生需要在寒假帮历史教授写新书,不能回家。但他同时是篮球队员,需要每天去 gym 锻炼。不过学校的 gym 冬天不开门。【解决方案】1. 去 town 里面的 gym。有 one-month-membership 刚好可以 cover 整个寒假。里面有他需要的所有器材。但是 75 一个月太贵了。2. 去户外跑步。但是会很冷。

The man is staying on campus for the winter holiday, and because he is a basketball player, he needs to use the school gym to exercise. However, the school gym is not open during the holiday. So the man could either purchase a one-month membership in a local gym, or he could exercise

by running outdoors. I would suggest that the man exercise in the gym. This is because he is a basketball player and only a gym can provide the necessary exercise equipment he needs. Running is good but it's not good enough for a professional basketball player. Plus it's cold running outside in the winter. 75 dollars a month may be a little expensive, but the man only needs to use the local gym for one month, so it's affordable.

22

【一个问题】男生明天要和同伴 act in a play, 结果同伴 sick。【解决方案】女生建议: Explain the situation to the professor, 改天再演。但是男生 disagreed: reschedule 到下周, 下周还有另一个 play 要 act, 男生自己有一个想法: 说朋友愿意带病演出, 但是男生觉得这样做会很无人道。

The man, Jack, is supposed to act in a play tomorrow with his partner Sarah. But Sarah has caught a cold and cannot come. So the man could either talk to his professor and ask for his permission to reschedule the play, or he could ask Sarah to come despite her cold. If I were Jack, I would talk to the professor and try to get his permission to postpone the play until Sarah has recovered. This is because even if Sarah is willing to come, she won't be able to perform well with a cold. The play counts towards their final grade so they shouldn't take the risk, let alone it's a bit cruel to ask someone who is sick to still come and play. On the other hand, if the man can explain the situation to his professor, saying that Sarah needs a few days to recover, I think the professor will understand him and agree to let them act on a different date.

Task6

1

心理学中的 reinforcement, 分为 positive reinforcement 和 negative reinforcement 两种, 即增加能够激发个人兴趣的东西和消除自己不喜欢的东西。教授具体举了两个能实现早起上班的例子。(1)positive (add the pleasure): 早起奖励自己好的 food, 这样就可以让你喜欢早起这种 behavior。(2)negative (remove the unpleasant behavior), 不喜欢早上 shower, 那么可以改在晚上, 这样人也就不会那么讨厌早起了。

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

2

【讲课要点】: Marine animals protect themselves by producing lights. There are 2 ways:方式一、sudden flash bright light: 举例:When they are under attack, deep-sea shrimps will give a short period bright light to frighten the attackers, and deep-sea shrimps can escape.方式二、constant flash bright light: 例子: Since their predators always hunt animals by judging dark shades, hatchet fish give constant light to make themselves seem like sunshine. By doing this,

their predators can hardly find them.

The lecture talks about how marine animals use light to protect themselves. The first method is to use sudden light to frighten the predator. For example, when a deep sea shrimp is under attack by its predator, it will give out a flash of very bright light. This light only lasts for a very short period of time but it is effective in turning away the predator. Then, the deep-sea shrimp escapes to safety. The second method is to produce constant light. For example, the hatchet fish produces constant light from its stomach which light looks like sunshine. By giving off this light the hatchet fish can avoid casting a shadow beneath it and therefore can avoid being seen by predators that look for shadows when they hunt.

3

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

The lecture talks about comparative marketing. In an advertisement employing comparative marketing, advertisers often mention a rival product, and explain why that product is inferior to their own. However, comparative marketing has two drawbacks. First, it may make the name of the rival product more memorable. For example, in an advertisement of a soft drink, the words "tasting good" and the name of the rival drink are both mentioned. The result is that consumers may associate good taste with the rival drink instead. Second, it may insult a rival competitor and cause undesirable consequences. For example, when marketing shampoo brand A, the advertisement compares it to brand B and claims that brand B makes people's hair look terrible. However, contrary to what advertisers hope, the consumers of brand B feel insulted by such comment and as a result they will not use brand A.

4

two things ancient human learned to keep the fire burning. 第一, **technical knowledge**. 发现木头烧完后 **fire die out**. 偶然明白木头是燃料, 要 **keep burning**, 就要 **add wood**. 这是 **Technical understanding**. 第二, **social skills** 如果大家同时睡觉, 火就灭了, 因此明白了合作的重要性, 要轮流看火。

The lecture explains how ancient humans managed to keep the fire burning. The first method is using technical knowledge. For example, when ancient humans noticed that fire died out when no wood was available to burn with, they realized that wood is the necessary fuel for fire and so they added additional wood to keep the fire burning. The second method is to use social skills. For example, ancient people were aware that if they all slept during the night without anyone looking after the fire, it went out easily. So they realized the importance of team work, taking turns to guard the fire and prevent it from going out, so every one of them could be safe and warm in the cold evenings.

5

【讲课要点】: 动物长途迁徙靠两种方法导航 During long distance immigration, animals navigate by two ways: 方法 1、by star: Ducks (野鸭) fly at night. Stars help them to distinguish their own flying way。方法 2、by smell: Salmons (大马哈鱼) track unique scent released by plants or something in the river to get to specific sites for laying eggs. Another way that animals can use to navigate themselves is using stars. For example, Salmons track unique scent released by plants or something in the river to get to specific sites for laying eggs。

The lecture talks about how animals navigate during long-distance migration. The first way is by looking at the stars. For example, by checking the positions of the stars when flying at night, ducks ensure they are headed in the right direction and stick to the correct flying path. The second way is by smelling. For example, salmons can migrate out to sea to feed, but when spawning seasons come, they would return and lay eggs in the exact location where they were born. They are able to find their home because they can track the unique scent released by plants and other organisms in their birth stream.

6

【讲课要点】: 犁地 plowing 对庄稼的两个好处: 1. 雨水把营养物质冲到了下面, 犁地可以让 nutrition 上来, 让庄稼更好吸收。2. 可以除草, 防止杂草吸收营养影响庄稼。

7

讲的是两种商业障碍(Commercial Barrier): 资金障碍和客户忠诚度障碍, 分别都是以建健身房作为例子, 前者是你如果要建先要花大笔钱买器具, 之后才能赚钱; 后者是如果已经有了一个, 你需要想办法提供新东西把客户从之前的那个吸引过来。

The lecture talks about two types of commercial barriers for new businesses. The first barrier is financial barrier. It is caused by lack of fund in a company's initial operation. For example, if you want to open a new gym, you have to first of all spend a huge amount of money purchasing expensive exercising equipment, and after that you can start making money. The second barrier is customer loyalty barrier. A new business often has difficulty establishing a loyal customer base. Take the same gym as an example. If near this new gym there is another gym which is well-known. It has already got a large number of loyal customers who are used to going to this gym. Then it's very difficult to stop them from going there.

8

【讲座主旨】 关于 speed 的 adaptation

【讲座例子】 example 1.tough foot。猎豹 (cheetah) 的 foot tough 然后可以在 rough 的地面上跑, 石头沙子什么磨来磨去也不会痛, 自然跑的快。2.long and powerful leg.还是猎豹, 后腿肌肉发达。

The lecture talks about two physical adaptations that have enabled some animals to run fast. The first adaptation is related with the animal's feet. For example, the cheetah, the fastest land animal, has special feet with pads underneath its claw. The pads provide great traction and allow the cheetah to run fast on rough surfaces, for example, on sands and rocks, without feeling any pain. The second adaptation is for the animal's legs. Fast running animals often have long and

strong legs. Take the cheetah for example again. It has developed very muscular hind legs so it can pick up speed incredibly fast. Having powerful legs also means that the cheetah has greater length between its steps, allowing it to cover a long distance within a very short time.

9

【讲座主题】迁移动物 (migrated animals) 的 behavior 的特点 (characteristics)。一是 migrating animal 由于要长途迁徙 to reach their destination, 所以他们会很 focused, 不会被别的东西 easily disturb 到。而相对来说, local birds 一发现 food 就很兴奋乱飞。二是 migrating animal tend to move in straight line, 例子是 migrating shark 会用 geomagnetism 来定位直线移动, 而 local animal 就倾向于随便移动。

The lecture talks about two characteristics of migrating animals. The first characteristic is that migrating animals often stay focused during their journey. Migrating birds don't get disturbed easily as compared with local birds. For example, local birds would fly to wherever there is food. So they would fly here and there. By contrast, migrating birds tend to stick to their flight path all the way until they reach their destination. The second characteristic is that migrating animals tend to move in straight lines. For example, migrating sharks use geomagnetism to move in one direction only, whereas local animals would move in all directions.

10

一种鸟, 要在很深的水里捕鱼。两种方法。第一种用重力, 飞很高, 收缩翅膀钻入水中。第二种是利用特殊形体。有种鸟有短而壮的翅膀, 可以帮他们。

The lecture talks about how birds can capture their prey in deep water. Two types of birds are mentioned – birds that enter the water from flight, and birds that dive from the surface of the water. The first type of bird uses gravitational force when diving. For example, when the brown pelican spots its prey, it would fly high above in the air, and suddenly it would retract its wings and plummet into the water. On the other hand, the second type of bird often takes advantage of their streamlined body shape or parts. For example, the duck has short but muscular wings. Using the force of its wings the duck can dive down into the water to catch its prey and then get back to the surface easily and quickly.

11

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

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

12

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

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

13

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)

14

2 mechanisms to make it hard for the predators to predict the next behavior of the animals. 【讲座举例】 Example 1: Squid don't go straight, and the speed is unsteady, they choose to move in a zigzag pattern which makes it extremely difficult for the predators to anticipate its behavior. Example 2: Squid can change into different colors, they can change from pink to blue then to white, for instance, the predator stares at something pink but all of a sudden it changes into blue, it confuses the predator thus gives the squid a chance to escape.

The lecture talks about two mechanisms animals use to make it hard for the predators to predict their next behavior. The first mechanism is to change their pattern of movement. For example, the squid usually moves in a straightforward pattern. But when the squid encounters a predator, it would move in a zigzag pattern and at an unsteady speed. This makes it difficult for the predators to anticipate its next behavior. The second mechanism is to change colors. For example, the squid can change from pink to blue and then to white. This is confusing to the predator. The predator first sees something pink but all of a sudden it changes into something blue. While the predator is confused, the squid has a chance to escape.

15

关于解决土壤盐碱化的两个 solution。1, 用 pipe 引导多余的水灌溉土壤, 这些水会把多余的 salt 带回来。2. 种植能在 salt soil 生长的植物。

Excessive amount of salt gradually accumulates during the process of irrigation which is harmful for plants. The lecture discusses two methods that are often used to deal with high concentrations of salts in the soil. The first method is to use a drainage pipe which can allow salts to be washed out of the soil. The second method is to grow salt tolerant plants to help control salinity in the soil.

16

【讲课要点】: biology class。深海鱼类 fish can make electric current and they can benefit from it in 2 ways: 用途 1、用电流 capture 小鱼, 从而获得 food。举例: eel can produce strong current to shock and paralyze small fish, and then eat it。用途 2、用电流自卫、逃避危险。举例: 一种叫做 knife fish 的鱼。这种鱼利用其身体产生的 electric current field 去 explore the dark environment。If there is a rock nearby the it, the current field will change. So the knife fish can sense it and avoiding crashing into the rock。

The lecture talks about fish that have the ability to produce electric current. It explains how the fish can benefit from this ability. The first benefit is that the fish is able to get food. For example, by producing a current of electricity, the eel is able to shock and paralyze a small fish nearby and then eat it. The second benefit is self-defense. For example, the knife fish often explores dark areas under the water using its electric field for navigation. If there is a rock nearby, the electric field will change. The knife fish is able to sense this change and avoid crashing into the rock.

17

【讲座主题】商业课上说不好的 logo 会损害 company 的利益。【2 个例子】(1)讲的是一个 toothpaste 公司的 logo 是黑的, 这样就让消费者相当不爽, 然后不买这个公司的产品;(2)是个买电话和提供互联网服务之类的公司, 用了个 old fashion 电话当 logo, 然后消费者不买这家的产品

The lecture explains two ways poorly designed logos can cause damage to a company. The lecturer gives two examples. The first example is a logo of a toothpaste company. This logo appears dark and muddy, which contradicts consumers' expectation of toothpaste to make their teeth white and bright. The company's logo will therefore inhibit consumers' desire to purchase their toothpaste. The second example is a logo of a telecom company. The company uses an old-fashioned telephone picture as their logo, but the company provides modern communication service such as Internet service. So the logo is a bad representation of the company's business and consumers will not consider purchasing products or service from this company.

