

DetailedGuidetoBEC2Listening3 PDF转换可能丢失图片或格式
, 建议阅读原文

https://www.100test.com/kao_ti2020/150/2021_2022_DetailedGu_c85_150180.htm PART THREE This part consists of an interview, conversation, discussion or presentation and involves 1 or 2 speakers. The questions take the form of 8 multiple-choice questions, each comprising 3 options: 1 correct option and 2 distractors. It is necessary for you to listen very carefully to the talk, looking at the multiple-choice questions as you listen. Try to answer each multiple-choice question as quickly as possible. If you spend too long thinking about the answer to a certain question, you may miss an important part of the talk. In any case, you will lose your place in the talk and find it harder to answer the next question. It is extremely important to try to follow the talk and the questions at the same time, matching each multiple-choice question with the appropriate part of the talk. Above all, try not to worry too much if you don't hear the answer to a multiple-choice question. Read the next one or two questions (or even more, if necessary) and try to listen for the particular topic or subject of each question in the talk. In the following example, a salesman is talking to a potential business customer. As you listen, you must decide which sentence is correct and mark the appropriate letter (A, B or C). You hear. You will hear a negotiation between a salesman and a potential customer. The salesman is trying to sell a number of fax machines to a certain business while someone in the business is trying to negotiate the best price and terms. Choose the correct ending for each of the sentences

1 - 8. Mark one letter A, B or C for the ending you choose. S1: Thank you very much for the demonstration of the new fax machine which you re marketing. I can tell you now that we re very interested in purchasing a quantity for our branch offices as well as for our headquarters. This will involve about 40 machines in all - provided that we can reach a suitable agreement with you. S2: I m very happy to heart hat. I m sure you ll find the machines very reliable indeed. S1: Can you give me again the minimum price per machine - bearing in mind that we re talking about as many as 40 machines? S2: Well, our normal wholesale price including delivery works out at RMB9,000 per machine. But we can let you have a 12 per cent discount for any order of over 20 machines. S1: Actually, we were hoping for a discount of up to 20 per cent. S2: Oh dear, I m afraid that isn t going to be possible. I d be in trouble with my company manager if I agreed to such a large discount. 12 per cent is our usual discount on bulk orders. I ll tell you what I ll do. I ll see my supervisor and try my best to get a further 3 per cent for you 100Test

下载频道开通，各类考试题目直接下载。详细请访问
www.100test.com