

2003年12月英语四级试题 ( 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\\_ti2020/162/2021\\_2022\\_2003\\_E5\\_B9\\_B412\\_E6\\_c83\\_162680.htm](https://www.100test.com/kao_ti2020/162/2021_2022_2003_E5_B9_B412_E6_c83_162680.htm) Passage Two Questions 26 to 30 are based on the following passage. It is easier to negotiate initial salary requirement because once you are inside, the organizational constraints ( 约束 ) influence wage increases. One thing, however, is certain: your chances of getting the raise you feel you deserve are less if you don't at least ask for it. Men tend to ask for more, and they get more, and this holds true with other resources, not just pay increases. Consider Beth's story: I did not get what I wanted when I did not ask for it. We had cubicle ( 小隔间 ) offices and window offices. I sat in the cubicles with several male colleagues. One by one they were moved into window offices, while I remained in the cubicles, several males who were hired after me also went to offices. One in particular told me he was next in line for an office and that it had been part of his negotiations for the job. I guess they thought me content to stay in the cubicles since I did not voice my opinion either way. It would be nice if we all received automatic pay increases equal to our merit, but "nice" isn't a quality attributed to most organizations. If you feel you deserve a significant raise in pay, you'll probably have to ask for it. Performance is your best bargaining chip ( 筹码 ) when you are seeking a raise. You must be able to demonstrate that you deserve a raise. Timing is also a good bargaining chip. If you can give your boss something he or she needs (a new client or a sizable contract, for example) just before merit pay decisions are being made, you are

more likely to get the raise you want. Use information as a bargaining chip too. Find out what you are worth on the open market. What will someone else pay for your services? Go into the negotiations prepared to place your chips on the table at the appropriate time and prepared to use communication style to guide the direction of the interaction.

26. According to the passage, before taking a job, a person should \_\_\_\_\_. A) demonstrate his capability B) give his boss a good impression C) ask for as much money as he can D) ask for the salary he hopes to get

27. What can be inferred from Beth's story? A) Prejudice against women still exists in some organizations. B) If people want what they deserve, they have to ask for it. C) People should not be content with what they have got. D) People should be careful when negotiating for a job.

28. We can learn from the passage that \_\_\_\_\_. A) unfairness exists in salary increases B) most people are overworked and underpaid C) one should avoid overstating one's performance D) most organizations give their staff automatic pay raises

29. To get a pay raise, a person should \_\_\_\_\_. A) advertise himself on the job market B) persuade his boss to sign a long-term contract C) try to get inside information about the organization D) do something to impress his boss just before merit pay decisions

30. To be successful in negotiations, one must \_\_\_\_\_. A) meet his boss at the appropriate time B) arrive at the negotiation table punctually C) be good at influencing the outcome of the interaction D) be familiar with what the boss likes and dislikes

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