三星级

Task3

1

是有个人在校刊上说要申请给 nature club 更多经费。听力里女的说, 不一定要跟 club 才能接近自然, 还有进了自然也不一定学到啥东西。

The student letter asks for more funding for the school's nature club, so the club can organize

more activities to get students close to the nature and learn from it. However, the girl in the conversation disagrees with this proposal. She says that many students don't have the free time for such activities. For those who do have time and want to see the nature, they don't really have to join a club; they can simply take a bus to get to the place they like. With a student pass you even don't need to pay for the ride. Secondly, joining a nature club does not necessarily mean that you can learn from nature. You need some kind of guidance, like when you are learning any subject, so a nature club does not really help much if it only gets you close to nature.

2

是说学校决定把每个班级的人数从 8 人增加到 15 人。原因是有更多的学生 apply 这些课程，但是学校的 faculty 有限。男同学的意见：1、增加人数减少了 communication with faculty，降低了小课堂的参与程度。2、既然有更多的学生，就可以获得更多的钱，就可以请更多的 faculty 解决了人力不足的问题。简言之就是 more students, more money, more faculty。问题是：学校做出了怎样的决定，男同学的意见是什么？

The school has decided to raise the limit of student number from 8 students to 15 students for each class, due to increasing numbers of student registration and limited numbers of school faculties. The boy opposes this decision for two reasons. First, he says that a bigger class would lead to less communication between each student and the teacher, and also less chance for students to participate in classroom activities. Furthermore, he argues that more students mean more tuition fees, which could be used to expand the faculty, so the school should hire more teachers rather than increasing class size.

3

一门课的时间安排发生变化，从早上调到晚上，因为考虑到很多同学有 part-time jobs。对话中学生对此决定及其不满，认为学校不了解学生的时间安排，很多学生都是晚上工作而白天有学习的时间，同时晚上的同学们都很累，希望找朋友们玩耍，或者自己休息.....

The announcement informs students of a change in the schedule of their physics course, which will be shifted from morning to the evening. It is believed that this will solve the time conflict that many students currently face because they have a part-time job in the morning. In the conversation, however, the boy disagrees with this adjustment. He argues that more students actually work in the evening so they only have time for classes during the day. He further explains that students prefer to have their lessons during the day rather than in the evening because after a day's work, all they really need is time for relaxation, having fun with their friends, or simply having a good night's sleep.

4

【报纸通知】报纸出通知：新生统一住校，原因有二：一是向学生提供建立学习小组的机会；二是缓解校园停车场的压力。【学生意见】女的不同意：一，她拿自己举例，根本没有因为住校而建立学习小组；二，新生住校非但不能缓解停车场的压力，反而会因为更多的学生住校带来更多的长时间霸占车位的现象而造成车位短缺加剧。

The university announcement says that all freshmen are required to live on campus. It is believed that this will give freshmen better opportunities to form study groups, and also help to

alleviate the parking strain on campus. However, the girl disagrees with this policy. She says that when so many students live on campus, dormitories become noisy and distracting, which makes it hard for students to form effective study groups. Also, she argues that when all freshmen live on campus, they will occupy more parking space on campus, and for much longer time. This will make the parking problem even worse.

5

有学生写信给 computer lab,学校出了新规定:限定每个学生每个月只能打印 100 张。理由 1、学生们浪费纸张太多。理由 2、打印机经常卡纸。女生反对此计划。理由 1、不是学生想浪费纸,而是有太多的材料要用,而且有时候不知道什么材料会用到,什么不会用到。理由 2、打印机经常卡纸是因为打印机太旧了。如果换新的打印机,就不会老卡纸了。问题:转述女生对公开信里的计划的态度和她持该态度的两个理由。

The university is putting limit on the amount of printing papers used in the computer lab. Because students complain about the waste of papers and the printers often get stuck with papers. However, the woman doesn't stand up for the policy made by the university. First, she argues that students never intentionally waste papers. They actually can't tell what's the most useful or important resource before printing. So they just print out everything in case they don't miss anything important. Also, she points out that the current printing machines are outdated and cannot work properly, and that is why papers often get stuck in the machine. If the old equipment are upgraded to a more efficient one, there would be no more breakdowns due to frequent usage.

6

学校要减少一个 art 什么的课的人数,理由是人太多造成教授的 attentive 受到影响,另一个就是费用比较高。一男一女两个同学讨论,男问女的看法,女同学说很不开心,这个课很重要, less attentive is better than do not have any class at all, 对于花费高她说这个也不是个好理由,这节课真的很重要,所以即使要掏钱学,很多人会 pay for it. 复述女孩的态度。

The school art department decided to reduce the student number of the sculpture class because in this way, students can pay more attention to the teacher and the class funds can be saved at the same time. The woman totally disagreed with the school decision for the following two reasons: firstly, she thought that the school shouldn't deprive the students' right to attend the class and this is more unacceptable than not paying attention on the class. Also, students are willing to pay for the relevant material because they think it crucial to their art performance. All in all, reducing the student number will be harmful for students' development.

7

阅读讲的是有人写信给学校,要求把期末的 1 天的复习之类的活动延长至 3 天。听力里男生问女生:你有什么看法。女生说:不太好。第一,学习应该是一个持久而长期的过程,不是在最后期末时来一蹴而就的。第二: professors 到期末都很忙,学生也不好 make an appointment with them.

A student has written a letter to the school asking for an extension on their end-of-term review period from one day to three days, so they could have more time to prepare for their tests, and have more discussions with their professors about their questions. In the conversation the girl

does not like this idea. She says learning is a long-term process. You cannot make sudden progress just by working hard on the final days before a test. Furthermore, she says that many professors would be busy at the end of the semester, so it would be difficult for students to make an appointment with them if they have a question to ask.

8

学校 policy 让所有大一新生明年统一搬到 baxter dormitory, 其他年级的搬到其他宿舍, 原因是这样更有利于大一学生在一起, 经历同样问题可以一起商量解决, 更好度过大一。注意托福机经口语中某男是支持的态度: 1. 结合他自己经历, 当年他大一小屁孩一个碰到问题没人问很郁闷, 现在他想小娃子聚到一起商量肯定好得多。2 某女问他那你不得搬家到其他宿舍吗, 他说不要紧我搬到个更新的宿舍地儿更大可以放下我的更多东西。

The university has announced a new policy asking all first-year students to live in Baxter dormitory, and second, third, fourth year students to live in the new dormitory. This policy is intended to make freshmen better adapt to life on campus. [s-keygen-answer-201101080]In the conversation, the boy, who is a senior student, agrees with this policy. He says that when all freshmen live together, they will be able to talk to each other more often and solve problems together more easily. He remembers his freshman year when he had to live with senior students and comments that it was not a nice very nice experience. Furthermore, he says that for him, having to move to the new dormitory is not a bad idea at all because he gets to live in a bigger dorm with better facilities.

9

阅读说学校有新规定, 跷课 4 次以上要给很低的分。听力: 女学生说没意思, 反正我最多只逃 2 到 3 次。男学生也说没意思, 反正每个教授都有自己的规定, 学校的规定不会有影响。

The school has announced a new rule regarding class attendance. According to this rule, students who have missed four or more classes for a course will receive a very low grade on this course. In the conversation, the students think that in spite of its good intention, this new rule will probably not work very well. The girl says that most students would not miss as many as four classes for a single course. For example, she would only miss at most 2 or 3. Also, many professors have their own rules on class attendance so the new rule by the school won't have much effect on the students.

10

【公开信】: 小报上刊登了来自一个学生的公开信, 倡议大学应该 to build an electronic board at student center.

好处 1、Make student get information about coming up events easily rather than acquiring news at different places on campus by posters

好处 2、学校也会更整洁, 因为墙上没海报了。

【学生议论】: 女生反对这个计划, it is better to get news from different locations on campus.

理由 1、They are everywhere (more than one place). If they do not go to student center, they will miss the notice. 举了她在图书馆看到海报, 所以 didn't miss a show / concert 的例子。

理由 2、Even though the new bulletin board was established, students will still do posters because of it is convenient (没有人会提交 information, 然后再等它 post 出来)。

A student has made a proposal to the school that it should build an electronic board at the student center. The student explains in his letter that this will allow students to get information more easily, and the school would also look a lot nicer without posters everywhere. However, in the conversation, the girl disagrees with this proposal. She says that students are used to getting information about school events from different places on campus. If the electronic board became their only source of information, students might miss a lot of events such as a show or a concert, because they do not go to the student center every day. Secondly, she argues that even if the electronic board is available, students would still continue putting up posters. This is because to get information advertised on the electronic board takes more time. It requires students to submit their request first and wait for the information to be displayed.

11

来自大学校报的通知说学校计划聘请一位知名导演 **director** 辅导学生搞 **spring musical**, 以前都是学生做导演。好处 1、这位导演要在学校的 **theatre** 辅导学生排一部剧, 学生可以学到很多。好处 2、这位知名导演可以吸引很多学生观众看剧。学生议论】: 女生反对此计划。理由 1、这位导演自己很忙, 有别的剧要排, 一周只能来学校一天, 没时间 **pay attention** 辅导那么多学生排剧。倒不如 **the university should** 请学生导演。女生本人就参加这出剧, 她担心自己 **sing, dance** 都要由自己排练。理由 2、虽然这位导演有名, 但也只是在他们业内。别的专业的学生都没听说过这个导演, 所以该导演不能吸引很多学生来看剧

The university newspaper has announced a plan to hire a famous director to help with the school's spring musical, which used to be directed by students. It is believed that students could learn from this director, and more students would be attracted to the musical because of this director. However, in the conversation, the girl student opposes this plan. First, she says that the director is a very busy person, and can only come to the school once a week. He won't be able to put much time into the spring musical. So it's better to hire a student to do the job. Second, she says that this director is only well-known in his own field. Many students have never heard of him, so he is unlikely to draw many students to come and watch the musical.

12

阅读部分: 从今年开始, 学校要求所有的 **first year students** 都 **attend seminars in the students center**. 第一个原因是能够帮助学生更快的适应 **campus life**. 第二原因是这种 **seminar** 能帮助学生更好的 **socialization**. 听力部分: 重点在男生, 男生赞同阅读的观点, 第一个理由是他当年刚上大学的时候, 因为不适应学校的生活, 平常没有天天复习 **reading**, 结果把 **reading** 堆到 **final exam** 的前一天才做, 第二个理由是, 他认为这种 **seminar** 能帮助学生更好的找到有相似兴趣的同学, 比如他当年找到了和他一样对音乐感兴趣的人, **in addition!** 认识不相似兴趣的人也有有益的, 比如工程 **engineer** 的学生

13

文章内容: 学校出公告要建一个 **housing office for off-campus**. 对话: 女生同意觉得很好. 原因: 1) 是 **on-campus** 的 **dorm** 已经 **overcrowded** 了. 2) 是新生不熟悉本地环境. 这个 **office** 正好帮助他们. 问总结女生观点。

14

【学校通知】 关于学校的咖啡厅又一个新计划：允许学生办音乐会**【学生对话】** 听力：女学生说太好了，第一，她是个音乐家，弹吉他又唱歌，这样的话给像她这样的学生提供了表演机会，练习在观众前放松表演，还有怎么用麦克风什么的。第二，音乐会是免费的，这样的话好多学生可以不用担心负担不起。男声基本上就随声附和...

The university has decided to allow students to hold concerts in the university coffee shop. The woman in the conversation thinks that it is a good idea. First, the woman, being a musician herself and able to play the guitar and sing, thinks that it can provide students like her a good opportunity to perform in front of a large audience without feeling nervous, plus it can help them learn how to use the microphone and stuff. Secondly, as the concert is free, many students can come and enjoy the music without worrying about the expense.

