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试卷代号

b

高等学校英语应用能力考试(A 级)

PRACTICAL ENGLISH TEST FOR COLLEGES



试 题 册

(GZAIS)

注 意 事 项

- 一、将校名、姓名、学校代号、准考证号和试卷代号 (a 或 b) 填写在答题卡上。
- 二、所有答案均应做在答题卡上, 写在试题册上的答案一律无效。翻译和作文做在答题卡的反面。
- 三、客观题必须用 2B 铅笔答题; 主观题使用黑色字迹签字笔填写, 不得使用其他笔。注意保持答题卡卷面整洁、清楚。
- 四、多项选择题每题只能选一个答案, 多选作答错处理。选定答案后, 在相应字母的中间划一条横线。划线的浓度要盖过字母底色。
- 五、考试时间为 120 分钟。考试结束时, 把试题册、答题卡放在桌上。监考人员收卷后考生才可离开考场。

高等学校英语应用能力考试委员会编制

2020 年 12 月

Part I Listening Comprehension (20 minutes)

Directions: *This part is to test your listening ability. It consists of 4 sections.*

Section A

Directions: *This section is to test your ability to understand short dialogues. There are 5 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues and questions will be spoken **only once**. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

Example: *You will hear:*

You will read: A) New York City.
 B) An evening party.
 C) An air trip.
 D) The man's job.

*From the dialogue we learn that the man is to take a flight to New York. Therefore, **C) An air trip** is the correct answer. You should mark C) on the Answer Sheet with a single line through the center.*

[A] [B] [C] [D]

Now the test will begin.

- | | |
|---|-----------------------------------|
| 1. A) A tour to China. | C) A Chinese product. |
| B) A business meeting. | D) A job interview. |
| 2. A) The ID card. | C) The receipt. |
| B) The label. | D) The menu. |
| 3. A) Buy another smartphone. | C) Go to the man's home. |
| B) Return to the office. | D) Cancel their trip. |
| 4. A) Write some invitation letters. | C) Prepare some documents. |
| B) Put up a conference poster. | D) Work out a meeting schedule. |
| 5. A) She volunteered in a museum. | C) She made a survey in a school. |
| B) She stayed with her parents. | D) She went traveling abroad. |

Section B

Directions: *This section is to test your ability to understand short conversations. There are 2 recorded conversations in it. After each conversation,*

there are some recorded questions. Both the conversations and questions will be spoken **two times**. When you hear a question, you should decide on the correct answer from the 4 choices marked A), B), C) and D) given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center. Now listen to the conversations.

Conversation 1

6. A) Its shipping terms. C) Its business hours.
B) Its delivery fees. D) Its after-sales service.
7. A) Some books. C) Some fruits.
B) Some flowers. D) Some documents.
8. A) By sending a message. C) By downloading an app.
B) By making a phone call. D) By placing an order online.

Conversation 2

9. A) English teaching. C) Office work.
B) Computer programming. D) Marketing.
10. A) The company is near his home.
B) The salary and benefits are nice.
C) The employer is kind and friendly.
D) The company enjoys a good reputation.

Section C

Directions: In this section you will hear a recorded short passage. The passage is printed in the test paper, but with some words or phrases missing. The passage will be read **two times**. You are required to put the missing words or phrases on the Answer Sheet in order of the numbered blanks according to what you hear. Now the passage will begin.

ABC Travel Agency organised a 10-day tour for us to many famous places of interest in China in October last year. They arranged for internal travel by 11, booked hotels and various guided activities. But we arranged our own 12 to and from China and extensions to the tour to Hong Kong and Singapore. ABC Travel Agency was good value for money when 13 other travel agencies. It was about 40% less than I was quoted by well-known UK travel companies for the same itinerary. I would have no hesitation recommending it. Its guides were 14 and generally knowledgeable. Most of them spoke good

English. Some even went beyond the agreed itinerary and arranged _____ 15 activities for us.

Section D

Directions: *This section is to test your ability to comprehend short passages. You will hear a recorded passage. After that you will hear five questions. Both the passage and the questions will be read **two times**. When you hear a question, you should complete the answer to it with a word or a short phrase (**in no more than 3 words**). The questions and incomplete answers are printed in your test paper. You should write your answers on the Answer Sheet correspondingly. Now listen to the passage.*

16. In what case do you need to write a leave letter?
When you need to be absent from your work for _____.
17. Why should you write a leave letter as early as possible?
To allow your employer to _____ for your leave.
18. What should you be specific about in your leave letter?
You should be as specific as you can about the _____.
19. What should you be honest about with your boss?
You should be honest about why you _____.
20. What details may you include in your leave letter?
You may suggest how your work will be _____.

