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Comprehension ( Skimming and Scanning ) ( 15 minutes )

Directions : In this part, you will have 15 minutes to go over the passage quickly and answer the questions on Answer Sheet 1. For question 17, choose the best answer from the four choices marked A ) , B ) , C ) , and D ) . For questions 810, complete the sentences with the information given in the passage.

Art for Establishing Human Networking

www. Examda.CoM 考试就到百考试题 I knew-no computer or technology ever got any of US a raise, landed US that dream job, found us that mentor (良师), who cared deeply about US and our careers or put that special joy in our lives that can only come from relationships with others . All these great things are made possible by a completely different type of networking : human networking . And not the kind that has given “ networking ” a bad name that superficial , insincere , manipulative stuff that we all can smell a mile away. No, I ’ m talking about the true art of networking , based upon respectful and caring relationships that promote mutual success . Relationships Let me start with one of the most fundamental aspects of human relationships . For each and every thing you want to achieve in life whether it ’ s landing a job , earning a raise or promotion or finding that lifelong romance there will be at least one person on the other end deciding whether to give you or help you get what you want . Everything we do can only

be accomplished through and with other people . Simply put , success , of any kind , requires relationships . Just think of the words of Margaret Wheatley : “ Relationships are all there is . Everything in the universe only exists because it is in relationship to everything else . Nothing exists in isolation . We have to stop pretending we are individuals that can go it alone . ” If this is the way the universe works , you can see why human relationships and human networks are so important . The most common mistake people make when building relationships for their career success is treating business contacts differently than personal friends . Just think for a moment about the people you work with on a professional level who are also close , personal friends . Aren ’ t they always more forgiving when you slip up and more helpful when you ’ re in need? Of course! I guarantee your work will become easier and more joyful if you make more of your business relationships personal . How to do it? The same way you make genuine friends . Build trust through intimacy ; show them that besides being professional you ’ re also human . Skip the small talk and go deep into what really matters your dreams or fears , your children or the business issues that keep you up at night . And don ’ t think for a moment that they ’ ll think less of you . In fact , usually the opposite happens . When I tell people about my humble beginnings I grew up a country boy in rural , southwestern Pennsylvania , the son of an oftenunemployed steelworker and a cleaning ladyand how it took me so long to overcome insecurities of being poor and being picked on by kids from more well-to-do

families , people don ' t think less of me . They immediately empathize (感同身受) and feel more endeared to me than ever before . All you have to do is let your guard down and show enough vulnerability to make others comfortable with opening up to you . Also, don ' t stop with treating business friends like you treat personal friends. Mix them, too. Invite business contacts to your home and introduce them to your family. Invite a client out to dinner along with an old pal from school and your significant other or a date. Don ' t compartmentalize(划分)your personal, professional and community lives. Blur the boundaries! You ' ll have more fun and do more for all three parts of your life in less time .

Planning The more specific you are about what you want to do , the easier it becomes to develop a strategy to accomplish it . Part of that strategy . of course , will be establishing relationships with the people in your universe who can help you get where you ' re going . So . first . do some deep introspection(自省)to find your Blue Flame, the thing in life that really lights your fire . Write , pray , whatever you need to do to clear your head and figure this stuff out . I enjoy great results from Vipassana meditation . Once you ' ve found your Blue Flame, it ' s time to have a RAP, or a Relationship Action Plan. Here ' s a simple way to get started. Write down your goals and the names and types of people who can help you achieve them . Then, note how you can reach those people and how you can contribute to their success, also . The more specific a plan you have and the more you put your goals out to others , the more everyone will conspire to help you achieve your dreams . On