15

【公开信】 有个人写信给学校，说 student directory (college directory that has all the contact information of students.) 可以两个方面改进：1. 加照片 (Add photos of students) 2. 制作一个网上在线浏览的版本 (Put the directory on the internet)。**【学生对话】** 听力里男人说好啊。1. some students may have the same name, photo helps students to find the right person. 因为上礼拜我用 student directory 找个人忘了他的 last name, 结果打错了各种囧，有照片就不会;还有在线浏览好啊，2. Some students can't find the directory. 很多人一开学就 displace 了那本小书，有了在线版就啥时候都能看见了。(It is easy for students to find these information if there are electronic version of the directory available online.)

A student suggests in the letter that the student directory could be improved in two ways. First of all, photos of students could be added to directory and secondly the directory could be put on the internet. The man in the conversation thinks it a good idea. First of all, some students may have the same name, so photos could help students find the right person and avoid the embarrassment of finding the wrong person as he did the week before. Secondly, as many students are likely to misplace the little directory soon after the new semester starts, it would be easy for students to find the information if there are electronic version of the directory available online.

16

【学生提议】 一封 letter 建议学校在 computer tab 增加 sign-up sheet **【原因】** 现在用 computer 完成 paper 要等很长时间，预约可以提高 efficiency **【学生态度】** 女生 disagreed(1)如果规定用 computer 的时间会使学生 inconvenient and low efficiency;(2)time slot, 学生们换来换去会造成 loud noise。

A student suggests in the letter that the student directory could be improved in two ways. First of all, photos of students could be added to directory and secondly the directory could be put on the internet. The man in the conversation thinks it a good idea. First of all, some students may have the same name, so photos could help students find the right person and avoid the embarrassment of finding the wrong person as he did the week before. Secondly, as many students are likely to misplace the little directory soon after the new semester starts, it would be easy for students to find the information if there are electronic version of the directory

available online.

17

【公开信】: 一个学生提议禁止在学校中心骑自行车,尤其在楼与楼之间,因为很窄 (sidewalk is narrow),对行人很不安全,如果发现要罚款。**【学生对话】:** 女生表示反对。一点是说其实很安全,因为骑车的人很 responsible 和小心。另外一点好像是专门请个人来看是否有人违规,太浪费资源和时间 (waste of resource and time, if they bring security guard to take care of them.)。

The student letter proposes that there should be a ban on cycling in the school, especially on narrow sidewalks between school buildings. Those who are found to have violated this ban should be fined. In the conversation, however, the girl disagrees with this proposal. She says that cycling in the school is actually not a dangerous activity because cyclers are all very responsible and careful. Also, she thinks that it is a waste of both resources and time to hire a security guard to patrol the campus and prevent

18

【个人倡议】: 一个学生给学校写信给校报建议学校应 add a three-day fall break just before midterm in each fall semester. 这样做有两个好处: 1、students can relax themselves during the break. 2、they can get some time off to prepare for their projects。**【学生态度】:** 男生同意此建议。理由 1、this suggestion is especially good for the first year students who needs some time to get adjusted to their college life. Both the way to live and the study pace are different from that of a high school. Students, especially for 1st year student. 可利用这三天假期 to relax. 理由 2、期中 midterm 很忙,一个星期考几门 exams, 有时候 they will also have so many projects or research papers to complete. 学生们可 use the time to do assignment and research 来 finish their projects and papers. The male student gives an example of his history class.

In the letter, a student makes a suggestion of adding a three-day break from classes just before midterm in each fall semester so that students can relax during the break and have some time off to prepare for their upcoming projects. The man in the conversation agrees with the student's suggestion because first-year students are still adjusting to college life as both a way to live and how to perform in a new academic environment because the study pace in college is different from the pace in high school. Also, with so many exams to take and so many projects or research papers to complete, students are quite busy during the semester. They could use the suggested three-day break to work on assignments and finish their projects and papers.

19

【学校通知】: announcement 学校计划要搞 library expansion: 把图书馆旁边的 student center 改造成 new library, 从而 increase library space. 好处 1、有更多的空间摆放更多书 shelves、存放更多媒体 materials. 好处 2、摆放更多桌椅,让学生有更多地方自习。**【学生态度】:** 男生反对。理由 1、学校应该用 technology 手段而非扩建图书馆以节省 space, 比如将资料扫描成 electronic copy 储存到电脑里可以节省空间。理由 2、同学们爱去 student center 自习,不爱去图书馆。学校减小学生中心只能导致学生自习空间更少。

The school announces that it is a planning to expand the school library. It plans to do so by

turning the student center near the library into a new section of the library. The school hopes this will allow more book shelves or multimedia facilities to be installed as well as allowing more students to study in the library. In the conversation, the boy strongly opposes this plan and gives two reasons. Firstly, he says that the school should use technology to save space in the library by, for example, making scanned copies of some books and storing them in computers. Secondly, he says that most students prefer to study at the student center, not at the library, so transforming the student center into library space will only lead to even less place for students to study.

20

【公开信】 Reading: A letter suggests that students should choose their roommates based on two reasons: fewer conflicts and more dorm residence.

【对话观点】 the woman disagrees with the suggestion:

【理由】

(1). There are not many conflicts between roommates; even if there are conflicts, students should learn to overcome them rather than avoid them. Experiencing conflicts and solving them are part of university life. (2). The reason why students choose to live off-campus is that the price of dorm living is too expensive not that they cannot choose their own roommates. Therefore, allowing to choose roommates does not solve the problem.

The letter suggests that students should be given the freedom to choose their roommates instead of being assigned a roommate by the school. It is believed that this will lead to fewer conflicts between roommates as well as encouraging more students to live on campus. However, the woman disagrees with this suggestion. First, she says that there are actually not so many conflicts between students as the letter suggests, and that even if there are conflicts, students should learn how to deal with them rather than to avoid them. Having conflicts and then working to resolve them is part of university life. Also, the girl doesn't believe that letting students choose their own roommates would encourage more students to live on campus because the reason why students choose to live off-campus is that the cost of living in the dorm is simply too high. So the school should first of all consider reducing the cost of room and board.

21

【学校通知】 学校要弄一个新的 mentoring program, 是 let fourth grade student to mentor first year students。有两个好处: (1) to help 1st year student, help 1st year student adapt to college life more quickly, because senior students know much more than the freshmen; (2) to help 1st year student to know some senior students to expand social connection.

【学生意见】 woman 同意这个 plan, 理由有二: (1) 大一的小 P 孩都不知道, 比如说 schedule change, building location, 他们都不知道, 所以有个人能 deliver those information 的话会很有帮助; (2) 他大一的时候认识的人都是大一的或者住在一起的很局限, 能认识更多不同年级的人的话会更好。

The university has announced a plan to start a new mentoring program in which senior students are invited to mentor first-year students. It introduced this program in order to first, help first year students to adapt to college life more quickly, and second, allow first year students to expand social connection with senior students. The woman agrees with this plan and the reasons given in the announcement. She says that freshmen are often quite disoriented when they first enter

the university, so a mentoring program would provide a channel through which they can obtain useful information such as changes in class schedule or location of school buildings. Furthermore, she admits that currently many freshmen students often meet and live with other freshmen students only, which has limited their chances of socialization. The new program would give them more opportunities to step outside their small circle of friends and approach and communicate with other senior members of the school community.

22

学校想要开设 information day; 男学生支持;

学校要 给学生提供关于出国留学的信息咨询, 男同学觉得好说这样的到的信息更全面, 自己找的信息不够, 另一方面呢, 可以和有留学经历的人直接交流.

The school announcement says that it's going to hold an information day on campus. On this day the school will provide students with a variety of information on studying abroad for an international education. The boy thinks this is a great idea. He says that first, by attending the information day, students will be able to collect information about overseas study in a more comprehensive way. This is especially helpful for students who are planning to pursue further studies abroad but are not able to find relevant information by themselves. Furthermore, because students with overseas study experience will also participate in the information day, they will be sharing their knowledge and experience with others. Students who are considering studying abroad can talk to them directly and ask for useful tips and advice.

23

【公开信】学生写信给学校, 提议应该允许学生在图书馆喝饮料。理由 1, 学生需要咖啡或茶来提神。理由 2, 学生都是成年人了, 会很小心, 不会弄脏图书馆和学校的书的。【学生对话】女生反对, 理由 1, 图书馆的不远处就有咖啡店, 可以去那里喝完后再回图书馆, 而且学习中间休息一下也很好。理由 2, 就算再怎么小心, 饮料还是有可能洒到书上, 长此以往, 学校就得换书和其他设备了。

24

S3【学校通知】学校要求必须上三门艺术类课程, 目的是让学生今后毕业了更有竞争力, 并且可以帮助学生在紧张的学业中得到放松。【学生对话】男学生抱怨。1, 学生失去了更多自由选课机会, 不能选更多和专业相关的课(他学 banking, 要上 finance 的课) 2, 不是每个人都对艺术有天分喜欢上这些课(他根本不 enjoy 雕塑, 浪费, stressful)

The university has decided that all students should take three fine arts courses. It is hoped that by taking these courses students will be more competitive when they enter the work place, and that it is a good way to help students relax. However, in the conversation, the boy complains that this is not a good policy. He says that taking mandatory fine arts courses means that students will have less time taking their major-related courses which are of course more important. Furthermore, he says the majority of the students do not have a talent or an interest in art. So for them, this policy means a waste of time and even more stressful college life.

Task4

1

阅读材料给了一个心理学概念，解释：人们都喜欢 **accept** 那些跟你想一样的东西，而 **ignore** 那些不一样的东西。听力材料里教授举了例子说，他的一个女性朋友想买一种新型 **car**，不烧油的。她光看关于优点的相关新闻，不看车的缺点报道，比如新型车不稳定，**repair** 费用高。让你结合听力的例子解释这个心理学概念。

The reading passage introduces a term in psychology called confirmation bias, which means that people have the tendency to accept information that confirms their belief while ignoring information that does not. To further illustrate this term, the professor uses the example of a female friend who wants to buy a car that is eco-friendly and fuel efficient, the type of car that many women drive on the road. However, there are obvious drawbacks with this type of cars. They are unstable, and the maintenance cost is very high, so the professor showed some reports about these drawbacks to her. However, his friend intentionally ignores such information and only accepts the positive information about the car because she has already believed that this is the right car for her.

2

阅读：动物有固定的 **patterns of behavior**。听力：1、一种小鱼：**male fish** 会 **do attack dance to the finish entering its territory** 而且是有 **red mark** 的，如果没有 **red mark** 就不会 2、**goose: female** 鹅生过蛋后会 **move its head back and forth**，但是当它的 **egg** 被 **moved away** 以后，它仍然这样。问题是：讲一讲什么是动物的这种惯性行为(文中用了缩写，好像是 **AFS** 还是 **FAS** 记不清了)，然后讲讲 **lecture** 中间的例子如何证明的。

The reading passage introduces a term called Fixed Action Pattern, or FAP, which refers to a sequence of innate behaviors displayed by animals in response to an external stimulus. For example, a male stickleback would see another male entering its own territory as a potential competitor, but only when this male fish has a red stripe on their underside. The stickleback would do an attack dance to try to scare away the invading male. In fact, it shows the same behavior to almost anything red. Another example is the female goose. After laying eggs, the female goose often moves its head back and forth to roll a displaced egg back to its place. However, the goose would continue with this behavior even if the eggs have been moved out of sight.

3

一种经济现象，往往给商家带来假象。举的例子是环保车，当商家在生产这种环保车之前，会做一个调查，这时发现大家都赞同环保车，并表示会购买。但是一旦生产出了环保车，购买者很少，迫使商家停产。造成这种现象的原因就在于 **people think it (manufacture the green car) is the right things to do but not built**.人们觉得环保车是好的，有益环境的。但只是针对这件事，并不是要买。

The reading passage introduces a term called misleading market survey, which means that some market surveys may produce misleading results because respondents may answer questions based on what is socially desirable rather than on their true thoughts. The lecture then gives the example of a car company planning to manufacture an environmentally friendly car. To test the market, the company conducted a survey asking people whether they have interest in purchasing this type of car. The results were quite encouraging so the company launched the production, but the actual sales turned very disappointing. This is because respondents thought

that manufacturing the car is the right thing to do, but they would not buy it in real action.

