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试卷代号 **a**

# 高等学校英语应用能力考试(B 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****(25 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 give proper responses. There are 7 recorded questions in it. After each question, there is a pause. The 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.*

**Example:** *You will hear:*

*You will read:*

A) I'm not sure.

B) You're right.

C) Yes, certainly.

D) That's interesting.

*From the question we learn that the speaker is asking the listener to leave a message. Therefore, C) Yes, certainly 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) Two dollars. C) Three days.  
B) Wonderful. D) On the first floor.
2. A) You're welcome. C) 65657788.  
B) Thanks a lot. D) Tomorrow morning.
3. A) Glad to see you. C) No, not yet.  
B) How do you do? D) Greg Allen.
4. A) No, you can take it. C) My pleasure.  
B) It's over there. D) Not too bad.
5. A) Don't mention it. C) Here you are.  
B) Mind your steps. D) Sure, let's go get one.
6. A) Yes, just over there. C) See you then.  
B) Good idea. D) Here it is.



7. A) I think so. C) After you.  
B) No problem. D) Sounds good.

### Section B

**Directions:** *This section is to test your ability to understand short dialogues. There are 7 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues 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 dialogues.*

8. A) It is canceled. C) It is delayed.  
B) The plane has just taken off. D) The plane hasn't arrived yet.
9. A) Office secretary. C) Front desk clerk.  
B) Restaurant waiter. D) Sales assistant.
10. A) Sales results. C) Production target.  
B) Customer demand. D) Budget cuts.
11. A) By fax. C) By phone.  
B) Online. D) Through EMS.
12. A) At the manager's office. C) At the gift store.  
B) At the ticket window. D) At the reception desk.
13. A) Show their ID card. C) Buy a visitor permit.  
B) Book a parking space. D) Park the car in the garage.
14. A) He is on sick leave. C) He is at a meeting.  
B) He is away on business. D) He is receiving a client.

### Section C

**Directions:** *In this section, there are 2 recorded conversations. 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

15. A) From a newspaper. C) From a job fair.  
B) From a magazine. D) From a website.
16. A) The marketing department. C) The sales department.  
B) The IT department. D) The production department.
17. A) Her résumé. C) Her telephone number.  
B) Her email address. D) Her home address.

### Conversation 2

18. A) He is on sick leave. C) He is on a business trip.  
B) He is in a meeting. D) He is on vacation.
19. A) His sales report. C) His book.  
B) His traveling schedule. D) His presentation.

### Section D

**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 **three times**. During the second reading, 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. The third reading is for you to check your writing. Now the passage will begin.*

I'm Wang Hong, a tour guide at Discovering China. I've been working as a tour guide for more than 10 years. My father was 20, too. I learned a lot from him. I 21 being a tour guide. I've 22 to many places in China and abroad in the past 10 years. Every day is a challenge for me, working with different people, but it is 23 and rewarding. I love working with people from different places. China has rich tourism resources and I am still 24 to explore its wonderful natural scenery.

### Part II

#### Vocabulary & Structure (10 minutes)

**Directions:** *This part is to test your ability to construct correct and meaningful 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.

25. It is often said that you can never be \_\_\_\_\_ young to start volunteer work.  
A) so C) very  
B) too D) such
26. We believe that 5G will have a strong impact \_\_\_\_\_ marketing and advertising.  
A) in C) on  
B) with D) about
27. The skills that you learn while \_\_\_\_\_ service can help to build your resume.  
A) are doing C) to do  
B) do D) doing
28. \_\_\_\_\_ driverless vehicles aren't safer than human drivers, they will not be popular.  
A) As long as C) As soon as  
B) Ever since D) Even though
29. As an assistant sales manager, I am \_\_\_\_\_ for designing sales plans to promote our new products.  
A) familiar C) responsible  
B) effective D) attractive
30. At that time, \_\_\_\_\_ that it had been so hard for them to start a small business.  
A) never did they realize C) never have they realized  
B) never they realized D) never they have realized
31. At first, the bank \_\_\_\_\_ my request for a small business loan.  
A) gave off C) brought about  
B) turned down D) put on
32. He has helped my buyers to find the products \_\_\_\_\_ are right for them.  
A) what C) that  
B) who D) when

