

**高等学校英语应用能力考试(B 级)**  
**PRACTICAL ENGLISH TEST FOR COLLEGES**



**试 题 册**  
**(GZAJ5)**

**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**

2019 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) It's kind of you. C) Mind your step.  
B) Take care. D) Sure.
2. A) Never mind. C) You're welcome.  
B) OK. D) Don't mention it.
3. A) None of your business. C) Here you are.  
B) I'm fine. D) It doesn't matter.
4. A) No problem. C) This way, please.  
B) It's over there. D) Not at all.
5. A) All right. C) Take it easy.  
B) Glad to see you. D) Go along the street.
6. A) Yes, I can. C) Yes, please.  
B) No idea. D) Good luck.



7. A) On foot. C) By bus.  
B) In cash. D) On Sunday.

### 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) A movie ticket. C) A flight.  
B) A meeting room. D) A table.
9. A) He has been promoted. C) He has got a job offer.  
B) He has passed the road test. D) He has bought a new car.
10. A) To see off a customer. C) To meet his parents.  
B) To visit his friend. D) To pick up his luggage.
11. A) It was too noisy. C) It was too large.  
B) It was too far away. D) It was too crowded.
12. A) Friendly. C) Hard-working.  
B) Serious. D) Open-minded.
13. A) Make a complaint. C) See a doctor.  
B) Apply for a job. D) Place an order.
14. A) Sign a contract. C) Tour the city.  
B) Meet new clients. D) See his friends.

### 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) Computer science. C) Big Data in marketing.  
B) The latest software. D) The importance of education.
16. A) He will meet his lawyer. C) He has been busy with his paper.  
B) He will be away on business. D) He will pay a visit to his parents.

### Conversation 2

17. A) It can't start. C) It gives no sound.  
B) Its keyboard doesn't work. D) Its screen is broken.
18. A) Three days ago. C) A month ago.  
B) Six days ago. D) Three months ago.
19. A) His ID card. C) His address.  
B) His business card. D) His receipt.

### 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 should say that teaching English in China is a real job, and the schools \_\_\_\_ 20 \_\_\_\_ you to be professional and you have to \_\_\_\_ 21 \_\_\_\_\_. If you don't meet their requirements, it is easy to get fired. But with \_\_\_\_ 22 \_\_\_\_ and the right attitude, it will be a very good experience where you will \_\_\_\_ 23 \_\_\_\_ about China and yourself! I am so happy that I took this \_\_\_\_ 24 \_\_\_\_ when I had it, and the memories will be with me for the rest of my life.

### 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. To our disappointment, the committee \_\_\_\_\_ our proposal.  
 A) built up                      C) looked up  
 B) brought about              D) turned down
26. \_\_\_\_\_ my job easy, but also have made it a real pleasure to do this job.  
 A) Not only they have made      C) Have not only they made  
 B) Not only have they made      D) Only they have not made
27. \_\_\_\_\_ they are part-time workers, they should be trained in the same way as full-time workers.  
 A) Even if                      C) As if  
 B) Ever since                  D) In case
28. Do \_\_\_\_\_ you can to get well-prepared before you attend an interview.  
 A) whichever                  C) wherever  
 B) whatever                      D) whenever
29. Please show respect to your clients \_\_\_\_\_ have come to seek your help.  
 A) when                      C) whom  
 B) which                      D) who
30. If you have any questions about this system, please \_\_\_\_\_ our support team at 214-291-1616.  
 A) talk                      C) discuss  
 B) contact                  D) present
31. Most manufacturers agree that the Internet of Things will have an important \_\_\_\_\_ on their industry.  
 A) system                      C) effect  
 B) promise                      D) effort
32. If you are not familiar \_\_\_\_\_ the operation of this machine, please ask our assistant for help.  
 A) for                      C) in  
 B) on                      D) with
33. No matter what business you run, get prepared \_\_\_\_\_ the challenges of IoT.  
 A) for                      C) on  
 B) to                      D) under



34. The shop assistant should help his customer to \_\_\_\_\_ a right purchase decision.  
A) deal C) carry  
B) inform D) make

### 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. Older adults who exercise (regular) \_\_\_\_\_ can perform everyday tasks more easily.
36. Yesterday, she (ask) \_\_\_\_\_ by the clerk to fill out a form with her name, address, and other personal information.
37. The debate over how robots could affect the (employ) \_\_\_\_\_ rate has been going on for many years.
38. These apps tend to be a bit (expensive) \_\_\_\_\_ than those of their competitors.
39. Carol Drum suggested (buy) \_\_\_\_\_ the software from a big company.

