

国际人才英语考试

官方指南



The Official Guide to ETIC

中国外语测评中心 / 著

国际人才英语考试 官方指南

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前言 PREFACE

世界不断发展变化，人类面临的全球化和跨国化挑战日益增多，国际社会对变革全球治理体系的呼声越来越高。中国作为最大的发展中国家，正积极参与全球治理。提高我国参与全球治理的能力，需要一大批熟悉党和国家方针政策、了解我国国情、具有全球视野、熟练运用外语、通晓国际规则、精通国际谈判的专业人才。“国际人才英语考试”（简称“国才考试”）正是北京外国语大学中国外语测评中心在“中国走向世界、世界走向中国”的大背景下推出的英语沟通能力认证考试体系。“国才考试”在深入分析行业英语使用需求、广泛征询国际语言测评顶级专家与行业领军人才专业建议的基础上，历时两年潜心研发，于2016年正式推出。

我国现有的英语考试大都以教学检查、升学评估为主要目的，缺少一种专门服务于求职就业、人才选拔的评价工具，“国才考试”填补了这一空白。“国才考试”分为“国才初级”、“国才中级”、“国才高级”、“国才高端”和“国才高翻”五大类别，服务于各级各类、各行各业不同岗位的人才选拔。

“国才考试”重点考查全球经济一体化进程中国际人才应具备的核心素养——英语沟通能力，考试的英文名称 English Test for International Communication (ETIC®) 也为考试内涵做了最佳诠释。“国才考试”所考查的“英语沟通能力”是指运用英语完成各类沟通任务的能力，主要由三个维度体现：一、国际视野与协商合作的能力；二、分析问题与解决问题的能力；三、跨文化理解与表达的能力。国际视野主要通过考试任务的话题内容来体现；协商合作、分析与解决问题以及跨文化理解与表达的能力，则通过口头与书面沟通的各类典型任务来考查。

“国才考试”致力于发现各类国际交流活动中的“沟通之才”，服务人才选拔，助力求职就业。从设计之初，“国才考试”就得到了亚洲基础设施投资银行、国家开发银行、中国南方航空集团公司以及一批国际组织、跨国公司、外资企业、国内大型企事业单位人力资源部门的认可。全球500强唯一的人力资源企业万宝盛华集团与中国外语测评中心达成战略合作意向，将为获得“国才考试”证书的优秀考生，提供进入跨国集团、外资企业以及国内大型企事业单位实习和工作的机会。

本书是中国外语测评中心专为参加“国才考试”的考生编写的官方指南。书中全面介绍了“国才考试”各个类别的考试内容与要求，对考试样题进行了翔实的分析并提供了真题和作答样例，是考生备考“国才考试”的首选材料。

中国外语测评中心

2017年6月

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目录 CONTENTS

国际人才英语考试 初级	2	考试说明
	4	样题
国际人才英语考试 中级	14	考试说明
	18	样题及解析
	40	真题及作答样例
国际人才英语考试 高级	54	考试说明
	58	样题及解析
	72	真题及作答样例
国际人才英语考试 高端	80	考试说明
	88	样题及解析
	106	真题及作答样例
国际人才英语考试 高翻笔译	122	考试说明
	124	样题及解析
	133	真题及作答样例
国际人才英语考试 高翻交传	140	考试说明
	142	样题及解析
	151	真题及作答样例
国际人才英语考试 高翻同传	158	考试说明
	160	样题及解析
	174	真题及作答样例
附录	184	机考操作说明

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国际人才 英语考试

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考试说明

一、考试简介

“国际人才英语考试”（English Test for International Communication, ETIC[®]），简称“国才考试”，是北京外国语大学中国外语测评中心研发的英语沟通能力认证考试体系，包括初级、中级、高级、高端、高翻五个类别。“国才考试”旨在评价、认定考生在各类国际交流活动中的英语沟通能力，为国际组织、政府机构、跨国企业等单位招聘、选拔人才提供参考依据。

国际人才英语考试（初级），简称“国才初级”，用于评价、认定高校学生及社会人士在日常接待和熟悉的工作场合运用英语开展工作的能力。

二、考试内容与要求

“国才初级”由口头沟通和书面沟通两部分组成。每部分包括四项任务。考试采用计算机辅助形式。考试时间约80分钟。

（一）口头沟通

本部分由建立联系、交谈记录、联络业务、产品说明四项任务组成。考试时间约20分钟。

“国才初级”口头沟通考试内容与时间

考试内容		题目数量	考试时间	
任务一	建立联系	8题	7分钟	20分钟
任务二	交谈记录	7题	7分钟	
任务三	联络业务	1题	3分钟	
任务四	产品说明	1题	3分钟	