4

【名词解释】**dormancy** 这一概念，阅读材料讲到冬眠的涵义：帮助渡过恶劣环境；降低自身生理能耗。【讲座内容】听力材料里 **professor** 讲述了一个肺鱼的例子：在河水干涸之后鱼就躲在河床上之前就打好的洞里，这样一方面可以隔热、保湿，另一方面可以降低呼吸、心跳频率。

The reading passage introduces a term called dormancy. It refers to a period of inactivity in an animal's life cycle, which helps the animal to pass through critical environmental conditions. In the lecture that follows, the professor uses the example of lungfish to further explain this term. When their native stream or lake is about to dry up, lungfish would burrow deeply into the mud, forming a hollow space, where they would remain in a period of dormancy for the duration of the dry season. During dormancy, lungfish experience a drop in their metabolism, allowing them to survive months underground without water. When the rains come again, lungfish will come out of the mud to resume its life as a fish.

5

advancing crediting: a method that teacher help children to learn social appropriate behavior. 小孩对 **praise** 的不同反映，你要是事先表扬他们，再让他们做什么，他们就不太听话。你要是等做完事情后在表扬他们呢，他们就能够表现的好。Lecture:教育学的教授讲一组实验：研究人员到一个小学去，给孩子们发糖，看他们能不能 **keep classroom neat**.第一次，把小朋友放一个房间里，给他们糖吃，看他们在老师不提醒的情况下有多少人把糖纸扔到地上，有多少人扔到垃圾桶里，大部分小孩子们都把糖纸扔地上 **DRORP ON THE GROUND**，只有少数几个人扔到垃圾桶里。研究人员让老师一直表扬那些做的对的小朋友。还表扬那些表现好 (**behavior proper**)，保持环境的小朋友，说他们是干净的小孩。过了一段时间，再做这个试验，大部分小朋友就都把糖纸仍在垃圾桶里。

The lecture talks about one child education strategy: **advancing crediting**, which suggests giving children encouragement after they conduct certain behavior, in order to help them form proper social behavior. The speaker cites one experiment to illustrate this theory: some primary students were chosen and were distributed candies to each together in a room. Without any warning beforehand, the tester wanted to see how many students can put candy wrappers in the dustbin, and the result was that most kids just littered the wrappers on the ground. Weixin:laoxikou. Then, the teacher praised those children who threw the wrappers in the dustbin and regarded them as good kids. Several days later, when the same experiment was done again, most children chose to put wrappers in the dustbin, and that was how the experiment effectively proves the theory "advancing crediting".

6

阅读讲植物 **root systems** 在 **desert** 里对水的吸收情况。

听力里教授给了一种沙漠中的植物的例子，这种植物从地面上看彼此间间隔很远，它们有发达的根系，而且当一株植物的根碰到另一株植物的根时，原来那一株植物的根就会释放一种化学物质，使这株植物的根停止生长或者改变生长方向，释放那种化学物质就好像植物在说，这是我的地盘和我的水。

The reading passage introduces a term called root communication. It's a special type of communication between the roots of desert plants. With root communication the roots of desert plants can maintain a proper distance with each other, in order not to suffer from lack of water due to competition. The lecture further illustrates this term using the example of a type of desert plant called [C]. Above ground plants C seem quite spread out, but they've got very complicated root system underground. When the roots of a different plant nearby grow large enough and enter [C]'s roots territory, C's root system would release a chemical to warn the other plant that "this is my space and my water", so the other plants would grow its roots in opposite directions to avoid competing with C. In this way, C ensures that it gets enough moisture and nutrition from the soil.

7

关于 **kinesthetic** (运动觉的) **learning** 【名词解释】 **kinesthetic learning** 就是一种不同于传统方法的教学方法, 让学生们参与, 寓教于乐的方法 (大概意思, 不是原文翻译) 【讲座内容】 就 1 个例子, 南教授, 以前给小学生 (**elementary school**) 讲课, 叫他们 **how to tell time**. 他先是用老方法, 自己拿个图表 (跟定是拿东西演示, 是不是图表忘了) 教他们如何看时间, 他发现学生觉得很无聊。之后他就, 拿张纸, 在上边画个表的外框, 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 (**the hands of the clock**). 以这种 **game** 的方法使教学有趣, 有效

The reading passage introduces a term called kinesthetic learning. This an unconventional form of learning in which students engage in physical activities while learning. The professor then gives an example to further explain kinesthetic learning. He once taught an elementary class how to tell time. At first, he used the traditional method of teaching, drawing diagrams to demonstrate time. But he found that the students were not very interested. Then he changed his style of teaching by asking the students to mimic the clock as well as the hands of the clock. It was like a game in which students moved their bodies to simulate the movement of a clock. And it turned out that this kinesthetic learning style was very interesting and effective.

8

【课文要点】: **Negative ideation**: a method used by people to resist desires by adding something **negative**. 就是说通过联系不好的情况来 **resist** 坏东西, 帮人解决坏习惯。

【教授举例】: 教授举的他自己戒除巧克力的例子。教授 **loves chocolate bar because it is tasty, but chocolate is not good. So he used the method of negative ideation to refuse chocolate.** 后来 **whenever he wanted to buy chocolate bar he would think it is associate with mud which is the mixture of dirt and water,** 来 **reduce the temptation,** 就戒了 **he stopped buying.**

The reading passage introduces a term called negative ideation, which means forming negative ideas about something to help people resist unwanted desires for this thing. The professor then uses himself as an example to illustrate this term. The professor used to love eating chocolate bars because he found them very tasty, although he knew that chocolate is not very good for his health. So in order to resist the temptation of chocolate, the professor used the strategy of negative ideation. Whenever he had a crush on chocolate bars, he would try to associate them with mud, thinking of them as a mixture of dirt and water. This worked successfully and he did stop buying chocolate bars.

9

TOPIC: strategic alliance. 这个概念就是说两家公司形成一种联盟或者 **partnership**,能够用各个公司的资源和专长进入市场,增加 **profits**. 给的例子是两家公司,一家生产巧克力,一家生产 **p.....**,两家公司联盟,新的公司生产巧克力 **that covered p.....**, 结果 **it sold very well**. 是一个很大的 **success**.

10

讲 **demand shifting**. **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它地方吃饭。于是,教授的朋友就 **creat a new deal**. 对于 **7** 点之前吃饭的顾客就免费提供 **dessert**。于是有些原来七点后来的顾客为了得到免费甜品,就提早来,并且提前结束吃饭。这样餐馆比以前更加赚钱。

The reading passage introduces a term called demand shifting, which means shifting an organization's customers away from peak-periods to non-peak periods, in order to reduce demands in peak-periods so they can match the organization's capacity. The lecturer then gives an example to illustrate this term. He has a friend who runs a restaurant in LA. Every evening from 7 to 9 o'clock there are too many customers that some have to wait more than half an hour for a seat, but some just go away to other restaurants. So his friend comes up with an idea. He offers customers free dessert if they come and finish their dinner by 7 o'clock. This works very effectively. More customers choose to come earlier and leave before 7, making the restaurant less crowded after 7.

11

business class 讲 **lateral view**(侧面观点).就是从一个新的观点来看问题.

对话里的教授举了一个例子: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.问题让你用这个例子来说明 **lateral view**.

The reading passage introduces a term called "lateral view", which means a view that is non-traditional, involving ideas that could help solve a problem in creative ways. In the lecture, the professor gives an example to further explain this term. A businessman operates a hotel but he often receives complaints from its customers because they have to wait a long time for the elevator. The man came to the elevator manufacturer, but found that resolving this issue would cost a huge amount of money. However, his employees proposed a different solution. They suggested installing a television on the exterior of the elevator, so customers could watch some video while waiting for the elevator, which would not be so boring. This proves to be clever solution and a good example of how lateral view works.

12

autogenetic succession. 就是某生态环境可能因为当地植物而改变,从而变得适合另一种生物成长而取代原先的植物。ex. **pine tree** 改变了当地 **sun, dry soil**, 变得 **wet, shady**, 适合 **oak tree**。

The reading passage is about a biological concept called autogenic succession. And the professor in the lecture explains this concept by giving an example. According to the lecture, pine trees grow well in a sunny and dry land. After a long period of time when the pine forest is thriving its trees produces shade that blocks out the sunlight and the fallen leaves cover the soil. As a result, the land starts to become wet and shady, and the environment is no longer appropriate for pine trees but instead for oak trees. In this example, the growth of pine trees has changed the local ecosystem and has made it become suitable for another kind of plant to grow.

13

关于植物的自我保护。教授举了近期的 **experiment**: 先是把一种植物的 **branch** 给 **cut** 了, 是为了模拟被虫吃。然后测到它放的一种化学物质。然后测它周围的植物, 它们放了另一种化学物质让昆虫远离。

The reading passage talks about defense mechanisms that plants have developed in order to detect invading organisms and stop them before they are able to cause extensive damage. The professor in the lecture uses an example to illustrate this concept. He recently did an experiment in which he cut out the branch of a plant to make it look like it is eaten by insects. Then the professor detected that the plant, as well as the plants around it, began to give off a certain chemical designed to keep the insects away

14

reading 里讲一个概念 **adjustable group size**。是说对于种群来说有个合适种群规模。**lecture** 里面教授举例解释这个概念。例子讲狒狒 **baboon** 外出觅食时一般一大堆聚在一起, 可以防狮子, 说明有时候数量大好。但教授又说, 食物短缺时, 一大群就不好了, 不如分成小群, 更容易吃饱。

Adjustable group size is a term used to describe the changes in the size of a species in response to its survival needs. In the lecture, the professor further illustrates this term using the example of baboons. When baboons sleep at night, they always stay close to each other in a large group, of about 100 individual baboons, because this will allow them to have a better chance of detecting an approaching predator. However, in the daytime when baboons are out looking for food, they would form into small groups. This is because the plant that baboons feed on is scattered over large areas, so it's better for baboons to search for the plant in small groups, especially when there is a shortage of this plant.

15

动物有时候会发出假的警报, 赶走同类, 减少 **competition**。举例, 猴子在有豹子出现的时候, 发出警报叫声, 其他猴子听到会逃到树上去。但是有人发现一猴子找到了一堆水果, 发出警报, 其他猴子都逃走了。其实没有豹子出现, 发现水果的猴子自己在独享水果。

Some animals give out alarm calls to respond to danger, so they can warn their companions of an approaching predator. However, sometimes a counterfeit alarm call is deliberately used by an animal just to frighten their companions away in order to avoid competition. For example, the **vervet monkeys** often search for their food together and share it with each other. When one monkey spots a leopard, it would cry out loudly so other members will immediately run away. However, on one occasion, a scientist noticed a false alarm call from a **vervet monkey**, which

cried out just as its companions were about to share the food, but there was no leopard nearby. In a while, the other monkeys returned, only to find that the calling monkey was eating the food alone.

16

【名词解释: peer reinforcement】说的是如果有同学不守纪律不按规则办事,老师不批评他而是表扬做的好的同学,然后那个不守纪律的同学就自觉做好了。【讲座举例】教授举例:和小朋友们玩积木时,有个要求就是玩好要放好,结果有次有个小朋友 Sarah 不干了,然后老师表扬另外一个放得特别好的小朋友 Paul(说 I really like your way to clean up your toys),然后 Sarah 就自觉放好了。

Peer reinforcement refers to the practice of not punishing students who do not obey rules but praising those who do so that the unruly students would modify their behavior. The professor uses an example to illustrate this concept. Having finished playing with blocks, students are supposed to put them away. However, a little girl named Sarah doesn't obey the rule. Instead of giving her a dressing-down, the teacher praises another students who clean up the toys. Seeing this, Sarah does the same and puts her toys away as well.

