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https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_87_E6_88_982009_c83_645661.htm rrrrr"> One airline chief executive officer (CEO) was the master of the personal touch. Spending hours with his employees and getting, to know their jobs, he persuaded them to accept pay cuts in return for an ownership stake. The concession put the company so solidly in the black that the CEO was able to sell it for \$ 860 million. Another CEO scolded managers in front of others, cut one third of the work force and so embittered the survivors that his airline began to lose money, and the board of directors fired him.来源：考试大 In any test of knowledge or IQ, the two CEOs would have dueled to a draw. The difference was their ability to handle relationships, argues Daniel Goleman in Iris new book, Working With E- motional Intelligence. Building on his 1995 bestseller, Emotional Intelligence, Goleman now probes how EI relates to the world of work. As he did in his earlier book, Goleman masterfully ex- plains how a low EI hinders peoples full intellectual potential by flooding the brain with stress hormones that impair memory, learning and thinking. The heart of the book, though, is an analysis of data collected from more than 150 firms on what distinguishes so-so performers from superstars. Golemans findings : conventional intelligence takes second position to emotional intelligence in determining job performance. In jobs ranging from repairman to scientist, IQ accounts for no more than 25 percent of the difference between, say, a successful high-tech entrepreneur and

a failed one. In another surprise, the contribution of IQ shrinks and the contribution of EI rises with the difficulty of a job and how high it ranks in an organization. Based on traits that companies say distinguish winners from losers, Goleman concludes that EI carries much more weight than IQ in determining success at the top. However, the many examples of CEOs and other people in top positions who have the emotional intelligence of a snake -- but still were CEOs -- undermine the case for EI's indispensability in business. But even if you accept that EI determines who excels, you have to wonder if it should. Goleman describes how 112 entry-level accountants were judged more or less successful by their bosses according to their level of EI rather than their actual skill. No wonder so many auditors fail to notice cooked books. 62. According to Goleman, the biggest difference between the two CEOs described in the first paragraph lies in A . their attitude toward their employees B . their emotional intelligence C . their conventional intelligence D . their business strategy 63. Goleman's new book *Working With Emotional Intelligence* is chiefly about A . the difference between IQ and EI B . the relationship between EI and job performance C . the role of EI in a person's success D . the importance of handling personal relationships 64. According to Goleman, which of the following persons owes the most to EI for his/her success? A . Plumber. B . Manager of the sales department C . President of a company. D . Manager of the personnel department. 65. The phrase "cooked books" in the last sentence most probably means A . falsified account books B . books containing information for

preparation food C . damaged books D . pirated books 66. The author of this passage regards Golemans findings as A . very important B . very surprising C . doubtful D . meaningless 【结构剖析】说明性议论文。本文的篇章模式为“分—总”结构。文中首先通过两个CEO的不同做法引出Goleman的新书；书中探讨了情商对事业发展的影响。最后作者举例对Goleman的观点表示质疑。点击进入论坛查看答案gt. 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