

广东商学院硕士研究生入学考试试卷

考试年度: 2012 年

考试科目代码及名称: 公共英语

适用专业: 非英语语言文学的所有专业

试卷编号: C

考试时间: 60 分钟

满分: 100 分

[友情提醒: 请在考场提供的专用答题纸上答题, 答在本卷或草稿纸上无效!]

Part I Dialogue Completion (2 points for each item, 20%)

Directions: There are 10 short incomplete dialogues between two speakers, each followed by four choices marked A. B. C. and D. Choose the best one to complete the dialogue and mark your answer on the ANSWER SHEET by drawing with a single line through the center.

1. **Client:** Hello. May I speak to Mr. Smith?

Secretary: _____

- A. Hello. Thanks for calling. B. Speaking.
C. Hello. Who're you, please? D. I'm sorry. He's at a meeting now.

2. **Roommate A:** I wish you wouldn't have your radio so loud.

Roommate B: _____

- A. I'm afraid so. B. It's none of your business.
C. Sorry! Is it disturbing you? D. Really? It's not my fault.

3. **Mary:** We're having a few people over for a dinner Friday. We'd love to have you.

Tom: _____

- A. Oh, I'd love to. But I'm afraid
B. Oh, really! What time should I come?
C. No. I have to prepare for the exam.
D. Yes, though I have to take the exam.

4. **Son:** I'm terribly sorry. Mom. I've broken an Italian vase.

Mon: _____

- A. Oh, what a shame! B. Oh, dear, how awful it is!
C. Oh, that doesn't matter. D. Oh, I'm so sorry about that.

5. **Jane:** Hello.

Danny: Hi, Jane. Is John there, please?

Jane: _____

- A. No. He's not here at the moment.
B. No. He's away. Call back later.
C. Sorry. I don't know where he is.
D. Sorry. He's not here right now. Any message?

6. **Teacher:** You're late again!

Student: Sorry, _____.

- A. I won't do that anymore B. but it's my own business
C. I'm afraid I've overslept D. but I need more sleep

7. **Guest:** Oh, it's ten o'clock. I must be leaving now.

Host: _____

- A. It's OK. Please walk slowly.
B. Why do you want to go now?

- C. Yeah, it's really late. Do as you like.
D. Won't you stay for another cup of tea?
8. **Cathy:** Do you mind opening the door for me?
Robert: _____.
A. Yes, I'll do it
B. It's nothing
C. That's all right
D. Not at all
9. **Katherine:** Haven't seen you for ages, Linda! How are you getting on?
Linda: Quite well. And you?
Katherine: Pretty good. How's your husband?
Linda: Oh, we've got divorced.
Katherine: _____
A. Oh, I'm so sorry to hear that.
B. What a shame!
C. It's really a problem.
D. Hope you'll get better.
10. **Customs officer:** Could I have your name, please?
Passenger: It's Paine, Sarah Paine.
Customs officer: _____?
Passenger: It's P-A-I-N-E.
A. How do you spell your last name
B. What's your last name, please
C. How to pronounce your last name
D. How could I speak your last name

Part II Structure and Vocabulary (2 points for each item, 30%)

Directions: There are 15 incomplete sentences in this section. For each sentence there are 4 choices marked A, B, C, and D. Choose the one that best completes the sentence. Mark your answer on the ANSWER SHEET with a single line through the center.

11. My eldest sister went on with the story, young children around her _____ with "wonderful!" from time to time.
A. broke out
B. broke off
C. broke up
D. broke in
12. With a school record like yours, I'm _____ why you didn't try for a university scholarship.
A. considered
B. suggested
C. comforted
D. puzzled
13. He _____ a large fortune from his business.
A. made
B. won
C. expected
D. gained
14. Having finished the letter, he _____ it carefully and sealed the envelope with a kiss.
A. turned
B. folded
C. bent
D. equipped
15. Selfish people often take _____ of other people's kindness.
A. advantage
B. care
C. use
D. profit
16. By the end of next year they _____ together for twenty years.
A. will have worked
B. had worked
C. would work
D. have worked
17. I have to _____ my visit as I'll be very busy next week.
A. call for
B. call on
C. call off
D. call in
18. I gave John a present but he gave me nothing _____.
A. in return
B. in turn
C. in advance
D. in vain