17

【名词解释】Insight learning。在观察周围情况后,动物能相处解决问题的方案。这就是 insight learning。【教授举例】:举例大猩猩(Chimpanzee)如何获取食物的例子来进一步阐述这个理论和概念。香蕉在很高的天花板上(top of its cage)挂着,猩猩第一反应是跳起来去取,一次两次甚至三次,太高取不到会失望和沮丧。Then it give up and sit down for awhile,经过思考,他发现屋里有 box,于是他拿来一个 box 垫在自己脚下再去取,还是不够高,他又拿另外一个 Box, (use box on top of other boxes)直到盒子的高度足以让他取到香蕉。

The reading passage introduces a term called "insight learning", which, in animals, refers to the process of working out a solution to a problem through observing the animal's own surroundings and applying what is available in those surroundings. The professor then uses the example of chimpanzees to illustrate this term. A chimpanzee in a cage tries to reach a bunch of bananas hanging on top of its cage. After jumping a few times in vain, the chimp notices that there are boxes in the cage, so it moves one box beneath the bananas and steps on it to try to reach the bananas. Yet the bananas are still too high above, so the chimp starts to stack up a few boxes so that it can stand on them to finally get the bananas.

18

【名词解释】: friend affiliation (群体归属): refers to the people's desire to be a member of a certain group. 想让顾客买产品,必须要有 affiliation。广告商 make advisement by using people's affiliation 有两种方法:一是利用其 positive effect,通过宣扬广告产品可以增加 affiliation,在朋友之间寻求认同。二是利用其 negative 方法,如果用别的 brand 产品就会失去 affiliation。【教授举例】:为一个软饮料公司策划一个 ad campaign,可有两种方案:第一种方案:在一个 happy party 里,

The reading passage defines a term called friend affiliation, which means people's desire to be part of a group and to be accepted by members of that group. Advertisers often take advantage

of friend affiliation both in a positive and in a negative sense. The lecturer then gives an example of a soft drink company that is launching a campaign to promote a new brand of soda. Two advertising strategies are considered. In the first ad, everybody drinks this soda at a party, and the soda makes everybody happy. This is friend affiliation used in a positive sense. In the second ad, however, friend affiliation is used in a negative sense. In this ad, some young people are watching a football game, and suddenly one of them drinks the wrong soda. Completely surprised by this, all the other people give this man strange looks. Then they start leaving him, like he has made an unforgivable mistake.

19

动物发警报的声音会根据 **predator** 的不同而不同，同时引起的同胞逃跑反应也不同。听力里讲到 **meerkat**，平时生活在地下，但还是得上到地面去觅食。通常会有一个在那把风，当它看到 **big bird** 的时候，会发出很响的噪音，这样别的兄弟姐妹就会躲到地下去直到鸟飞走；但当它看到蛇的时候，就会发出另外一种不同的声音，这是所有 **meerkat** 会聚集到一起吓退蛇

The reading passage explains a biological term called referential alarm call, which refers to the different noises that a species of animals gives off in response to the dangers posed by different types of predators they see, and these different types of noises will also trigger different reactions among the animals. The lecture uses meerkats for an example to further explain this term. Meerkats live in underground burrows but they need to go above the ground occasionally to look for food, during which time they are most vulnerable to predators. There are mainly two types of predators for meerkats – birds in the sky and snakes on the ground. When a meerkat is threatened by a bird, it makes very loud noises to warn other members of the danger, and once the other meerkats hear this noise, they will run immediately back into the burrow for safety. But when a meerkat sees a snake, it makes a different alarm call, which will draw other meerkats to come closely together, trying to scare the snake away.

20

promotion risk. 听力举的例子是一个 **software designer** 因为工作很好，就升职做了 **supervisor of xxx department**，但是这个人很擅长设计软件，但是不擅长管理，不能在 **deadline** 之前完成工作，不能 **motivate** 其他员工，但是又不能给他降职，会让他很没面子，因而公司要承担给他升职的风险。

The reading passage explains the concept of promotion risk, which is the risk for a company to promote someone who possesses strong abilities in certain areas but is relatively less competent in other areas. For example, a software company is considering promoting one of its software designers to a senior position, but it faces a risk in doing so. On the one hand, the designer has outstanding ability in software design and has contributed enormously to the company's profit, which has made him a perfect candidate for promotion. On the other hand, this person has poor leadership skills, which makes him a less desirable choice for a leadership position. However, the company realizes that if it does not promote this designer, he may lose faith in the company and eventually leave, so the company is willing to take this risk of promotion.

21

【名词解释】 **information bias**--people suffer disadvantages because they want to have as much

as possible information before making decisions.

【讲座例子】The professor's example: once he needed an assistant for his project. The first candidate was ideal; however, he continued to interview for others for a week because he believed he needed more information. A week later, he called the first candidate to offer him the position, but the candidate was already hired by another project. So the professor was basically biased by his desire to have more information

The reading passage explains the concept of “information bias”, a term in psychology which refers to the tendency for people to acquire as much information as possible before making decisions, even if some information is irrelevant for that decision. In the lecture, the professor uses his personal experience as an example to further explain this term. Once he needed an assistant to help with his project, so he interviewed an applicant and found him to be an ideal candidate. However, he did not make the decision immediately. Instead, he continued to interview more candidates because he thought that he needed to have more information to help him make the right choice. Eventually, after a week’s additional interviews, he realized that the first candidate was indeed the best and decided to hire him. However, that candidate was not available then as he was hired in another project. This example illustrates the harm that information bias can do to the decision maker.

22

【名词解释】心理现象：如果说一个人觉得另一个人有用的话，或者说对那个人的成功有帮助的话会有比较好的印象。【教授举例】教授举了一个例子说卖 office equipment 的公司, sales groups. 他们的奖金跟 sales 有很大的关系，分成两组：第一组人就直接看了，看完以后实验的人问他们什么感想？他们啥感想也没，对那个人没印象；第二组的人看完以后比较 focus on personality，并且对他有比较好的印象都觉得这个人很 qualified，会成为一个很好的销售人员。

The reading passage discusses the term “outcome dependency”, which refers to the tendency of people to form a positive impression on another person if they know that this person can help them achieve a certain outcome. The lecturer further explains this term by giving an example of a company that sells office equipment. This company has a sales team whose bonus is closely tied to their sales of office equipment. The team is then divided into two groups and each group is asked to watch a video of a new sales person about his work experience. However, only the second group is informed beforehand that this sales person is going to join their team and help them achieve their sales target. After watching this video, each group is asked how they would view this sales person. The first group does not provide much feedback, saying they do not have any particular impression on this person. By contrast, the second group says that this person has left them with a very deep impression and all believe that he is a highly qualified salesperson.

23

demonstration of qualities；被捕猎者遇到捕猎者不逃跑，向捕猎者展示自己的数量或者力量，说在非洲的一种动物（羚羊）跳很高以次来显示自己很有活力，有野狗（wild dog）来捕猎的时候，这些动物有些个体就会蹦的非常高，不停的蹦，后来有结果表明，野狗不捕这些蹦的动物，只捕那些不蹦的

The reading passage explains a term “demonstration of qualities” which refers to the phenomenon in which an animal demonstrates physical characteristics of being healthy and strong in order to deter attack by its predators. The lecturer takes the example of antelopes.

When a group of antelopes face dangers posed by wild dogs, some antelopes do not run away like the others. Instead, they stay where they are and keep jumping high up into the air (also called stotting). This may serve as a signal to the predator that they are very fit and so are not very easy to catch. It is found that wild dogs often do not chase these antelopes that are jumping but target those that do not. The wild dogs may decide not to waste time and energy chasing the strong and fit antelopes.

24

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

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

25

【名词解释】 **self-serving bias**, 人们喜欢把 **success** 归功于自己, **failure** 怪其他人或事。【讲座举例】 听力材料里有一个例子: 一组人参加智力测验, 对他们一半说考得很好, 对另一半说考得不好。前者把高分归功于自己的智力水平高。后者就怪罪其他东西影响了他们。

Self-serving bias refers to the tendency for people to attribute their success to internal factors while blaming external factors for their failures. The professor then gives an example to illustrate this term. A group of people were given an intelligence test. When the test result was released, half the test subjects were told that they did well, while the other half were told that they did poorly. Then, all subjects were asked what factors had contributed to their success or failure on the test. Not surprisingly, those who did well said that it was due to their intelligence, while those who did poorly said that they were unfavorably influenced by other factors.

Task5

1

表演课要求两人表演, 一个男生 A 的搭档要 **drop** 那门课, 他的女同学 B 给他建议, 可以自己演, 可以找别人代替, 女同学 B 就可以代演, 问两个 **suggestion** 是什么, 你觉得哪种好?

The boy is supposed to perform in an acting class with his partner, but the problem is that his partner has dropped that class. So the girl gives him two solutions. The first solution is for the boy to act by himself, and the second solution is to invite another person to replace his partner. I would recommend the boy to find a new partner because firstly, he must have been practicing

for a while with his old partner, so if he decided to act on his own, he would have to make a lot of changes to the performance, which would not be easy. Secondly, the girl says that she could act as his partner, so the boy does not have to worry about not being able to find a new partner.

2

woman 收到一个去 marine research 的 offer, 但是给的钱不够她去交下学期的 tuition. man 说:
1、explain to them and ask for more money(women 怕他们收回 offer);2、take a part-time job(woman 说怕时间不够太累) 问题是: 这个女生的 Dilemma 是什么, 你认为应该怎么做, 为什么?

The woman has received an offer from a marine research institute, but the scholarship she's been offered is not sufficient to cover the tuition for the coming semester. The man gives her two suggestions – to ask the school for more scholarship, or to earn some money by taking a part-time job. I think the second suggestion is better. I think whatever amount of scholarship a school has decided to give to an applicant, it must have done so based on careful assessment of the applicant's academic achievement, so there is little chance that the school will change its mind simply because a student wants more. Secondly, taking a part-time job will be beneficial for the girl, not only because of the money, but also because such experience can teach her some important skills that are valuable when she graduates and starts looking for a full-time job.

3

在一个餐馆中有工作, 下班时间距离下堂课只有 15 分钟, 所以经常迟到。而那堂课的教授很在乎出勤。迟到会影响期末成绩。男生给了建议, 一, 可以提前从餐馆下班。女生说老板已经对我很好了, 经常照顾我, 再提要求会不好意思。二, drop the class, 选别的课。

The girl is often late for her class because this class starts only 15 minutes before she finishes her work at the restaurant. The boy gives her two solutions. The first solution is to reschedule her working time so she can come to the class earlier, and the second solution is to drop this class and take another one at night. I would recommend the girl to talk to her boss and try to rearrange her working shift. As the girl mentioned, her boss is really a nice person, so he would certainly understand the girl's situation and agree on a different shift for the girl or maybe allow the girl to leave a few minutes earlier. I think it would be unwise for the girl to drop a class simply because she needs to work part-time for a restaurant. After all, the first priority for students should be studying, not working.

4

一个女生申请向往的杂志社的 summer job, 是毕业想工作的地方, 但是发现申请截止日不是下周而是明天中午, 不知道怎么办好, 杂志社距离不远, 坐车 1 小时, 女生想明天一早去, 男生提醒他明天一早要有生物课 review, 除非特别早去然后赶回来; 或者叫快递。女生担心快递送不到, 因为很重视这个 job

The woman is trying to apply for a summer job at a magazine, but the application deadline is only one day away. She could either hand in her application to the magazine company personally tomorrow morning, or she could use the courier service to send her application. I would

recommend the girl to go to the magazine company herself because this shows that she respects and values this work opportunity. This will help her leave a good impression to the people at the magazine. The courier service, on the other hand, may not reach the magazine company in time because sometimes things get delivered to the wrong address or just get lost. So to be on the safe side, she should go to the magazine company and hand in her application by herself.

5

【室友困难】：室友挂了整墙的画，但很丑且占地方，不过直说又会造成对室友的打击。**【解决方案】**：一男一女讨论对策，对策有二：一是忍气吞声，慢慢习惯；二是告诉她真实想法，希望她画点别的。

The girl's roommate hangs too many paintings on the wall. The girl does not like these paintings but she's not sure what to do. In the conversation, the boy gives the girl two solutions. She could either remain silent and gradually get used to these paintings, or she could come up to her roommate and state her honest opinions. I would recommend the girl to talk to her roommate and try to work out a solution with her. The girl lives in the dorm, so it must be painful to see all these paintings that she does not like every day. I think it's better for the girl to be honest with her roommate. Just tell her that she does not like the paintings, and try to persuade her roommate to draw something else, something both of them like.