33. Many elderly people are no longer \_\_\_\_\_ by their families but are put in care homes.  
 A) looked after                      C) looked for  
 B) looked on                         D) looked over
34. We are confident that by the end of this year, we \_\_\_\_\_ an effective medicine for the disease.  
 A) discover                            C) have discovered  
 B) had discovered                   D) will have discovered

### Section B

**Directions:** *There are 5 incomplete statements here. You should fill in each blank with the proper form of the word given in brackets. Write the word or words in the corresponding space on the Answer Sheet.*

35. It (expect) \_\_\_\_\_ that there will be more than 500 million devices and objects connected to the Internet by 2030.
36. To his (disappoint) \_\_\_\_\_, he found that none of his sons was interested in running the family business.
37. (Fortunate) \_\_\_\_\_, they obtained a small business loan from a local bank.
38. John is our hardware engineer and he'll have your computer (fix) \_\_\_\_\_.
39. We (excite) \_\_\_\_\_ about Industry 4.0 because it represents the next great step forward for businesses.

### Part III Reading Comprehension (35 minutes)

**Directions:** *This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.*

#### Task 1

**Directions:** *After reading the following passage, you will find 5 questions or unfinished statements, numbered 40 to 44. For each question or statement, there are 4 choices marked A), B), C) and D). You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.*

There are a few reasons why a home-based business may have trouble in securing business financing (筹集资金) through a bank or credit union:

\* **Your business isn't firmly established:** If your business is less than two



years old, it's unlikely that a traditional lender will be willing to take a chance on funding your business.

\* **Your business credit score is lacking:** Once you apply for an employer identification (雇主识别) number, you have to start building a business credit score. You can improve the score by paying your bills, establishing trade credit accounts, and staying in business. The business and personal credit score both affect whether a lender is willing to offer you business financing.

\* **You lack a demonstrated (证明的) need:** Taking on debt is a common way for raising funds. However, you should never do so unless you need to. Lenders will refuse to finance a business that can't clearly show why they need funding, and how they'll pay it back.

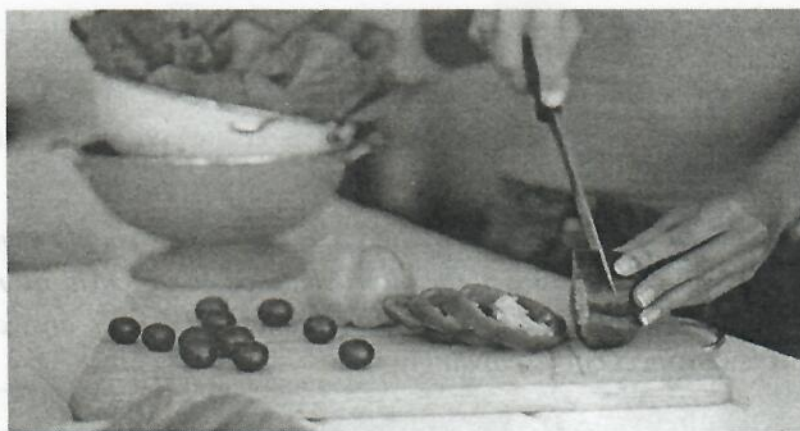
If, as a home business owner, you discover an area that requires serious investment, you should be able to make your case to lenders, whether they are your local bank or an online lender.

40. A traditional lender will NOT be willing to provide funds to a business if \_\_\_\_\_.
- A) it is a foreign company
  - B) it has been newly set up
  - C) it is located in a remote area
  - D) it is a small family business
41. Whether a business can obtain financing is likely to be decided by \_\_\_\_\_.
- A) its yearly profit
  - B) its business scale type
  - C) its business credit score
  - D) its relationship with a lender
42. To secure business financing, a business owner should clearly demonstrate to the lender \_\_\_\_\_.
- A) the need for funding
  - B) the marketing strategy
  - C) the company's products
  - D) the business management
43. The expression "make your case" in the sentence "... you should be able to make your case to lenders..." (Para. 5) means "\_\_\_\_\_".
- A) give your sales plan
  - B) offer your proposal
  - C) make your promise
  - D) state your reasons

44. The passage is mainly about \_\_\_\_\_.  
A) when a home-based business should build a business credit score  
B) how a family businesses applies for financing from a local bank  
C) why a home-based business has difficulty obtaining financing  
D) where a home-based business can secure business financing

## Task 2

**Directions:** *The following is a poster. After reading it, you will find 3 questions or unfinished statements, numbered 45 to 47. For each question or statement, there are 4 choices marked A), B), C) and D). You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.*



# Food Safety Training

Sunday, 23<sup>rd</sup> September

Register here: <http://sq.adventist.org.au/ministries/health/>

Registration closes 24th August

No late applications accepted. Limited places available.