19. We use plastics _____ wood and metal now.
A. to take place B. to take of C. take the place of D. in place of
20. I will never forget the ten years _____ we both spent in the little village.
A. when B. during which C. which D. in which
21. All the evidence pointed to the conclusion _____ he was guilty.
A. which B. that C. as D. so
22. This is the very topic _____ at the meeting tomorrow.
A. discussed B. having discussed
C. to be discussed D. discussing
23. It is _____ that over one million Americans now live below the poverty line.
A. judged B. estimated C. calculated D. considered
24. "When are you going to visit your uncle in Chicago?"
"As soon as _____ our work for tomorrow."
A. we're complete B. we'd complete
C. we'll complete D. we complete
25. _____ is known to all, too much smoking will cause lung cancer.
A. That B. It C. As D. What

Part III Reading Comprehension (3 points for each item, 30%)

Directions: There are 2 passages in this part. Each of the passage is followed by 5 questions or unfinished statements. For each of them there are 4 choices marked A, B, C, and D. Choose the best one and mark your answer on the **ANSWER SHEET** with a single line through the center.

Note: The underlined sentences are for translation in Part IV.

Passage One

Questions 26 to 30 are based on the following passage:

There are some points which are particularly important to remember when we are doing business with the Japanese. First of all, age is a very important factor. Japanese managers, for instance, are much older than American managers. So many American companies fail in doing business with the Japanese by sending men far too young to conduct business negotiations (谈判) in Japan with their Japanese counterparts, who could be their fathers! It is quite an insult to the Japanese.

The next point to be remembered is the use of business cards. The business card is not a simple piece of paper in Japan. Every business encounter starts with the exchange of business cards. The business card represents the person himself. You should receive it and study it with great care, when it is given to you. The first thing you should do as soon as you've arrived in Japan is to have 200 business cards printed for yourself.

The last point I want to draw your attention to is about business meetings or negotiations. First of all, don't talk too much. Japan's culture is essentially a non-verbal one. And don't expect the Japanese businessmen to answer you with a clear "yes" or "no". It often takes a long time to make a decision, or to arrive at a solution.

26. In negotiating with Japanese businessmen, Americans must take _____ into serious consideration.
A. experience B. rank

- D. borrow large sums of money from friends and people they know
32. When the savers want their money back, they _____.
- A. put their shares in the company back on the market
 - B. transfer their money to a more successful company
 - C. look for other people to borrow money
 - D. ask another company to obtain their money for them
33. The money which enables these companies to go ahead with their projects is _____.
- A. repaid to its original owners as soon as possible
 - B. invested in different companies on the Stock Exchange
 - C. exchanged for part ownership in the Stock Exchange
 - D. raised by the selling of shares in the companies
34. All the essential services on which we depend are _____.
- A. unable to provide for the needs of the population
 - B. financed wholly by rates and taxes
 - C. in constant need of financial support
 - D. run by the government or our local authorities
35. The Stock Exchange makes it possible for the government, local authorities and nationalized industries _____.
- A. to make certain everybody lends money to them
 - B. to raise money to finance new development
 - C. to make certain everybody saves money
 - D. to borrow as much money as they wish

Part IV Translation (4 points for each item, 20%)

Directions: There are 5 sentences taken from the reading passages of Part III. Translate them from English into Chinese. Write your answers on the ANSWER SHEET.

36. So many American companies fail in doing business with the Japanese by sending men far too young to conduct business negotiations (谈判) in Japan with their Japanese counterparts, who could be their fathers!
37. Every business encounter starts with the exchange of business cards.
38. So companies turn to the public, inviting people to lend them money, or take a share in the business in exchange for a share in future profits.
39. They do this by issuing stocks and shares in the business through the Stock Exchange.
40. The Stock Exchange exists to provide a channel through which these savings can reach those who need finance.