Part II

Structure

(10 minutes)

Directions: *This part is to test your ability to construct grammatically correct sentences. It consists of 2 sections.*

Section A

Directions: *In this section, there are 10 incomplete sentences. You are required to complete each one by deciding on the most appropriate word or words from the 4 choices marked A), B), C) and D). Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

21. Not until we had reached the mountain top _____ how high we had climbed.
 A) did we realize C) do we realize
 B) we did realize D) we realize
22. The doctor told us it was a robot _____ performed the surgery.
 A) whom C) which
 B) that D) what
23. If I _____ the manual earlier, I would have been able to fix the machine.
 A) got C) have got
 B) get D) had got
24. _____ self-driving cars are coming, the concept of driving will change dramatically.
 A) Now that C) In case
 B) Even though D) As if
25. Students _____ careers in international business can turn to us for help.
 A) pursuing C) pursue
 B) pursued D) have pursued
26. While _____ a survey on smartphone use, the marketing manager found that most people she talked to had a Huawei.
 A) conduct C) conducting
 B) conducted D) to conduct
27. Executives should have a better idea of what they need and _____ they can afford to hire new team members.
 A) that C) whether
 B) which D) what
28. No matter who you are and _____ great your resume might be, the job hunt is always stressful.
 A) how C) what
 B) so D) such
29. We have advertised these jobs online _____ the hope of getting some ideal candidates.
 A) on C) to
 B) in D) about

Insurance, all with the personal touch that only your local AA Insurance agent can provide. And they'll help make sure you receive all the discounts and special benefits you deserve.

Ask about insurance for more than just your car.

Your local AA Insurance office can help you find coverage for almost anything you own. We offer coverage for your motorcycle, ATV, boat or RV. We can even help with homeowners and renters insurance through the AA Insurance Agency.

Your local AA Insurance office is part of a tradition.

AA Insurance Company has been around for more than 80 years and is the second-largest personal auto insurance in the city, insuring over 21 million drivers.

You'll always get AA Insurance's fast, fair claim service.

You can go to aainsurance.com to report a claim, schedule an appointment, even view your estimate and photos of the damage. And when you take your car to an AA Insurance-approved shop, the claim repairs are guaranteed for as long as you own your vehicle.

Contact your local AA Insurance office for a free quote.

36. According to the passage, your local AA Insurance agent can help you _____.
A) schedule a test drive
B) search for a good car dealer
C) save money on car insurance
D) select a right car within your budget
37. Your local AA Insurance office can _____.
A) provide insurance for almost everything you have
B) help you to rent a motorcycle, ATV, boat or RV
C) offer door-to-door services to senior citizens
D) assist you in applying for a big mortgage
38. From the passage, we can learn that AA Insurance Company _____.
A) is a state-owned Insurance Agency
B) has over 21 million customers in the world
C) is the largest auto insurance in the country
D) was established more than 80 years ago
39. How can you schedule an appointment for your claim?
A) Visiting AA Insurance Company's website.
B) Contacting the car store.
C) Paying a fee in advance.
D) Going to the car manufacturer.

40. What is the purpose of this passage?

- A) To introduce the history of AA Insurance Company.
- B) To describe the operations of AA Insurance Company.
- C) To advertise the services by AA Insurance Company.
- D) To recruit new employees for AA Insurance Company.

Task 2

Directions: *This task is the same as Task 1. The 5 questions or unfinished statements are numbered 41 to 45.*

As a boss, you want to do your best to run your organization effectively. If you do your job well, then your employees will do their jobs well, too.

Here are several common strategies used by good bosses.