### 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.

Starting a business takes time, and energy – not to mention funding. So it helps if you're enthusiastic about what you do. Some business owners, like Ms Walton, have managed to turn their hobby into a business.

Ms Walton is a former personal trainer and the founder and owner of a travel agency for runners of various adventure (冒险) races. She describes running a



business as “a big job” and says there have been lots of difficulties to overcome along the way.

A challenge for new companies is marketing, as business owners often need to create a website and develop a brand strategy (策略) for the company. As she explains, being present at these events attracts the attention of the public to their business and enables the brand to reach its target market.

She adds that her relationship with her banker has supported her through **the ups and downs** of running her company. A banker can help with small business financing, your business banking requirements and also advise on ways to expand your business.

40. According to the first paragraph, to start a business, you should be \_\_\_\_\_.

- A) healthy
- B) wealthy
- C) efficient
- D) enthusiastic

41. Why does Ms Walton say running a business is a big job?

- A) You have to take part in adventure races.
- B) You have many difficulties to overcome.
- C) You must travel a lot at home and abroad.
- D) You need to work on weekends frequently.

42. One thing business owners often need to do for marketing is \_\_\_\_\_.

- A) to hire a team of experts
- B) to expand overseas market
- C) to build up a brand strategy
- D) to find a location downtown

43. The expression “the ups and downs” in Para. 4 means \_\_\_\_\_.

- A) present and past situations
- B) good and bad experiences
- C) chances and challenges
- D) happy and sad feelings

44. According to the passage, a banker can help small businesses in \_\_\_\_\_.

- A) financing
- B) advertising
- C) hiring personnel
- D) training their staff



## 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.

### IN CASE OF FIRE

**IF YOU DISCOVER A FIRE:**

- Leave fire area immediately.
- Close all doors.
- Sound the fire alarm.
- Pull the manual station.
- Evacuate this building using the nearest exit.

**Call the FIRE DEPARTMENT**

**DIAL 911**

**IF YOU HEAR A FIRE ALARM:**

**IF CONTINUOUS SIGNAL**

Leave the building by the nearest exit. Close doors behind you. Take door key.

**IF INTERMITTENT SIGNAL**

Stand by and prepare to leave the building. Listen for further instructions.

**CAUTION**

If smoke is heavy in the corridor, it may be safer for you to stay in your area. Close the door and place a wet towel at the bottom of the door. If you encounter smoke in the stairway, use an alternative exit.

**REMAIN CALM**

SmartSign.com • 800-952-1457 • S-7349G

**Notes:** 1. evacuate 撤离 2. intermittent 间歇的 3. corridor 走廊

45. If you discover a fire, you are advised to \_\_\_\_\_.

- A) call your best friend
- B) check the area carefully
- C) help the people in the area
- D) leave the area immediately



46. What should you do if you hear a continuous fire alarm?

- A) Leave the building by the closest exit.
- B) Listen for further instructions.
- C) Stand by and get prepared.
- D) Wait for firefighters' help.

47. If smoke is heavy in the corridor, you are advised to \_\_\_\_\_.

- A) open the door at once
- B) stay in your area
- C) lie on the floor
- D) run downstairs

### Task 3

**Directions:** Read the following passage. 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.

BIZSHOT is Asia's most exciting deep tech startup (初创企业) competition to select top 100 global startups. BIZSHOT 2020 will be held from 11 to 13 March, 2020 in Tianjin. Startups of all fields and backgrounds are invited to BIZSHOT 2020. Please submit (提交) your most innovative (创新的) technical and business ideas! Keep in mind that we are not only looking for ideas. Your submission requires at least a workable product with a practical solution.

Your submission will be reviewed by more than 160 industry experts and decision-makers including major investors and companies. The Top 100 Global Startups will be selected to meet with first class experts in their fields. This will be an excellent opportunity to display your startup in front of the biggest players in your field!

Are you ready for the challenge? Sign up now, and then click on the "Participate" button to submit your material!