the other hand, if you don't know what you want or you don't tell anyone, no one can help you. They can't read your mind. I can't tell you how many times a friend has called me and said, "Keith, I just became unemployed. I need to start networking; will you teach me how?" My answer: "No. No. No. You need to start job-hunting! You should have been building relationships for the past 5 or 10 years, so now that you need a job, you could make 20 calls and have 5 job offers waiting for you in a week." Presentation When I give talks to college and graduate students, they always ask me, "What are the secrets to success? What are the unspoken rules for making it big?" Preferably, they'd like my response wrapped up in a tight package and tied with a neat little bow. Why not? I wanted the same thing at their age. 来源: [www.100test.com](http://www.100test.com) "So you want the inside scoop," I respond. "Fair enough. I'll sum up the key to Success in one word: Generosity." The kids are shocked because they think I'm going to give them "networking" advice. And when they think of "networking," they think of a guy holding a martini with one hand and scattering business cards with the other. He's hell-bent on doing anything it takes to "get to the top", including climbing on the backs of others. The era of that Networking Jerk is over. I learned that the hard way. Once, a mentor of mine said to me, "Stop driving yourself and everyone else crazy thinking about how to make yourself successful. Start thinking about how you're going to make everyone around you successful." Please, learn from my mistakes and the mistakes of many others. Don't be a

networking jerk . Remember that the NO.1 key to success is generosity . Give your talents, give your contacts and give your hard work to make others successful without ever keeping score . While I would say that your relationships are the most critical piece of your personal brand , before you can develop those relationships you ' ve got to know something and have something to say . Just having a brain and an MBA won ' t get you anywhere anymore . If you want to become more valuable in the marketplace or more intriguing to the world at large , you must develop some deep expertise in your mind and root some higherorder passion in your heart . Think of the world ' s real movers and shakers ; they are such because they are about something . Richard Branson executing the remarkable. The late Princess Diana—helping the unfortunate . They are and were interesting . You can be , too .

**Strength in Numbers** This rule is obviously one no one can follow 100 percent . It ' s just a great way to remember to share your passions—to invite others into the activities you are already enjoy doing . I really love sharing delicious food , good wine and great company . I also bring friends to workouts or to church . You might have similar passions , or you might enjoy doing community service , gardening or watching movies . If you ' ll just remember to share your passions , building and deepening relationships will take no extra time than you already devote to your favorite activities , and people will see you in your best light . Just as people lose weight more effectively if they have a workout partner , your ongoing efforts to build relationships will be more successful if you

team up . You and your buddy can provide each other support , guidance and motivation. And you ' ll always be prepared to try one of my favorite tactics-trading networks. Throw a dinner party together , and you ' ll each be responsible for only half the guest list , half the cost and half the effort . But you ' ll expand your circle of friends to twice the size , and I guarantee it will be twice the fun! 1

. The true art of networking is based on \_\_\_\_\_ relationship that promote mutual success. A) superficial B) insincere C) respectful and caring D) helpful 2 . According to Margaret Wheatley , which of the following statements is true? A) Everything exists in isolation . B) Everything we do can only be accomplished through and with other people . C) Everything we do can be achieved by our individuals . D) Everything can be accomplished without others ' help if you work hard enough 3 . How should we treat business contacts? A) We should make our business relationships more personal . B) We should pretend to be their friends . C) We should never treat them as trustworthy friends . D) We should treat them differently from our personal friends . 4

. If you do not mind telling your business friends about your humble experiences , \_\_\_\_\_. A) they ' ll look down upon you B) they ' ll not do business with you C) they ' ll think less of you for a moment D) they ' ll feel more endeared to you than ever before 5 . When you plan to build up your network , the first thing is to find out \_\_\_\_\_ in your life A) what the easiest thing is B) what the most important thing is C) who you care most D) how to begin it 6 . What is the key to Success according to the author?

A)Kindness . B)Diligence . C)Generosity . D)Consideration . 7

. According to a mentor of the author , we should \_\_\_\_\_  
when the era of that Networking Jerk is over? A) start thinking about  
how we ' re going to make everyone around us successful B) start  
thinking about how to make our family members successful C) drive  
ourselves crazy thinking about how to make ourselves successful D)  
drive everyone else crazy thinking about how to make himself

successful 8 . If you want to improve interpersonal relationship  
, you should improve your personal brand with deep expertise and

\_\_\_\_\_. 9 . Inviting others to\_\_\_\_\_ is a way to  
improve relationships because in these activities people will see you  
at your best . 10 . If you want to pay half of the effort and get

double of the success, you should \_\_\_\_\_.

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