6

女生在图书馆看书，忽然想起要赶去教室做她的 presentation，路程是 10 分钟，时间很紧了。男生告诉他下大雨了。没带伞。**Lecture**：有两个解决方案：男生说出方案 1、男生借给女生雨伞，但是雨伞在不远的另一个地方，去取的话要几分钟，然后女生会迟到。女生自己说出方案 2、冒雨跑去教室不会迟到，但全身湿淋淋，书和笔记本也全湿掉。描述女生遇到的难题，男生给的两个建议，你的建议，为什么。

The girl has a class presentation, but the classroom is at the other side of the campus and she has only 10 minutes left. Plus, it is raining outside and she doesn't have an umbrella with her. The boy gives her two suggestions. First, he will lend an umbrella to the girl, but she needs to wait him to collect one. Second, he also suggests her to run away to the class without an umbrella. Personally speaking, I think the girl needs to run to the classroom right away, because she will miss her presentation if she waits for the umbrella. She may get wet with poor image for presentation but she can give her presentation on time. This is more important than whether she gets drenched or not. Anyway, she might want to find some pieces of cloth or plastic bag to wrap up her bag and herself from getting wet.

7

一个女生学新闻的想听一个讲座，但是她刚刚才在图书馆找到一份兼职，下了课就要去工作没办法听讲座。

办法 1：去跟她老板说清楚情况，但是她才刚开始工作她觉得不好。

办法 2：是这个讲座会录音，她可以去借录音带，但是这样她就不能与演讲者交流问问题了。

A journalism student plans to attend a lecture given by a well-known person in the field of journalism. However, at the time of the lecture she has a part-time job at the library so she's got a time conflict. She could either explain the situation to his boss at the library, or she could borrow and listen to a recorded tape of this lecture. I would recommend the girl to go and listen to the lecture. I think listening to a recorded tape is boring. You just listen and cannot interact with the speaker. On the other hand if you attend the lecture in person, you can find an opportunity and talk with the lecturer about anything you are not clear about or interested in. As to her work in the library, I think her boss would understand her if this lecture is really important. They can reschedule the girl's work on another day.

8

学生生物课没书，因为注册晚了，要么书店订下周才有，但是这周三节课要没书上，而教授又布置很多 reading assignment；要么找个去年上这个课的伙计以较低价格买它的旧书，但问题是旧书记号太多，他用着觉得可能不顺手。问男孩问题啥，解决方案啥，你喜欢哪个

The boy does not have his biology textbook because he registered too late for the course. He could either order a new book from the bookstore, or he could get a second-hand book from senior students at a lower price. I think it's better to get a used book if he can. This is because ordering from the bookstore takes one week but the boy's first class is only a few days away. It's quite risky to go to the first class without the textbook since it would leave a bad impression on the teacher. To get a used book, on the other hand, is quick and less costly. The used book may have some markings on it but most of them should be the important points about the subject, which would be useful when the student studies the same subject.

9

【学生问题】gg 碰到的问题：要在的 newspaper 上发文章，但是照片处理出现些问题。【解决方法】mm 推荐方法 1，不要放照片上去。但是 gg 觉得这样文章缺少吸引力。方法 2，还有一天的时间，争取重新去拍照片。

The boy is going to publish an article about sculptures in the newspaper. He wants to include some photos he took of the sculptures, but the problem is his camera malfunctioned and he does not have photos that can be used. In the conversation, the girl recommends two solutions, the first, to submit the article without the photos, or secondly, to borrow a camera and retake the photos. I would recommend that the boy just retake the photos. First of all, if an article is accompanied by pictures, it will attract more attention from the readers. They will feel that this article is interesting and be more willing to read it. Secondly, since the boy has taken photos of the sculptures once, it will be much faster if he does it a second time. So he doesn't need to worry about missing the deadline.

10

【学生困难】：男生想弄个 announcement on newspaper 让更多的人来参加阅读演出 singing group. He did not submit the announcement for upcoming event this week to the school's newspaper before the deadline. He is worrying about there will not be many students come to see the performance.

【解决方案】：女生建议：

方案 1、To postpone 延期到下周,但 but it not easy to book the music hall where the performance will take place。

方案 2、To notice students by posters at different locations on campus since students are everywhere. 男生说考虑一下。

The boy is supposed to advertise an announcement on the school newspaper about an upcoming performance by the school's singing group. However, he has missed the deadline for submitting the requested information, so he is worried that not many students would come to this event. The boy could either postpone the event till next week, or he could put up posters instead to advertise the event. I would recommend the second solution. Postponing the event is not a good idea because it may not be easy to book the music hall again where the performance is taking place. On the other hand, putting up posters is not only the easiest but also the fastest way to get students to know this event, because posters can be displayed at various locations on campus so wherever students go they'll be able to see them.

11

对话, 重点在男生, 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, 他面临两个选择:
1. 去演唱会, 回家再写 paper,但是要熬通宵。2. 不去演唱会, 把票给别人。(在结尾的时候男生提到这个演唱会 X 年一次, 所以很可能没有机会再次见到了)

12

一个女生的笔记本电脑坏了, 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 电脑.但是她觉得太贵了不值.另一个选择是和 roommate 共用,就是需要 arrange the schedule.问你推荐哪个建议?

From the conversation we learn that the girl's laptop was broken and she couldn't get it fixed. There were some very important documents that she needed to read on the computer and prepare for her final exam. There are two solutions. The first solution is to rent a new computer, while the other solution is to share a computer with her roommate. I think it's better to rent a new computer, because when it comes to studying for an exam, it's important to have your own computer and have access to it whenever you need to, like when you suddenly have a good idea and you want to develop it on the computer. On the other hand, if you share a computer with your roommate, even if you have a schedule, sometimes you have to wait a while for your roommate to finish up her work on the computer. This reduces the efficiency of study, which is definitely not good before the final exam.

13

男孩本来在 school book store 兼职, 可是 back 伤了。两个选择: 1, 还在 book store, 但是做 cashier 收钱。2, 去干别的, 比如去学校 cafeteria 刷碗。在 book store 吧, 时间冲突, 早上他要去物理学习小组, 因为这个学习小组让他的物理进步很大, 他不能不去。在餐厅刷碗吧, 时间很自由, 但是不在 book store 他买 text book 就没有折扣了。

The boy got injured when he was helping one of his friends move to a new apartment last week,

so the doctor told him not to carry anything heavy for at least a month. This means he can't continue his work in the college bookshop because one of his routine jobs at the bookstore is to carry large boxes containing heavy books. There are two choices for the boy. The first choice is to keep his current job in the bookstore working as a cashier, and the other choice is to take another job washing dishes in a local cafeteria. I think the first choice is better for the boy for two reasons. First, the boy has worked in the bookstore for a while so he should be familiar with everything about the bookstore, such as its collection of books, its clients and his coworkers, which would help him make a fast and successful transition into his new position as a cashier. As to the conflict with his study group, he can always make up for this by borrowing notes or materials from other members of the study group afterwards. Second, working in the cafeteria is a much more strenuous job which involves a lot of cleaning and washing up, and it does not pay very well, especially when you consider the fact that you are not entitled to book discount any longer.

14

【学生问题】一个男生在读研(master's degree), 同时做助教, 然后 professor 要出差去开会, 会 Miss 掉一课, 希望这个男生能在这节课上代替自己做一个 lecture, 但是只有 2 天够他准备。问题是他还有个很重要的关系到 final grade 的 paper 没写**【解决方法】**1. 教授 cancel 那节课, 但是如果做个 lecture 真的对自己来说是个 opportunity, 不去有点可惜。2. 备课, paper 很可能写不完, 延期交 paper。

The professor asks the student to give a lecture for him as he is away for business for a couple of days but there are only two days for him to prepare and he has an important paper which counts towards the final grade to finish. There are two possible solutions: first of all, he could ask the professor to cancel the class, and the second solution is to help the professor to teach the class and ask for an extension on the paper. If I were him, I would choose the first option because the professor can still give the class when he comes back and it would make little difference. However, if he asks for an extension, the professor to whom the paper is submitted might be displeased and even punish him for that.

15

【学生困难】: 女生的问题是 paper 明天 due, 她基本上写完了, 但不知道现在(this afternoon)交作业好还是晚上改一下明天交好(because the professor sent email that students can delay to send paper until tomorrow morning.)。 **【解决方案】:** 方案 1: 现在交可以解脱了, 并且还可以和朋友们出去玩 (X 晚上她要见一位很好的朋友, 她们很久没见了, 她很想跟这为朋友一起玩。)。 方案 2: 明天交可以再改改, 争取好成绩(put another data, such as, graph, which help paper better than now.)。

The girl's paper is due tomorrow but she is not sure whether she should submit it this afternoon or spend another evening improving it and submit it the next day. I would suggest the girl to submit her paper tomorrow. Firstly, I think if the girl has one more evening to work on the paper, she should be able to improve the paper quite a bit. Like she said, she could put in some more data, such as graphs and tables. At the very least she could correct some spelling mistakes in her paper. Secondly, I think the girl can postpone meeting her friends until after tomorrow, when the paper has been improved and submitted. This way she could have fun without having to worry about the quality of her paper.

16

【学生困难】: 一个女生和 her friend 要搬出校园，要 share 租 a new apartment，本来昨天已经看好了 an apartment，价钱合适，也很大 just OK，准备今天下午去 sign the contract for the apartment。但她今天自己又看到一个 nicer 的，larger and closer to school，就是价钱有点贵，她想租这个。想要的话，今天必须签合同否则就没了。但她室友 went to hiking 了，要一周后才回来 the next week。has no access to emails and mobile。So, she can't be able to contact her friend to make a decision together. 女生不知怎办。**【解决方案】:** 女生给两个解决方案：方案 1、sign the new contract for the new apartment which is more expensive, closer to campus, nicer and due today without her friend's opinion。这个女生可以接受价格，但 She doesn't know her friend's financial situation，担心她室友负担不起。方案 2、stay with the previous apartment they have agreement on which has right price and a OK place，毕竟这个是两人一起同意的。但这个女生不喜欢。

The problem the woman encounters is that she cannot get in contact with her friend to make a decision about an apartment she and her friend are going to rent together. The woman has two possible solutions. First, she could make the decision on her own without waiting to ask her friend's opinion about the apartment. Second, she could stay with the previous apartment that they both agreed on. If I were the woman, I would choose the second option to stay in the agreed upon apartment. First of all, her friend might not like the second apartment or be able to afford the rent on it, which is more expensive than the place they agreed on. In addition, being a little away from campus is not such a big deal. I am sure there is public transportation available.

17

女的有问题，她要参加 summer courses，但是呢没钱，所以第一，去 library 打 part time job，but it will cost her 3 hours。第二是在 dorm 自己做饭，比食堂的省钱，尽管样式没那么多

From the conversation we learn that the woman intends to take a summer course which is quite important for her, but the problem is that the tuition fee for this course is very high and that she has to rent a place to live which is also costly. In order to cope with this financial stress she could either earn some extra money by taking a part-time job in the library, or she could quit her current meal plan and cook her own food in the dorm. I would advise the girl not to quit her meal plan but to work in the school library instead. The main reason is that cooking is never an easy job because it takes skill and time, both of which the girl might not have, so if she quit her school meal plan she could end up having to eat outside the school dining hall, which would cost her even more money. By contrast, taking a part-time job not only eases her financial strain but also provides her with some work experience which may be valuable when she is looking for a job in the future.

18

男生的 band 需要找新的场地训练，一个选择是租 music studio，但是很贵，第二是 music building 还是什么，时间上有问题，白天不能练习，晚上也不能练习太晚。

From the conversation, we've learned that a boy from the school guitar band has trouble finding a suitable venue for staging their upcoming performance. So he discusses this problem with a

girl and two solutions are mentioned. The first solution is to rent a music studio outside the school. This would ensure the best quality of performance but would mean a higher cost of rent. The second solution is to discuss with the school director about the possibility of using the school musical building, which would not cost much but would only be possible during the evening. If I were the boy, I would choose the first option, which is to rent a professional studio outside the school because although this would cost more, the band could charge a small amount of admission fee to cover this cost. Also, if staged in a professional studio, the quality of the sound and performance would definitely be enhanced, which would attract more audience in the future.

19

【1 个问题】 The man has a problem: he cannot ride his bicycle in cold weather anymore.

