

Detailed Guide to BEC 2 Listening 3 PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/216/2021\\_2022\\_Detailed\\_G\\_c85\\_216389.htm](https://www.100test.com/kao_ti2020/216/2021_2022_Detailed_G_c85_216389.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 hear that. 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. That'll give you a total of 15 per cent discount. S1: Is there any further discount for early settlement? S2: Oh dear. Our chief accountant won't be very happy. But we can sometimes make a reduction of 2 per cent if the bill is settled in full within ten days. S1: At the other extreme, would a 6-month credit period be acceptable to you? S2: I'm afraid not. If we do give you a 15 per cent discount, it'll use up almost all of our profit, and we'll require payment within one month. I just can't do anything about extending that; it's simply not going to be possible for us. S1: I understand, but what about warranty? What's

the period of warranty on these machines? S2: It's 6 months, but I can make an exception in your case and give you a one-year warranty period. S1: So that's free repairs if any machines develop a fault within a one-year period. But what happens if any of the machines break down after a year? S2: Well, we have a special scheme: it's RMB2,000 or so for a year's cover. And we guarantee to carry out any repairs on site within 24 hours provided that the machines are used in offices within the city. If you phone us before ten o'clock in the morning, we usually come out to your office or factory the same day. Outside the city it will obviously take longer. Occasionally, we may even ask you to send the faulty machine to our nearest factory. S1: I understand. Now what about delivery time? S2: Usually two weeks from receipt of your order - three weeks at the most. S1: Can you deliver within one week? It's all very urgent in our particular case. We run the risk of losing business until we have the machines. S2: Well, if you decide now and let me have a firm order with a 10 per cent deposit, I think we can promise to get the machines to you by one week tomorrow - that'll be eight days. We'll give your order top priority - and you can have 17 per cent discount provided we receive the full amount in ten days from now. You read. 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. 1. The customer wants to buy some fax machines for use A

only in the company's headquarters. B only in the company's branch offices. \*C in the company's headquarters and branch offices. 2. He wants to buy A 4 fax machines. B 14 fax machines. \*C fax machines. 3. At first he wants a discount of A 12 per cent. B 15 per cent. \*C 20 per cent. 4. In order to be able to give the customer 15 per cent discount, the salesman says he must see A his company manager. \*B his supervisor. C his chief accountant. 5. There may even be a further discount if the entire bill is paid in \*A ten days. B one month. C six months. 6. The salesman is prepared to extend the warranty period by \*A six months. B one year. C eighteen months. 7. The fax machine company will promise to carry out repairs free of charge after one year if \*A the machines are insured with them. B the customer loses business because of faulty machines. C the customer buys his machines from them. 8. Once he receives a definite order with a deposit, the salesman says that he can deliver the machines in A less than a week \*B eight days C ten days

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