Cost is \$20 per participant payable at time of registration.

If your local church is sponsoring you, please contact us before you register online.

### Participants will need to:

- Complete the homework assignment
- Attend a lecture on 23<sup>rd</sup> September at Northpine Christian College from 2:00 pm to 4:30 pm (including exam)
- Sit an exam (mainly short answers) following lecture

All enquiries: please contact Hayley by email to [sqhealth@adventist.org.au](mailto:sqhealth@adventist.org.au) or call 3218 7777.



45. To attend the food safety training, you need to \_\_\_\_\_.  
A) send in your resume first  
B) visit the training college  
C) find a sponsor  
D) register online
46. The final day for the registration is \_\_\_\_\_.  
A) 23rd August  
B) 24th August  
C) 23rd September  
D) 24th September
47. What should the participants do after listening to the lecture on 23th September?  
A) Take an exam.  
B) Have an interview.  
C) Attend a seminar.  
D) Complete a survey.

### Task 3

**Directions:** Read the following letter. After reading it, you should complete the information by filling in the blanks marked 48 to 52 (**in no more than 3 words**) in the table below. You should write your answers on the Answer Sheet correspondingly.

Dear Mr. Smith,

I am writing to apply for the programmer position advertised in *Jobs Now*. As requested, I am now enclosing a completed job application, my resume and three references.

The role is very attractive to me, and I believe that my strong technical experience and education make me the best person for this position. My key strengths that would support my success in this position include:

- \* I have successfully designed, developed and supported many software projects.
- \* I always work hard for excellence (优秀).

With a diploma in Computer Programming, I have a thorough understanding of the full lifecycle (生命周期) for software development projects. I am also capable of learning and applying new technologies. Please see my resume for additional information on my experiences.

I can be reached anytime by phone at 123-445-6767.

Thank you for your time and consideration. I look forward to hearing from you soon.

Sincerely,  
John Doe

#### Applicant's Information

Name: John Doe

Position applied for: 48

Enclosure: a job application, a resume and 49

Key strengths: 1) having designed, 50 many software projects.  
2) always working hard for excellence

Education: a 51 in Computer Programming

Knowledge and skills: 1) understanding the full lifecycle for software development projects

2) being capable of 52 new technologies

Contact: Tel. 123-445-6767

#### Task 4

**Directions:** The following is a list of terms related to human resources. 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, 53 through 57, on the Answer Sheet.

- A ----- Annual leave
- B ----- Sick leave
- C ----- Background screening
- D ----- Big data
- E ----- Child labor
- F ----- Contract of service
- G ----- Employee assessment
- H ----- Flexible work arrangements
- I ----- Job analysis
- J ----- Immediate family member
- K ----- Quality management
- L ----- Risk management
- M ----- Team building
- N ----- Training needs analysis
- O ----- Labor market
- P ----- Job classification
- Q ----- Job evaluation



**Examples:** (J) 直系亲属 (H) 弹性工作安排

- |              |            |
|--------------|------------|
| 53. ( ) 员工考核 | ( ) 培训需求分析 |
| 54. ( ) 劳务合同 | ( ) 工作评价   |
| 55. ( ) 质量管理 | ( ) 劳务市场   |
| 56. ( ) 年度假  | ( ) 背景筛选   |
| 57. ( ) 团队建设 | ( ) 职务分析   |

### Task 5

**Directions:** Read the following passage. After reading it, you are required to complete the answers that follow the questions (No.58 to No.62). You should write your answers (**in no more than 3 words**) on the Answer Sheet correspondingly.

At all Greenwell General Hospital locations, visitors and visiting hours will be decided by the patient and health care team prior to any visit.

There may be times when visitors are restricted to two at a time to respect other patients' needs or for safety reasons.

#### Visiting critically ill patients (危重症患者)

Immediate family members may visit critically ill patients at any time.