【2 个建议】 They discussed out two solutions: (1). The man can share his roommate's car, but their class schedules are different; (2). He can buy a used car from one math student at a reasonable price, but owning a car is actually expensive.

From the conversation we learn that the man has decided not to ride his bicycle because it's getting unbearably cold, so he needs to find an alternative means of travelling to and from school. In the conversation the man and women have discussed two solutions. The first solution is carpooling with his roommate who's got a car, and the second solution is purchasing a used car from another student. I would prefer the man to share his roommate's car because, first of all, the cost of buying a car can be quite high, even if it is a second hand. And if you take the maintenance cost into consideration, it would probably cost more than the boy could afford. Secondly, I think the difference in class schedules between the man and his roommate does not have to be a problem because the two of them can always find ways to accommodate each other's schedule so each of them can arrive at the school neither too late nor too early.

20

【学生问题】女生要完成商科的 paper: 采访一个 magazine 的创始人, 为了学习关于 how to start up business, the businessman called to cancel the interview because he has to attend a last-minute conference and will not be able to be back(out of town 了) until next week. 【解决方案】解决方法有二: (1)wait for that person to come until next week, 但会给那个女生 less time to write paper; (2)interview another person from the list given by the professor, 但是 area 会不一样, 女生对那个 magazine 很感兴趣。

The girl student has trouble completing her business paper because the person who she intends to interview, a founder of a magazine, has just called her and cancelled their appointment saying he had to attend a conference out of town and would not be back until the next week. The girl has two options. She could either wait for the person to come back next week for an interview or she could interview another person, who is also a successful businessman on her professor's recommendation list. I would advise the girl to wait for the magazine founder to come back because she is writing a paper on how to start up a business and a magazine founder, in my opinion, should be the perfect person to talk to if she really wants to hear insightful opinions and interesting ideas on this particular topic. Furthermore, she can think of ways to interview the magazine founder through email or telephone instead of a face-to-face interview. I think the magazine founder would understand and agree with this request if the girl explains to him that she needs this interview quite urgently to finish up her paper.

21

女孩脚伤着了，但明天要带孩子们（20个小孩）去 hiking，要照顾孩子。两个选择，不去，在家休息，会有另外一个人照顾（另一个志愿者），但是对于一个人来说，太难。第二是去，跟在后面慢慢走，而且这次登山只需要2个半小时。

The woman is supposed to take a group of kids for a hiking trip tomorrow, but the problem is that her feet got injured, so she has trouble performing her duty of looking after the kids. She could either rest at home and ask another volunteer to do her job, or she could still go for this trip by walking slowly. I would recommend the woman to stay at home instead of going for the trip. This is a hiking trip so if you are not able to walk properly you are not going to finish the trip, not to mention taking care of others. So if she insists on taking this trip, she would probably end up being a burden for the whole group. Secondly, it's not like nobody is there supervising the kids. There is another volunteer who can do the job. Although 20 kids might be too many for one person to handle, with a little more effort and attention I'm sure that the person can do the job well and all the kids can enjoy this trip safely.

22

【学生困难】女生找到了一个 summer job，并且在 town 找到了住房，不知道自己的宿舍怎么处理(女学生拿到了 summer job,但是希望 summer 后还能租住这个房子,其间怎么办)。【解决方案】男生给了两个建议：1.可以把宿舍租给别人，让租房者付租金，但女生怕人家把宿舍弄乱。2. 两边房租都交，但女生下学期要买新电脑，如果两边都付了房租没钱买电脑了。

The girl is to take a summer job and has found a new place to live near the job in town. Now she is not sure what to do with the dorm she currently stays in. She could either rent this dorm to another person and collect some rent, or she could leave the dorm empty but she'll have to pay for both the dorm and her new apartment. I would suggest that the girl rent her dorm. First, by renting out her current dorm, the girl can make some extra money to help cover the cost of her new apartment and also the computer she wants to buy. Second, she can carefully select a new tenant who is neat and organized, so she does not have to worry about her dorm being messed up. Perhaps she can do so by posting an advertisement with all the specific requirements.

23

【学生困难】男生打篮球扭伤了脚，要去医院，但明天有考试。【解决方案】(1) 女生建议他今天去看医生，但男生担心有可能要排很久的队，不想错过 review lesson;(2) 明天把所有事都忙完了再去，但这样脚伤可能会加重。

The boy's feet got hurt when he was playing basketball so he plans to go to the hospital tomorrow, but he has an exam on the same day. In the conversation, the girl suggests that boy could go to the hospital today, or he could go to the hospital after he has finished his exam tomorrow. I think that the boy should see a doctor as soon as possible because even the slightest illness could turn into something serious if not treated immediately. When it comes to treating illness, hours or even minutes count! Also, if the boy missed the review session, he could make it up by borrowing notes from his friends, and doing some crash reading the night before the test.

Task6

1

farmer 选择 desirable feature 的品种种植作物。举了例子说, wheat, 原来很多成熟的时候都倒在地上, farmer 选择那些不倒的继续种。peach 原来果实很小, farmer 选择果实大的继续种植。让举例说明什么是选择性种植。

The lecture talks about selective breeding of plants, which refers to the practice of selecting plants with desirable characteristics for future breeding. The lecture gives two examples of selective breeding. The first example is the wheat. When a field of wheat is fully ripe, some of the wheat stems bend down, so farmers would select wheat stems that do not bend for future propagation. The second example is the peach. The peach fruit used to be very small, so farmer would pick those bigger fruits to grow for the next season, so gradually the peach fruit becomes bigger.

2

讲广告。教授说一种广告是让大家记住商品名字。然后讲了 How to do it and why it is important to 记住商品名字(问题就是让你总结这个) How: repeat the name over and over again, show the name on the screen of the TV example: 一个洗衣机叫“quick washing”Why: (2点)1. people are likely to buy sth. they know the name of 2.把产品的名字和 advantages 要对上号, 不然消费者光知道 advantages 但不知道是哪个东西有这些优点也白搭啊。问题是: 广告的作用是什么, 为什么让顾客知道 name 很重要?

The lecture explains how a piece of advertisement can be designed to make the viewer remember the name of the product, and why is it important to do so. It uses the example of an advertisement for a washing machine called “quick washing”. To make viewers remember this name, the advertisement not only repeats the name over and over again but also illustrates visual image of the name on the TV screen. The lecture then explains that it is important for viewers to remember the name of a product in an advertisement, and to associate all the advertised benefits of this product with this name, because otherwise the advertisement would be pointless.

3

Anti-form artists, 与 traditional art form 相反, 这种 art form 可以让很多大众了解艺术和看到艺术, 因为这种 art form 的成本比 traditional art form 要低得多, 举的例子用了 stone and mirror. 另外除了成本低, 这种 form 经常放在大街上展览, 这样 passers-by 可以欣赏到。

Anti-form artists, unlike traditional artists, aim to make art accessible to the general public, so they try to make art inexpensive and affordable to most people. There are two methods anti-form artists often use to achieve this aim. The first method is to use simple materials. For example, an artist arranged irregular stones and mirrors, both inexpensive materials, to create a particular artistic scene. Another method is for artist to stage outdoor exhibitions. For example, an artist put a piece of large white cloth near the fountain at the center of the town. Any passers-by could come near and take a look. The wind blew the cloth, creating a moving piece of

artwork.

4

演员如何入戏？比如一个人要扮演国王，现在要会见一位来提亲的男子，那么他登台之前就应该像一个国王那样想问题，比如说他应该想到来提亲的是不是要夺我王位，冲着我的权力而来，这样演员一上台就进入了国王的角色，观众也可以很快融入戏中，感觉真实而不是做戏。

The lecture talks about how actors can get emotionally involved in a play, which is extremely important even before the play begins. An actor who is emotionally involved is not simply acting a role; he is thinking of himself as the role. The key to this level of involvement is to think from the perspective of the character. For example, an actor is playing a king who is about to see a young man. The young man wants to marry his daughter. In order to get himself emotionally involved with this role, the actor should think about a few questions, like "Does the man really love my daughter, or is he trying to steal my power?" By thinking about these questions the actor prepares his mind for the role, thus his acting would seem real to the audience.

5

动物欺骗捕食者 predator 以保护自己 defense 的两种方法 behavior: 举了一个动物(蛇), 说是这个动物用 2 种方法: 1) fool predator。说是做出它们要反击的动作 (bite), 其实它们不是真的要 bite, and move suddenly to scare the predator, predator 就给吓跑了。2) misleading: 装死, 对吃活物捕食者百试不爽。翻白眼, 张嘴巴, 让捕食者以为它们死了。捕食者就走了, 等捕食者走了, 蛇再活过来。

The lecture is mainly about two animal defense behaviors, fooling predators and misleading, to avoid being eaten by predators. Two examples of a snake are given to help further explain these defense strategies. First, when facing threats, snakes often pretend to look more dangerous than they actually are. They become bigger in the part of its head and move fast, trying to bite predators. In fact, they don't really want to bite since their mouth is closed when they move. But snakes try to fool the predators and scare them away. [If the first strategy doesn't work due to the persistence of the predator, then another strategy called misleading is applied. The snake will pretend to be dead and hope to be ignored by predator. The snake lies down to the ground, with belly upwards and mouth open, to mislead predators into believing the snake is dead. Since most predators are not interested in dead meat, they would run away for another meal. After few minutes, the snake wakes up and survives for another day.]

6

marketing strategy. 讲到一种叫 second interest 的策略, 就是商家通过买一送一的方式吸引顾客, 增加销售量。讲到的例子是买电脑的通过买一台免费送 game video, 吸引也喜欢游戏的顾客。还可以通过教顾客一些怎么使用电脑的课程来与顾客保持联系, 或者就免费送这种课程, 一直联系顾客的话也许下次顾客想要买与电脑相关的产品时就还是会来这家店买。

The lecture talks about a strategy often used in marketing called second interest, which means that a company can give some free products or services related to their primary products in order to boost the sales of its primary products. Two examples are given. The first example is a computer store trying to sell their computers. They can give out free video games to its potential

customers. Those who are interested in the video games may later decide to purchase their computers. The second example is for the computer store to offer free courses on computer knowledge and operation. By doing so the company maintains a close relationship with its customers, and when these customers want to purchase a computer they may think about this company and purchase computers from it.

7

两个人争吵无法解决问题需要第三个人出现解决 2 种方式 1 让他们两个达成一致都妥协 2 听完两个故事判决谁是对的谁是错的然后一方赢一方输。

When two people have a conflict, they often need a third party to help resolve the conflict. The lecture talks about two ways of resolving a conflict, namely mediation and arbitration. Mediation means a mediator will act as a neutral third party and help the conflicting parties to discuss and compromise in order to reach an agreement. For example if two roommates have a conflict, their friend could act as a mediator and help them solve this conflict. Arbitration, on the other hand, means when two people have a conflict, they appoint a third party to review the case and make a final decision in favor of one of the parties. For example, the same roommates would turn to a judge in a court to act as an arbitrator and make a decision on how to resolve their conflict.

8

【讲座内容】商务经济类，关于 collect information for business marketing 的 2 个方法，第一是 quantity way，例子是，一个 car manufacture, use 这个方法通过大量调查，发现没有孩子的客户购买量大,而有孩子的客户购买量小。第二个方法是 opinion based 就是问卷调查之类的。之后该公司为了查明为什么有孩子的客户购买量小,就用该方法 survey 问卷调查,发现是 car 的 back seat 有问题，孩子觉得不舒服。

The lecture talks about two ways of collecting information for business marketing. The first way is to collect quantity-based information. For example, a car manufacturer collected a large quantity of data from the market, analyzed the data, and drew the conclusion that customers without children had made more purchases than customers with children. The second method is to collect opinion-based information. For example, the same company designed an opinion survey to find out why customers with children were less willing to purchase their car. It turned out that many respondents said their children found the back seat of the car uncomfortable. [/s-keygen-answer-20110108

9

眼泪有保护眼睛的功效，分几种眼泪，有一种是经常产生的，可以保湿，还可以杀菌;还有一种不经常产生，眼睛进沙子了就会产生。

The lecture discusses two basic types of human tears, which both serve to protect the eyes, but in different ways. The first type of tears is called basal tears. This is a more frequent type of tears. Basal tears help to keep the eyes wet, and they contain chemical substances which can fight bacteria. The second type of tears is less frequent, and is called reflex tears. Reflex tears result from irritation of the eye by foreign particles such as sand. They attempt to wash out irritants that may have come into contact with the eyes.

