

2004年06月英语四级B卷试题（阅读2）PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/122/2021\\_2022\\_2004\\_E5\\_B9\\_B406\\_E6\\_c83\\_122131.htm](https://www.100test.com/kao_ti2020/122/2021_2022_2004_E5_B9_B406_E6_c83_122131.htm) Passage Two Questions 16 to 20 are based on the following passage. You may be all these things at the office, and more. But when it comes to getting ahead, experts say, the ABCs of business should include a P, for politics, as in office politics. Dale Carnegie suggested as much more than 50 years ago: Hard work alone doesn't ensure career advancement. You have to be able to sell yourself and your ideas, both publicly and behind the scenes. Yet, despite the obvious rewards of engaging in office politics - a better job, a raise, praise - many people are still unable or unwilling - to "play the game." "People assume that office politics involves some manipulative (工于心计的) behavior," says Deborah Comer, an assistant professor of management at Hofstra University. "But politics derives from the word polite. It can mean lobbying and forming associations. It can mean being kind and helpful, or even trying to please your superior, and then expecting something in return." In fact, today, experts define office politics as proper behavior used to pursue one's own self-interest in the workplace. In many cases, this involves some form of socializing within the office environment - not just in large companies, but in small workplaces as well. "The first thing people are usually judged on is their ability to perform well on a consistent basis," says Neil P. Lewis, a management psychologist. "But if two or three candidates are up for a promotion, each of whom has reasonably similar ability, a manager is going to promote the

person he or she likes best. It's simple human nature." Yet, psychologists say, many employees and employers have trouble with the concept of politics in the office. Some people, they say, have an idealistic vision of work and what it takes to succeed. Still others associate politics with flattery (奉承), fearful that, if they speak up for themselves, they may appear to be flattering their boss for favors. Experts suggest altering this negative picture by recognizing the need for some self-promotion.

16. "Office politics" (Line 2, Para. 4) is used in the passage to refer to A) the political views and beliefs of office workers B) the interpersonal relationships within a company C) the various qualities required for a successful career D) the code of behavior for company staff

17. To get promoted, one must not only be competent but A) avoid being too outstanding B) get along well with his colleagues C) honest and loyal to his company D) give his boss a good impression

18. Why are many people unwilling to "play the game" (Line 4, Para. 5)? A) They are not good at manipulating colleagues. B) They feel that such behavior is unprincipled. C) They think the effort will get them nowhere. D) They believe that doing so is impractical.

19. The author considers office politics to be . A) unwelcome at the workplace B) bad for interpersonal relationships C) an important factor for personal advancement D) indispensable to the development of company culture

20. It is the author's view that A) self-promotion does not necessarily mean flattery B) hard work contributes very little to one's promotion C) many employees fail to recognize the need of flattery D) speaking up for oneself is part of human nature

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