- 任务一 建立联系** 考生听八段简短对话，每段对话播放完毕后，重播第一个说话人的话语，考生即时复述第二个说话人的话语。本任务考查考生在既定情境下，理解互动交际话语的信息并以复述的方式进行回应的能力。
- 任务二 交谈记录** 考生听一段对话，长度约200词，记录关键信息，补全笔记。本任务考查考生理解并呈现关键信息的能力。
- 任务三 联络业务** 考生根据所给话题和提示，准备90秒后，用1分钟进行电话留言。本任务考查考生在既定情境下，以特定身份向指定对象口头传递、询问、商议信息的能力。
- 任务四 产品说明** 考生根据所给话题和提示，准备90秒后，用1分钟向客户推介某一产品或服务。本任务考查考生在既定情境下，以特定身份向指定对象口头说明情况的能力。

(二) 书面沟通

本部分由浏览材料、分析材料、整理材料和撰写邮件四项任务组成。考试时间约60分钟。

“国才初级”书面沟通考试内容与时间

考试内容		题目数量	考试时间	
任务一	浏览材料	5题	10分钟	60分钟
任务二	分析材料	8题	15分钟	
任务三	整理材料	7题	15分钟	
任务四	撰写邮件	1题	20分钟	

- 任务一 浏览材料** 考生阅读一篇300词左右的说明性材料，为段落选择正确的标题。本任务考查考生归纳段落大意的能力。
- 任务二 分析材料** 考生阅读三篇共300词左右的说明性材料，判别所给信息的出处。本任务考查考生理解关键信息的能力。
- 任务三 整理材料** 考生阅读两篇共300词左右的说明性材料，选取文中信息填写表格。本任务考查考生理解并呈现关键信息的能力。
- 任务四 撰写邮件** 考生根据所给话题及要点撰写一封50词左右的邮件。本任务考查考生在既定情境下，以特定身份向指定对象说明情况的能力。

样题

口头沟通

Task 1

You will hear eight short conversations between Speaker A and Speaker B. Each conversation will be played only ONCE.

You will then hear Speaker A again. After that, please reproduce Speaker B's reply exactly as you hear it. You must respond within **15** seconds after you hear a tone. Note-taking is allowed while you listen.

Scripts

- A: Where was your company founded?
B: *In the City of London, UK.*
- A: Hi, Tom. How was your flight?
B: *Good, I enjoyed the food and drink very much.*
- A: Excuse me. Let me check your car license plate number.
B: *Of course. It's V-I-C-4-6-7-8.*
- A: How many days will you stay here?
B: *Five, three on business and two days sightseeing.*
- A: Welcome to the Science and Technology Show. What can I do for you?
B: *Thank you. I need to check the Show schedule.*
- A: Is this your first time in Beijing?
B: *Oh, no. I have been here three times before on business.*
- A: Which city do you prefer, Beijing or Shanghai?
B: *I prefer Beijing for its historical and cultural attractions.*
- A: I've had a wonderful time today working with you.
B: *Me too. I'm looking forward to seeing you again in New York.*

Task 2

You will hear a conversation between a customer and a customer service representative. The conversation will be played TWICE.

Complete the telephone message by filling in the blanks. Write only ONE word or number in each blank.

Telephone Message

Caller's company: 1 _____

Issues complained: No user 2 _____ included in the packages

Date received: 3 _____ 13th

Total number of packages: 4 _____

Solution: The customer will provide the 5 _____ of the sales reps, and we will send the guides to them.

The customer's telephone number: 6 _____ (only available from 9:00 am to 7 _____ Monday to Friday)

Scripts

Representative: Hello, Alistair & Young Telephone Company. How may I help you?

Customer: Good morning, I'm George Clark from Durbrough Company.

Representative: Sorry, what's the company's name again?

Customer: Durbrough, D-U-R-B-R-O-U-G-H. I'm calling because, unfortunately, there's a problem with the order we received from you on March 13th. It seems we haven't received the user guides for the telephone systems we bought from you. We sent the supplies to our sales reps, but several of them have called to say that there are no user guides enclosed.