10

【讲课要点】: Wetland's two benefits for animals.

1). For nursery, sharks lay eggs in wetlands close to the ocean, because wetlands are shallow, there are not large predators, baby sharks can grow safely in the wetlands and survive in the ocean.

2). For rest and find food. Immigrating birds, for example, paper, during the long journey of immigration, stop the wetlands to find the food because they can find similar food like before

Wetlands are a crucial part of the world's ecosystem. The lecture explains the benefits of wetlands for animals. The first benefit is that wetlands can serve as nursery habitats for animals. For example, some shark species lay their eggs in wetlands that are close to the ocean. These wetlands have shallow water levels so there are no large predators around. In such a wetland environment, baby sharks hatch and grow safely before they begin their life in the ocean. The second benefit is that wetlands can be used as resting places or feeding grounds. For example, some migrating birds like the [音 paper] stop at the wetlands during their long journey of migration, because they can find similar food there as before.

11

【讲课要点】: mother and their children: mother 通常都很保护她的孩子，不让他受到一点点伤害，一般情况下都在他们身边，但是也有些留下 younger female baby，让她照顾其余的 baby，妈妈则可以在外面找食物。这个有二个好处，一个是在保护自己 Baby 的同时，妈妈可以找到食物喂孩子；第二个是 younger female 能学到 practice skills,将来对她自己照顾孩子也有帮助。

In some animal species, the adult mother does not stay with her young babies all the time. Sometimes she lets a younger female member of its own species to look after the babies. The lecture talks about two benefits of such behavior both using the example of monkeys. The first benefit is that the mother monkey can do other more important things, such as looking for food, when she hands over the task of caring babies to another monkey. This can help to ensure the survival of baby monkeys. The second benefit is that the younger female monkey, who takes over the task, has the chance to learn some mothering skills which can be used when she becomes a mother.

12

叫了 wildfire, 尽管 wildfire 可以给动物造成 damage 但是也可以带来好处，好处有两个，1. 能给动物提供栖息地，比如给 woodpecker, 提供 branch 去居住，2. 能给把旧的植物 wipe out, 给新的植物生长带来条件，比如给 deer, 新的植物更 nutritious, which are more attractive to deer.

The lecture talks about two ways in which wildfire can benefit animals. Firstly, wildfire can help create a shelter for animals and their young, so they can better survive. For example, after a wild fire, the woodpecker can take advantage of a branch which has survived the fire, because it can build its nest more easily in this branch. Second, wildfire can wipe out old vegetation and create room for growth for new and more nutritious vegetation. For example, a period after a wild fire, the deer is able to find greener, more nutritious plant to feed on, which is more beneficial to its growth.

13

讲 irrigation(灌溉系统)的缺点: 一是水量不好控制经常多,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。

Irrigation is an artificial system of applying water to the soil, which is very useful for agriculture in areas that lack rainfall. However, the lecture talks about the disadvantages of irrigation systems. Two disadvantages are mentioned. First, the wetting of crops may result in increased sensitivity to diseases. So if the amount of water is not controlled well, for example if excessive amount of water is released, the growth of crops may be damaged. So the design of the system should be extremely careful. Second, the water used in irrigation systems often contains salt. It gradually leads to high levels of salinity in the soil, and as a result the soil may not be suitable for growing crops in the future.

14

【讲座内容】: 关于人类行为如何影响 native fish。第一, 人类为了船运, 连接了好多湖和海, 引进了新鱼群, 或大型的海鱼, 有的会变成 native fish 的 predator, 降低得 native fish 的数量; 第二, 改变了湖的温度。人类为了造房伐树, 但是本来树是可以遮阳, 从而降低湖水温度的, 低温的湖水会带来更多的氧气, 但是现在氧气减少了, native fish 就会窒息而死。

The professor in the lecture talks about how human activities affect native fish. First, by connecting streams with oceans in order to ship goods, humans have introduced many new species of large ocean fish into the streams, some of which have become predators to the local fish, whose number has decreased in great numbers. Secondly, human activities have also changed the lake's temperature. Humans cut down trees in order to make room for housing development; however, trees serve to block sunshine thus lowering the lake temperature, which in turn brings more oxygen into the stream. However, with less trees, there is less oxygen and many native fish suffocate and die as a result.

15

社会的稳定性有两种形式形成, 一是人们从事同一个种类的工作, 这样大家有共同的作息时间, 共同的关注点等; 另一个是从事不同种类的工作, 做出不同的贡献, 人们相互依赖, 从而形成稳定性。

The lecturer discusses a term in sociology called Solidarity, which refers to the ties in a society that bind people to one another. There are two types of social solidarity correlating with different types of societies. The first type is mechanical solidarity, which is often found in traditional or small societies. In a society with mechanical solidarity, people feel connected with each other mainly through doing similar work or having similar lifestyles. For example, in a rural society, farmers often take part in similar agricultural activities. They share similar work or life experience and they face similar challenges, and thus develop a sense of solidarity. The other type of solidarity is organic solidarity found in more advanced societies, where individuals perform different tasks due to specialization of work, so their life and work depend on each other. For example, doctors treat illnesses for teachers who in turn can teach doctors. This interdependence gives rise to solidarity among members of the society.

16

提供 **service** 的商家如何让别人知道自己的服务好。举例朋友之前是 **painter**，用两种方法让客人知道他刷墙技术很好。一、**statement from old customer**，老客户写好评。二、在工作室挂上 **before and after picture**，作对比。

The lecture talks about two methods a business can use to advertise and promote its service. The speaker uses his friend's painting company as an example to explain these two methods. The first method is to ask customers to write testimonials. For example, the painting company can ask its former customers to write a comment on their service, saying how nice or how quick their paint job was. This will attract potential customers to the company. The second method is to illustrate a comparison between the wall before and after the paint. So when people see how much the wall has improved by the paint work, they are more likely to trust the company's service.

17

biology，讲物种之间的竞争方式。动物用两种 **barrier**，来跟其他动物竞争食物，一种方式叫是 **chemical** 用化学物质来阻止别人，例子是某蚂蚁发现一种食物，搬不动，他得离开一会叫其他蚂蚁来帮忙，就会在食物旁喷一种化学物质，别的蚂蚁会感到不适，无法忍受这个味道，所以他们不会想吃，只有自己的这种蚂蚁会没感觉，因此保留了资源。第二种是物理方式 **physical**，另一种蚂蚁会直接在竞争者蚁穴和资源（食物）的道路上 **gather** 小石头(**little stones**)来 **block** 它们。

In the lecture, the professor talks about two barriers that animals use to compete for food with other animals. The first way is to use chemicals to prevent others. For example, when forced to leave the food to get help carrying it back home, a type of ant would release a chemical beside the food that is so repulsive that other ants might not want to eat it. The second way is to use physical obstacles. For example, another type of ants might put little stones on the way of its competitors in order to block them from getting the food.

18

【讲课要点】: Archeologists use different ways to decide the places where they should dig for ancient artifacts. 1. Surface feature of the land. E.g. New Zealand. It has a typical structure. High land? (New Zealand have Giant step to the hill.) 2. Plant: certain plants grow in certain places. E.g. Banana nuts tree were planted in Central America. These trees continue reproduction. So archeologists find the place which has banana nuts tree to dig.

The lecture talks about two methods archaeologists use to correctly identify locations for archaeological excavation in order to find ancient artifacts. The first method is to use surface features of the land. For example, excavation sites in New Zealand often have a typical structure, with giant steps leading to a high hill. The second method is to use plants as an indicator because certain plants only grow in certain places. For example, banana nut trees were planted in Central America. These trees continue their reproduction until today, so archeologists find the place which has banana nut trees for excavation.

19

广告的两种方法。1 种是 **in general** 地正面宣传整个公司，让客户对这个公司有信心。例如：卖家具的 **slogan** 是 **last long**，而不是什么具体的桌椅；2 是宣传特定产品的功能，例如 **printer**，公司宣传 **printer** 轻小易携带 **with computer**， **slogan** 是 "printing as you go"

The lecture discusses how companies use slogans in the advertisements to promote the sales of their products. There are two types of slogans that are often used. The first type of slogan is called company slogan, which promotes the company as a whole rather than a specific product of this company. This type of slogan builds up the positive image of the company in customers' minds, so when customers see or hear this slogan, they will associate good quality or excellent service with the company. An example is a furniture company which uses the slogan "furniture that lasts long" to indicate durability of all types of furniture that this company produces, rather than a specific piece of furniture like table or chair. By contrast, the second type of slogan, product slogan, is used to promote a specific product or a specific feature of this product. For example, a company uses the slogan "print as you go" to convey the idea to its customers that its printers are very small and easy to carry.

20

动物孵蛋孵卵需要 **moisture**，有两种为卵 **keep moist** 的方式。青蛙把卵产在水里，水可以很容易进入卵，使卵保持 **moist**。蛇蛋的 **shell** 有特殊的 **structure** 可以锁住水分所以就算下到干旱的地方也无所谓。

The lecturer discusses how animals ensure that their young babies are successfully hatched from eggs. The key is to keep the egg sufficiently moisturized because this ensures the healthy growth of young babies inside the egg. There are two possible ways for animals to maintain adequate levels of moisture in the egg, but in different ways. The first way is for animals to lay their eggs directly in the water. A typical example of this is the frog, which directly lays its eggs in the water, so the eggs are sufficiently moisturized. But in case the animal does not live in or near water, another way is for animals to use a special part of their body or a mechanism as a moisturizer. Snakes provide a good example of this. They lay eggs in a small bag that contains a moderate amount of water so that the snake hatchlings can be moisturized. That's why snakes can lay their eggs virtually anywhere, even in very dry places.

21

科学家怎们研究过去人们吃的食物。一是通过画家的作品二是通过残留的种子
两种发现古代人吃什么的方法，方法一是从古代艺术品找，给例子是埃及的壁画，里面描述人在吃一种。。。；方法二是找食物的遗迹，例子是水果法国挖出陶罐，陶罐里面有种子，种子是一种麦子，这个麦子当时非常 **popular**。

The lecture talks about how anthropologists determine what kind of diet ancient people had. There are two ways to do so. The first is by studying works of art like paintings and drawings of ancient artists. For example, the study of an ancient Egyptian mural painting has revealed that people at that time had [food name?] as a food. The other way is to study the remnants of seeds left by ancient people. For example, a pottery container was retrieved from underground which contained remnants of seeds. These seeds later proved to be those of a very popular type of wheat in ancient France.

22

【讲座要点】动物如何向同类传递危险信号（alarm signal）。两种信号：1，call。举个例子，鸟大叫，像哭一样，其他成员听到后，通知同伴捕食者就在附近。2，化学信号。鱼（salmon）是通过身上皮肤破损后释放味道之类的化学信号（chemical substance）

The lecture talks about how animals communicate alarm signals to other members of the same species. There are two types of signals. The first type is an alarm call. For example, when a bird encounters an approaching danger, it would cry out loudly to warn other birds nearby about this danger. Receivers of this call would immediately seek shelter against the predator. The second type of signal is a chemical signal. For example, when the salmon detects a hazard under the water, its skin would release a chemical substance with a unique smell that serves as a message to other salmons that there is danger around so they could escape.

23

【讲座要点】：讲树木在森林火灾中如何保护自己的。一个方法是（例子是一个什么 fir），粗的树皮，保证内在温度低，使得水分和营养物质不受影响，第二个方法是（例子是一个什么 pine），树的下半部分没有什么枝枝丫丫，所以大火从地上烧过来的时候，就不会顺着枝枝丫丫烧上去了。

The lecture talks about two adaptations developed by trees to protect themselves from a forest fire. The first adaptation is the ability to cool down its inner part. For example, the birch tree has a thick bark, which acts like a shield against the fire and an insulation to the inside of the tree. So when a fire causes the surrounding temperature to rise, the water and nutritional contents inside the tree are not lost. The second adaptation is removing parts that might easily catch fire. For example, the pine tree frequently shakes off its small branches to keep the fire from climbing on to the main branch.