#### BIZSHOT 2020

Aim: to select top 100 48

Date: from 49 March, 2020

Place: Tianjin

Businesses invited: startups of all fields and backgrounds

Submission required: at least 50 with a practical solution

Reviewers: over 160 51 and decision-makers

Way to submit: clicking on the 52 button



#### Task 4

**Directions:** The following is a list of terms related to marketing. 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	-----	Chain store
B	-----	Consumer behavior
C	-----	Consumer satisfaction
D	-----	Direct selling
E	-----	Market demand
F	-----	Market research
G	-----	Target market
H	-----	Brand image
I	-----	Promotion methods
J	-----	Telephone sales
K	-----	Direct costs
L	-----	Product quality
M	-----	Purchase decision
N	-----	Added value
O	-----	After-sales service
P	-----	Brand management
Q	-----	Customer loyalty

**Examples:** (C) 消费者满意度 (Q) 消费者忠诚度

53. ( ) 促销方法	( ) 市场需求
54. ( ) 市场调研	( ) 售后服务
55. ( ) 直接成本	( ) 消费者行为
56. ( ) 品牌形象	( ) 购买决策
57. ( ) 目标市场	( ) 品牌管理

#### Task 5

**Directions:** The following is an introduction to car insurance. 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.

If you ever need help saving money on car insurance, contact your local GEICO office. You'll get the great rates from GEICO. And they'll help make sure you receive all the discounts and special benefits you deserve.



Your local GEICO office can help you find coverage (保险范围) for almost anything you own. We offer coverage for your motorcycle, ATV, boat or RV.

GEICO has been saving people money for more than 75 years and is the second-largest personal auto insurance in the country, insuring over 21 million drivers.

You can go to [www.geico.com](http://www.geico.com) to report a claim, schedule an appointment, even view your estimate (估算) and photos of the damage. And when you take your car to a GEICO-approved shop, the claim repairs are guaranteed for as long as you own your vehicle.

58. Why are you advised to contact your local GEICO office?

It will help you save money on \_\_\_\_\_.

59. How can GEICO help you save money?

It helps you receive \_\_\_\_\_ and special benefits you deserve.

60. How long has GEICO been in operation?

For more than \_\_\_\_\_.

61. How many drivers have been insured by GEICO ?

More than \_\_\_\_\_.

62. How can you report your claim?

By visiting \_\_\_\_\_.

#### 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. Retired people may feel lonely for being away from their former work and colleagues.

A) 退休的人虽然摆脱了繁忙的工作，却常常喜欢找老同事聊天。

B) 退休的人由于离开他们过去的工作和同事，可能会感到孤独。

C) 退休的人会觉得难以适应，因为失去了熟练的工作和老同事。



64. When setting up a new business, you should pay careful attention to designing your company's organizational structure.
- A) 当新业务建设的时候, 你们要仔细考虑公司机构的职能。
- B) 设置一家新的企业时, 你要关心你公司组织体系的设计。
- C) 成立一家新企业, 您应该特别仔细设计公司的组织结构。
65. Becoming a volunteer allows individuals to give back and learn something about themselves in the process.
- A) 成为一名志愿者可以使个人在这个过程中给予回报并对自己有些了解。
- B) 要变为志愿者就必须让人们在学习中和付出时逐渐提高自己的精神境界。
- C) 要成为一名志愿者需要让自己在这个过程中付出并且要学习到一些东西。
66. Before you start, make sure you have a clear idea of why you are starting a company.
- A) 在创业前, 你务必做好规划, 牢记自己创业的目的。
- B) 在创业前, 你一定要清楚自己为何要创办一家公司。
- C) 在创业前, 你要想好自己的公司是否需要银行贷款。
67. Welcome to our showroom (陈列室). This showroom displays high quality products from Chinese manufacturers. You can be confident that you are seeing only the most well-known brands and discover the endless possibilities available. In our showroom, you can compare products and brands. You will discover the most suitable products for you. Our workers are always ready to provide detailed information about our products.

## Part V

## Writing

(25 minutes)

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

说明: 假定你是 ABC-1 品牌手机的经销商李华, 最近对一位客户做了一次电话采访。请根据所给内容填写表格。

客户姓名: John Smith

客户电话: 12333311190

客户电邮: JohnS@126.com

调查日期: 2019 年 12 月 15 日

采访人: 李华



反馈意见:

1. 他很喜欢使用 ABC-1 手机;
2. 他认为 ABC-1 手机价格太高, 希望能便宜一些;
3. ABC-1 手机用户主要是老年人, 因此他希望屏幕再大一些;
4. 他希望改善售后服务。

### Customer Interview

Date (1) \_\_\_\_\_

*Information about the customer*

Name: (2) \_\_\_\_\_

Telephone: (3) \_\_\_\_\_

Email address: (4) \_\_\_\_\_

Feedback (反馈意见):

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Interviewer: (5) \_\_\_\_\_