#### Children wishing to visit

Children under the age of 12 who wish to visit a patient must be accompanied (陪同) by an adult.

#### Visiting patients in the operating room

Patients in the operating room and day surgery (日间手术) may only have one visitor.

#### Do not visit if you are sick

If you're experiencing any of the symptoms (症状) of illness like cough and fever, please do not visit the hospital.

If you're a patient and you're experiencing these symptoms, tell a member of your care team right away.

58. Who will decide visitors and visiting hours at the hospital's locations?

The patient and \_\_\_\_\_.

59. Why is there a limit of two visitors for one patient at a time?

To respect other patients' needs or for \_\_\_\_\_.

60. What kind of patients may immediate family members visit at any time?

\_\_\_\_\_.

61. What should children under the age of 12 do if they wish to visit a patient?

They must be accompanied by \_\_\_\_\_.

62. Whom should a patient tell if he or she is experiencing the symptom of illness like cough and fever?

Tell a member of the \_\_\_\_\_ at once.

**Part IV Translation -- English into Chinese (25 minutes)**

**Directions:** This part, numbered 63 to 67, is to test your ability to translate English into Chinese. Each of the four sentences (No.63 to No.66) is followed by three choices of suggested translation marked A), B), and C). Make the best choice and write the corresponding letter on the Answer Sheet with a single line through the center. And then write your translation of the paragraph (No.67) in the corresponding space on the Translation/Composition Sheet.

63. Whether you are looking for a standard product or a custom solution, we work closely with you to address your needs.

A) 无论你是要改造现有设备还是要购买新的设备,我们都会竭诚为你提供你所需的服务。

B) 无论你是要购买新上市的产品还是特殊设备,我们均会与你密切合作以满足你的要求。

C) 无论你是在寻找标准产品还是定制解决方案,我们都会与你紧密合作来满足你的需求。

64. There are a lot of reasons why the ability to truly listen to customers is important to providing quality service.

A) 许多原因都说明真正倾听客户意见的能力对于提供优质服务非常重要。

B) 许多现象足以证明了解市场对产品质量的反映能扩大产品的市场份额。

C) 足够理由可以说明及时听取顾客意见能够真正提高产品的质量和服务。

65. The ability to communicate effectively is one of the most essential skills for our staff members.

A) 交际能力是我们的所有员工都应该具备的技能。

B) 有效沟通的能力是我们员工最基本的技能之一。

C) 我们员工最大的优点就是能及时反馈客户意见。

66. No matter what your job or your position, computer skills are required in any department of our company.

A) 无论你是从事生产还是销售,计算机技能都会在你的工作中发挥重要作用。

B) 无论你在哪个领域工作,我们公司都要求员工能够熟练地掌握计算机技能。

C) 无论你从事什么工作,在什么岗位,我们公司任何部门都需要计算机技能。



67. Your password is a 4-digit number you selected when you registered for your library card. If you provided an email address when you signed up for your library card, go to My Account. Enter your library card number. You'll receive an email with an eight-digit password. It will allow you to log in to your account. You should then reset your password to a 4-digit number.

**Part V Writing (25 minutes)**

**Directions:** This part is to test your ability to do practical writing. You are required to fill in a Business Travel Request Form according to the following information given in Chinese. Remember to do your writing on the Translation / Composition Sheet.

说明：假设你是维修部工程师刘明德，请根据下列内容填写出差申请表。

申请人：刘明德，维修工程师，维修部

手机号码：13566\*\*5666

出差时间：6月23日至6月26日

估计出差经费：6000元

目的地：南京

出差事由：ABC公司2017年购买了我们公司生产的设备，型号为TLK900。该设备2天前出现故障。虽然ABC公司有“故障排除指南”，但是他们的员工仍无法修理。他们要求我们公司派出维修工程师去检查和修理该设备。

Business Travel Request	
Traveler's name: (1)	Position (title) <u>Maintenance Engineer</u>
Department: (2)	
Mobile phone: (3)	
Departure date: <u>June 23</u>	Return date: (4)
Destination (city): (5)	
Estimated expense: <u>6000 yuan</u>	
Purpose of travel:	
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Words for reference:

维修工程师 Maintenance Engineer, 维修部 Maintenance Department

故障排除指南 Troubleshooting Guide