1. Realize that management succeeds via the efforts of the workers. It's true you're in charge, but it doesn't mean you deserve all the credit for the work being done. Your staff is responsible for the bulk of the work.
2. Assign responsibility and then trust your people. Once you've trained someone to handle a task, allow him or her to handle it without interference. Different people have different approaches, and someone else's way of doing something may be just as efficient as the way you would do it.
3. Deal with any problems quickly and directly. When you see a problem, deal with it quickly and don't nag (不停地责备) your people about it later.
4. Tell your staff how much you appreciate them -- in front of customers if possible. Never hesitate to praise your employees and thank them for their excellent service -- if customers are there, let them know how you value your people. The customers will have more faith in the services your business provides.
5. Show your appreciation by doing things for them. They go the extra mile for you when you do something nice for them.

41. The writer believes that the credit for the work being done should go to _____.

- A) the proper management
- B) the efficiency of the workers
- C) both the boss and his staff
- D) the excellent business planning

42. When assigning a certain task to an employee, the boss should _____.

- A) tell the employee how to do it
- B) ask the employee to do it efficiently
- C) have faith in the employee
- D) help the employee do it well

43. What should a good boss do when he sees a problem?

- A) Discuss it with his staff.
- B) Address the problem at once.
- C) Ask an expert for advice.
- D) Ask an employee to deal with it.

44. To earn customers' trust in your services, you are advised to _____.

- A) praise your employees in front of them
- B) thank them for doing business with you
- C) teach your employees how to serve them
- D) treat them as your valued customers

45. The passage is mainly about _____.

- A) the importance of customers' trust
- B) the expectations of new employees
- C) popular approaches of staff training
- D) common strategies of good bosses

Task 3

Directions: Read the following passage. After reading it, you are required to complete the outline below it (No.46 to No.50). You should write your answers briefly (**in no more than three words**) on the Answer Sheet correspondingly.

Valmont Industries, Inc. is a leading producer and distributor of products and services for the infrastructure (基础设施) and agricultural markets.

Valmont began in 1946 when the founder, Robert B. Daugherty, combined his \$5,000 savings with a whole-hearted belief that business could and should be done better. From those modest beginnings, the company grew into a global leader of engineered products and services for infrastructure, and water-conserving irrigation (灌溉) equipment and solutions for agriculture.

Four primary business sections comprise Valmont: Engineered Support Structures, Coatings, Irrigation and Utility Support Structures. We manufacture products in over 80 different facilities spread across 6 continents and do business in over 23 different countries.

We have great confidence in our products. We pride ourselves on being people of integrity who are excellent at delivering results. We pursue opportunities for growth by taking products and processes to new markets, developing new products for existing markets, and continually improving across the company to ensure that Valmont solutions are always the global industry leader.

Valmont Industries, Inc.

Founding time: 1946

Founder: 46

Belief: business could and should be done better

Development: from modest beginnings to a global leader of 47 and services

Business sections: 1) Engineered Support Structures;
2) Coatings;
3) Irrigation;
4) 48

Products: manufactured in over 49 spread across 6 continents

Business scope: in over 50

Task 4

Directions: The following is a list of terms related to poverty reduction and elimination (扶贫脱贫). After reading it, you are required to find the items equivalent to those given in Chinese in the table below. Then you should mark the corresponding letters with a line through the center in order of the numbered blanks, 51 through 55, on the Answer Sheet.

- A ----- Money income
- B ----- Family needs
- C ----- Economic resources
- D ----- Proper allocation of resources
- E ----- State-owned enterprises
- F ----- Absolute poverty
- G ----- Relative poverty
- H ----- Per capita disposable income
- I ----- Human development index
- J ----- Impoverished population
- K ----- Poverty line
- L ----- Annual net income
- M ----- Poverty relief funds
- N ----- Income redistribution
- O ----- Shared prosperity
- P ----- Job opportunity
- Q ----- Economic growth

Examples: (M) 扶贫资金 (I) 人类发展指数

- | | |
|--------------|-----------|
| 51. () 绝对贫困 | () 贫困线 |
| 52. () 年净收入 | () 经济增长 |
| 53. () 经济资源 | () 收入再分配 |
| 54. () 共同富裕 | () 就业机会 |
| 55. () 货币收入 | () 国有企业 |

Task 5

Directions: The following is a public notice. After reading it, you should give brief answers to the 5 questions (No.56 to No.60) that follow. The answers (in no more than 3 words) should be written after the corresponding numbers on the Answer Sheet.

Your Input Is Invited Service Change Public Hearings

AC Transit Company is seeking public feedback on a proposal to replace Line 1 with the new Bus Rapid Transit (BRT) service. Lines 801, 14 and 47 will be shortened.

