

2007年商务英语考试二级模拟试题二(4) PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/151/2021_2022_2007_E5_B9_B4_E5_95_86_c85_151047.htm Section Two Questions 18-22 . You

will hear another five short pieces. . For each piece decide where the speaker is. . Write one letter (A-H) next to the number of the piece. . You will hear the five pieces twice. 18. 19.

. 20. 21
. . 22. Places A at the dentists B at the drugstore C

at the grocery store D at the oil station E at the parking lot F at the restaurant G at the pub H at the supermarket PART THREE

Questions 23-30 . You will hear the conversation between a sociologist and a retailer. They talk about what is going to influence the life style and how the life style will affect the purchasing process. .

You have to complete the sentences (23- 30) by choosing the correct ending. . Mark one letter (A ,B or C) . 23. AIO refers to A actions, involvement and options. B activities, interests and opinions.

C advertising ,impact and opportunities. 24. Another name for AIO measurement is A psychographics . B demographics . C statistics . 25.

According to the author ,the most important social factor in purchasing process is A reference groups. B social classes. C culture.

26. If you are running an upper level fur store ,youd better attract your customers by A lowering prices. B mass advertising. C

improving the product packaging. 27. Sometimes, the reference groups have the most impact on the purchasing process ,so a retailer must pay much attention to the reference groups composed by A

family members. B suburbanites . C city dwellers 28. For the customer with much self-confidence ,the purchasing process is A endless. B long. C short. 29. When the consumer thinks of alternatives and makes a final decision, the most important individual factor will be A personalities. B motives. . C performance. 30. One of the individual dimensions of lifestyle mentioned by the socialgyist is A performance. B interests. C class consciousness. 答案 : BEC二级模拟试题2参考答案 一. 阅读部分 PART ONE 1. A 2. C 3. A 4.B 5. C 6. B 7. B PART TWO 8. D 9. F 10. B 11. H 12. E PART THREE 13. E 14. D 15. B 16. F 17. G 18. A 19. D 20. C PART FOUR 21. B 22. A 23.D 24. D 25. A 26.B 27.C 28. A 29.D 30. A 31. B 32.B 33. D 34. C 35.B PART FIVE Section A 36. must是多余,应删掉. 37. 没有多余的词. 38. solutions是多余,应删掉. 39. able是多余,应删掉. 40. that是多余,应删掉. Section B 41. simple后面加冒号,去掉that 42. technology应改为techniques 43. particularly应改为particular 44. perfect应改为perfection 45. unlikely 应改为unlike 二.写作部分 PART ONE Question 46 (Sample for reference) Dear Mr Beard, Mr. Lee ,one of my old clients ,has interest in our PCX phone machine. He would like to bring 10 samples and some brochures back home to make a trial sale. You may contact him directly on Tel 3108881. PART TWO Question 47 (Sample for reference) . Nowadays, less people like to spend their holidays at home. More people go camping outside or even travel abroad. The changes are caused mainly by three factors. First ,people become more open. Instead of staying at home, they visit foreign countries to know the different races. Secondly ,in the 1990s , house wives are

more free from the heavy housework with more and more household utensils. Families are very happy to spend holidays outside with mothers or wives. Thirdly, travelling abroad can also mean enjoying comfortable weather in another country. Therefore less people go to crowded seaside ,they turn to other ways. 三. 听力部分 1. NO 21 2. 72188155 3. 256KB 4. 3 5. Parker 6. heart 7. April 8. 9:30am 9. motorized 10. 2 11 . Green . 12. 1203 13. B 14. A 15. D 16. G 17. E 18. D 19. B 20. C 21. F 22. H 23. B 24. A 25. C 26. B . 27. A 28. C 29. B 30. A Business English Certificate 2 Simulated Test Tape script Part One. Questions 1 to 12 Message One. Questions 1 to 4 M1 : Hello ! F1 : May I speak to Mr. Golden ,please? M1 : This is he. F1 : Good morning, Mr. Golden. This is Mary Thomson from INA Industries. Our company is going to buy 3 486 model computers. M1 : 256K on hard drive models or 256k optional on base models? F1 : Have you got any suggestions? M1 : The kind of 256K on hard drive models are suitable for general use. And the 256K optional on base models is available upon request. Its a bit more expensive. F1 : I think I will buy the former, 256K hard drive model. M1 : Ok! When do you want them? We have this computer in stock. F1 : Thats fine. I hope the computers will arrive on Friday morning. M1 : Friday morning. Where is your company located? F1 : NO. 21 Rose Street ,near the Fashion Store. M1 : And your telephone number is. ? F1 : 72188155. Thank you. M1 : Thank you for your business. Message Two. Questions 5 to 8. F1 : Hello. Springfield Health Centre. Can I help you? M1 : Yes. Id like to speak to Dr. Good mans receptionist ,please. F1 : Yes . M1 : This is David

Parker. I have been having some chest pains recently. F1 : Well ,Mr. Parker. What can I do for you? M1 : I would like to make an appointment to see the doctor. F1 : Yes. Would Thursday morning suit you? M1 : Thursday is the 20th of April. Ok. At what time? F1 : Is 9 : 30 ok for you? M1 : Yes , thats fine. F1 : Whats your name again please? M1 : David Parker. D-A-V-I-D , P-A-R-K-E-R. F1 : Thank you. Dr. Goodman will see you at 9:30 on Thursday. Message Three. Questions 9 to 12. F1 : Good morning ,this is Burts Bicycle Rental. M1 : Good morning ,miss. A friend of mine suggested I call you to hire some bikes. F1 : Oh ,yes. A lot of people do this these days. M1 : Yes ,were just on holiday here for a few days and they said it would be a good idea to see the island on bicycle. F1: Well it certainly is. And most people rent a motor bike because you can get around faster and even go to the beach if you like. M1 : If I wanted to hire 2 motor bikes tomorrow morning for 2 days ,would there be any problem? F1 : No problem at all. May I know your name? M1 : Its Green , G-R-E-E-N. F1 : And your telephone number? M1 : Im at the Holiday Sun Hotel. My number is 0708112. Im in Room 1203. By the way ,is your bike rentalshop at No. 100 Teckman Street? F1 : Thats right. M1 : OK ,then , Ill see you tomorrow morning. Thanks a lot. F1 : Ill see you then. 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