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[https://www.100test.com/kao\\_ti2020/589/2021\\_2022\\_BEC\\_E5\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_c85\\_589726.htm](https://www.100test.com/kao_ti2020/589/2021_2022_BEC_E5_95_86_E5_8A_A1_E8_c85_589726.htm) 学员liyf906 : Dear Madam or sir , pls be kindly comments my homework. I presented it wrong to lesson 3 jsut now , pls forget that one and comments on this. Sorry for the confusion. lili The illustration shows consumer goods price development in 3 European countries over the past 25 years. The price in Germany , the lowest among 3 , presents a general downward trend starting at 5% in 1971 and fluctuates over the next 16 years , reaching the trough 0% at the beginning of 1986. Predicably enough , the percentage goes up gradually within the next 9 years around 2% , which still below its starting points Comparing with UK , we see a level off in France , standing at 4% and with its highest point in 1984 at only 12% and no sharp movement has taken place in the rest of the year. Contrary to France , UK , the highest of the 3 , has seen a dramatic fluctuation , starting at 20% , jumping even up to 25% in 1996 and collapsed to German starting level in 1985 at only 5%. While people is happy with the situation , there was a strong recovery in 1988 to 14%. Out of expectation , the price declined again to bottom out in 1994 at only 3% and climb up steadily after. 老师回复:The illustration shows consumer goods price development in 3 European countries over the past 25 years. The price in Germany , the lowest among THE 3 COUNTRIES , presents a general downward trend starting at 5% in 1971 and fluctuates over the next 16 years , reaching the trough 0%

at the beginning of 1986. Predictably enough , the percentage goes up (2% )within the next 9 years , which still below its starting points Comparing with THE UK , France SHOWED LITTLE CHANGE , standing at 4% and with its highest point in 1984 at only 12% and THERE ARE NO sharp movement in the rest of the year. Contrary to France , THE UK , the highest of the 3 , has seen a dramatic fluctuation , starting at 20% , jumping even up to 25% in 1996 and collapsed to German starting level in 1985 at only 5%. While people is happy with the situation , there was a strong recovery in 1988 to 14%. Out of expectation , the price declined again to bottom out in 1994 at only 3% and climb up steadily after.

1.注意时态 2.注意语句的连贯

学员liyf906: Dear Madam , here below is my homework with regard to a recommendation for training sessions , pls be kindly comments , many thanks in advance.

lili Report on:  
Necessity of a one-day sales training session to staff of Automotive Sales Division

Introduction: This reports sets out the recommend a one-day based sales training session for all staff in Automotive Sales Division.

Findings Nowadays , with the ever increasing brisk development of Auto industry in China , its relevant auxiliary suppliers are also come under the fierce competition , so does our lubriants industry. To equip our sales team with the appropriate social communiation skills and necessary lubriants knowledge so to compete in today ' s dynamic and fast developing market is a key challenge to us.

Conclusion Therefore , a one-day training session with regard to the following courses are badly needed and reommended:

1) Full picture of today ' s lubricant market and

Company profile 2) lubricants basic knowledge 3) skills required during the telephone or face-to-face contact with clients From this training session , I do think our sales team can be well motivated and guided in the future sales work and the cost for training shall be more than covered by the business we will be able to attract and handled. Recommendation A survey to all the participants shall be launched beforehand , which focusing on the difficulties they ever encountered during the actual work so that the items which may interested all can be covered in the training courses and the training session could be more helpful and trouble-shooting as well. Auto sale Division lili 老师回复 : This reports sets out TO recommend a one-day based sales training session for all staff in Automotive Sales Division. Findings Nowadays , with the ever increasing brisk development of Auto industry in China , its relevant auxiliary suppliers are also come under the fierce competition , so does our lubriants industry. To equip our sales team with the appropriate social communiation skills and necessary lubriants knowledge IN ORDER to compete in today ' s dynamic and fast developing market is a key challenge to us. Conclusion Therefore , a one-day training session with regard to the following courses are badly needed and reommended: 1) Full picture of today ' s lubricant market and Company profile 2) lubricants basic knowledge 3) skills required during the telephone or face-to-face contact with clients From this training session , I do think our sales team can be well motivated and guided in the future sales work and the cost for training shall be more than covered by the business we will be able to attract and

handled. Recommendation A survey to all the participants shall be launched beforehand which WILL focusE on the difficulties they ever encountered during the actual work so that the items which may interested all can be covered in the training courses and the training session could be more helpful and trouble-shooting as well. Auto sale Division lili 报告的格式你要注意. 语言较为流利, 符合书面用语. 但有少量语法错误, 应该加强语感训练. 因为在实际工作中语言感觉最重要 编辑推荐: 2009年BEC考试范围介绍 2009年BEC考前冲刺专题 2009年BEC商务英语考试听力应试技巧 2009年BEC商务英语口语考试应试技巧 2009年BEC商务英语考试写作应试技巧 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](http://www.100test.com)