Complete details on the proposed service changes are available at www.actransit.org, or in printed format at the company's general office, 1800 Park Street. Information about the proposal can also be obtained by email at plan@actransit.org or by calling 881-7759.

Community Meeting

Thursday, July 25

6:00 p.m. - 8:00 p.m.

BRT Information Center, 680A International Square

Public Hearings

Wednesday, August 7

2:00 p.m. - 6:00 p.m.

AC Transit General Office, 1800 Park Street

Wheelchairs are accessible. Spanish and Chinese interpreters will be available at the community meeting and public hearings. Upon requests for the public hearings, the company can supply a sign language interpreter or an interpreter for languages other than those previously mentioned.

How to Comment:

Attend a community meeting or public hearings or submit comments via email, phone, and U.S. Mail no later than the close of the final Public Hearing on August 7.

56. Which bus line is to be replaced?
_____.

57. Where can people get detailed information about the proposed service changes?
At www.actransit.org, or in printed format at the _____.

58. When will the community meeting be held?

It will be held on _____.

59. What will be arranged at the community meeting for those who only speak Chinese?

_____ will be available.

60. When will the final public hearings be closed?

On _____.

Part IV Translation -- English into Chinese

(25 minutes)

Directions: This part, numbered 61 through 65, is to test your ability to translate English into Chinese. After each of the sentences numbered 61 to 64, you will read three choices of suggested translation marked A), B) and C). You should choose the best translation and mark the corresponding letter on your Answer Sheet with a single line through the center. And for the paragraph numbered 65, write your translation in the corresponding space on the Translation/Composition Sheet.

61. Our parking system will be a relief for drivers with poor parking skills or who are struggling to find a parking space.

- A) 我们的停车系统将会为那些停车技术差或竭力找车位的司机提供方便。
- B) 我们的智能停车系统能利用大数据解决或者缓解市中心停车难的问题。
- C) 我们的停车系统可以利用先进技术来帮助停车技术差的司机找到车位。

62. When finding the location for your business, you must consider whether your location is convenient to your customers, employees, and even investors.

- A) 当你为企业寻找场所时, 要考虑你的客户、员工对该地点的意见, 这很重要。
- B) 一旦你确定了自己企业的规模之后, 你就应该根据该规模去寻找相应的场所。
- C) 在为自己企业选址时, 你必须考虑该地点对客户、员工甚至投资者是否便利。

63. As a human resources manager, you need to listen carefully to the questions and concerns of everyone in your company.
- A) 作为人力资源部经理, 你要掌握公司的情况和了解公司里的每一个员工。
B) 作为人力资源部经理, 你应认真听取公司员工的意见并且关心每一个人。
C) 作为人力资源部经理, 你需要仔细倾听公司里每个人的问题和关心的事。
64. If for any reason you are not able to meet the deadline for applications, please inform us immediately by email with details concerning your situation.
- A) 无论何种原因, 若你未能在截止日期前提交申请, 请立即发电子邮件将详情告知我们。
B) 如果由于某种原因你不能满足这个要求, 请立即用电子邮件通知我们, 以便另做安排。
C) 如果你实在无法出席这次会议, 我们可以在会后用电子邮件把会议的相关情况告诉你。
65. Smartphones have made it easy for us to stay connected at all times. Your smartphone is one of the greatest tools you can own to protect yourself and your family in dangerous situations -- with your phone at your side, help is only three numbers away. Dial 911 or another local emergency number in emergencies such as a fire, traffic accident or medical emergency. Remember, an emergency call is a free call on your cell phone!

Part V

Writing

(25 minutes)

Directions: *This part is to test your ability to do practical writing. You are required to write a letter according to the following information given in Chinese. Remember to do the task on the Translation / Composition Sheet.*

说明: 假设你是某公司市场部经理王小刚, 最近访问了英国的一家公司, 请根据以下内容写一封感谢信。

内容如下:

- 1) 首先感谢对方公司的热情接待;
- 2) 表示此次访问收获很大 (内容自拟, 如: 参观工厂、与客户交流等), 所签的合作协议是双赢的;
- 3) 表示本公司还有许多产品适合贵国市场需要, 有进一步合作的可能性;
- 4) 最后欢迎对方来访, 并再次表示感谢。

Words for reference:

双赢 win-win