

商务英语BEC高级冲刺试题Text1 (三) 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__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_151378.htm PART FIVE

Questions 31-40 Read the article below about a very expensive new perfume. For each question 31-40, write one word in CAPITAL LETTERS on your Answer Sheet. There is an example at the beginning.

(0) Sweet smell of excess-for just £ 47.874 a bottle The marketing says it is the “ ultimate symbol of indulgence and truly impeccable taste ”。 A new scent, named V1, has (0) launched for Christmas-retailing at just £ 47.874. The makers are proudly promoting it (31), the “ world ‘ s most expensive perfume ” and are confident of selling the limited edition of 173 bottles- (32) it should be exactly 173 bottles is not made clear in the publicity for the product. Although carefully priced at just under the £ 50.000 mark, this perfume is clearly (33) something for anyone who considers £ 30 too much to pay for a bottle of eau-de-toilette. Those (34) are potential customers will certainly be reassured to learn that a case covered in rubies and diamonds is included free (35) charge. Purchasers are assured of further savings, with unlimited scent refills guaranteed indefinitely- at no extra cost. The fragrance is the idea of Arfaq Hussain, a 27-year-old clothes designer who first made a name (36) himself with an air-conditioned jacket he was asked to make by the singer Michael Jackson (37) far, Mr Jackson is the only person to (38) placed an order- he wants two, according to Mr Hussain. Mr

Hussain is unconcerned at having no previous experience of perfumery. " It ' s so (39) more than a perfume it ' s a piece of jewellery , too. " " explained Mr Hussain. He attempted to describe the £ 47.874 sensation . " it is delicate , fragrant and quite unique. When you open the lid , it takes you totally away . It ' s just (40) being surrounded by thousands of wild flowers and roses.

PART SIX Questions 41 - 52 Read the text below about team-based pay In most of the lines 41 - 52 there is one extra word. It is either grammatically incorrect or does not fit in with the sense of the text. Some lines , however , are correct . If a line is correct , write **CORRECT** on your Answer Sheet. If there is an extra word in the line , write the extra word in **CAPITAL LETTERS** on your Answer Sheet . The exercise begins with two examples , (0) and (00) .

Team-Based Pay 0 Team-based pay schemes that have been catching the eye of modern employers. 00 Supporters say that they encourage group endeavour and improve 41 organizational performance. But salespeople , typically the most self-motivated 42 of workers , they have traditionally been rewarded according to individual 43 performance. So are team-based schemes suitable ? The key issue is 44 whether team-based pay is more being in line with the organization ' s objectives 45 than pay which based on individual achievement. Introducing a team pay 46 scheme can be complex. The biggest problem is for defining the team in the first 47 place. Another is that team pay schemes won ' t work if the actions Of one 48 individual make no impact on those of another. You should need a true team. 49 like a football team. Where all the

members are interdependent. When sales staff 50 can be less receptive to team pay schemes because personal motivation can 51 be an important boost to performance What they need is their encouragement 52 to perceive that the wider term of the company overall : production , administration and dispatch all affect each other. Writing 1 hour 10 minutes Part one Question 1 The graphs below show the performance of a European country ' s manufacturing and agricultural Sectors in terms of exports and imports between 1991 and 2001. Using the information from the graphs , write a short report describing the general movements in exports , imports and the resulting balance of trade Write 120-140 words Part two : Write an answer to ONE of the questions 2-4 in this part. Write your answer in 200-250 words. Question 2 :

The Managing Director of your company or organization has announced that reports on performance are to be produced by all departments. Your Head of Department has asked you to produce the report about your department for the Managing Director.

Write the report for the Managing Director , explaining : A What aspects of your department function most effectively B Which aspect is most in need of improvement C How this improvement could be achieved Question 3 You work for an employment agency. The following is part of a letter you have received from a customer : The temporary administrative assistant you sent us was totally unacceptable. I certainly will not be using your agency again when I need temporary staff. Write a letter to the customer : A apologising for having sent the unsatisfactory temporary worker B

giving reasons for what happened C explaining why what happened was exceptional D offering some sort of compensation to the customer

Question 4 Your Managing Director has decided that the company 's website should be improved and has asked you to consider ways of going about this. Write a proposal for the Managing Director : A Summarising the strengths and weaknesses the current website B suggesting new services and information to be provided through the website C explaining the benefits the improvements would bring.

Listening Part one : Question 1-12

You will hear a consultant giving a talk to a group of UK business people about exporting to the United Arab Emirates (UAE) As you listen , for questions 1-12. complete the notes , using up to three words or a number. 。 After you have listened once , replay the recording.

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