Representative: Oh, dear. That's bad news. I'm very sorry. Do you know how many packages are without a guide?

Customer: Yes, all 267 packages.

Representative: I'm very sorry about this inconvenience. Can I suggest the quickest solution?

Customer: Right, what do you suggest?

Representative: Well, if you send us the addresses of all the sales reps you have distributed the phones to, we'll send out the guides this afternoon, entirely at our own cost and the guides should arrive tomorrow.

Customer: All of them?

Representative: Yes.

Customer: I see. Thank you. That would be quick. OK, I'll email you the list of all the agents we've sent the packages to and you'll arrange to send them the manuals today.

Representative: Yes, thank you. And please accept our apologies. Could you give me your direct number so that I can keep you informed of what's happening.

Customer: OK, the direct landline for my office is 81573299. But email is better, since I only work in the office from 9:00 am-2:30 pm Monday to Friday.

Task 3

You are Simon Wang, a Human Resources representative at Public Advertising. You are going to call Joe Xu, a job applicant for the position of Project Manager. You want to arrange a job interview with him at 2:00 pm on July 20th, 2017.

You will have **30** seconds to read the prompts below and **90** seconds to prepare. Then leave a phone message within **60** seconds covering the key information of the prompts.

- 
1. My name
 2. My company name
 3. Job vacancy
 4. Interview time and date
 5. Ask for a return call

Task 4

You are a salesperson in the Sales Department at Four Stars Computers. Give a presentation to a group of buyers from different universities. Your purpose is to introduce and promote the latest version of your computers. You should cover the following points in your PowerPoint slide:

Why choose our computers?

- **Features**
 - new technology
 - discount
- **Advantages**
 - fast processing
 - reasonable price
- **Benefits**
 - save time
 - save money

You will have **90** seconds to prepare and **60** seconds to speak.



书面沟通

Task 1

Read the following passage about disposable cameras. Decide the best title for each paragraph from the list in the box and choose the appropriate letter (A-F). There is one title you do NOT need.

1. Paragraph 1 _____ 2. Paragraph 2 _____ 3. Paragraph 3 _____ 4. Paragraph 4 _____ 5. Paragraph 5 _____	A. Photos and the social media B. Old and new ways with photos C. My solution to the problem D. Prevalence of cameras E. Disadvantages of the new way of photo-taking F. Advantages of using disposable cameras
--	--

Disposable Cameras Are the Future

Paragraph 1

Taking and sharing photographs is easier than ever. Cameras built into our phones, computers, tablets, and iPads allow us to send our photographs to each other. There was a time when you'd print your photos and file them away into photo albums.

Paragraph 2

Not only do we have what seems like an endless amount of space to store photos on our devices, but we also have the Internet, and specifically, social media. Social networks such as WeChat allow us to post our pictures and albums to share with friends and family. People can now even become famous solely based on the photos that they post to these social networks.

Paragraph 3

While you could argue this easy ability to store, share and enjoy photos is fantastic, it also could be said that photographs have lost some of their meaning. I have over 1,000 pictures on my smartphone and several thousand stored on my computer. Sometimes, however, I'll be in the middle of taking or posting a photo and think: is this really something worth doing?

Paragraph 4

Even though I'm guilty of occasionally taking meaningless and boring pictures, a couple of years ago I decided to find a way to make my photographs more meaningful. How did I do this? Disposable cameras! When I go on a trip, I always try to take a disposable camera. As you can only take 27 pictures, you really think about the photographs you're taking. It's also exciting that you can't see the photographs straight away. And finally, it's so much fun to get the pictures developed and look through them again.

Paragraph 5

I'll admit that I couldn't live without social media or taking photographs on my smartphone, but I do think taking photographs has become less meaningful. That's why I'll continue using disposable cameras. It's a great way to capture real memories and make our photographs more meaningful.

Task 2

Read Questions 1-8 and Texts A, B, and C below. Decide which text answers each question. For each blank, choose A, B, or C that stands for the text.

Which text

1. shows what to do before a job interview? _____
2. talks about what to do and not to do during a job interview? _____
3. is an example of what to do after a job interview? _____
4. mentions a specific job position? _____
5. contains information about dressing? _____
6. suggests voice control? _____
7. does NOT directly involve the interviewer? _____
8. does NOT directly involve the job position? _____

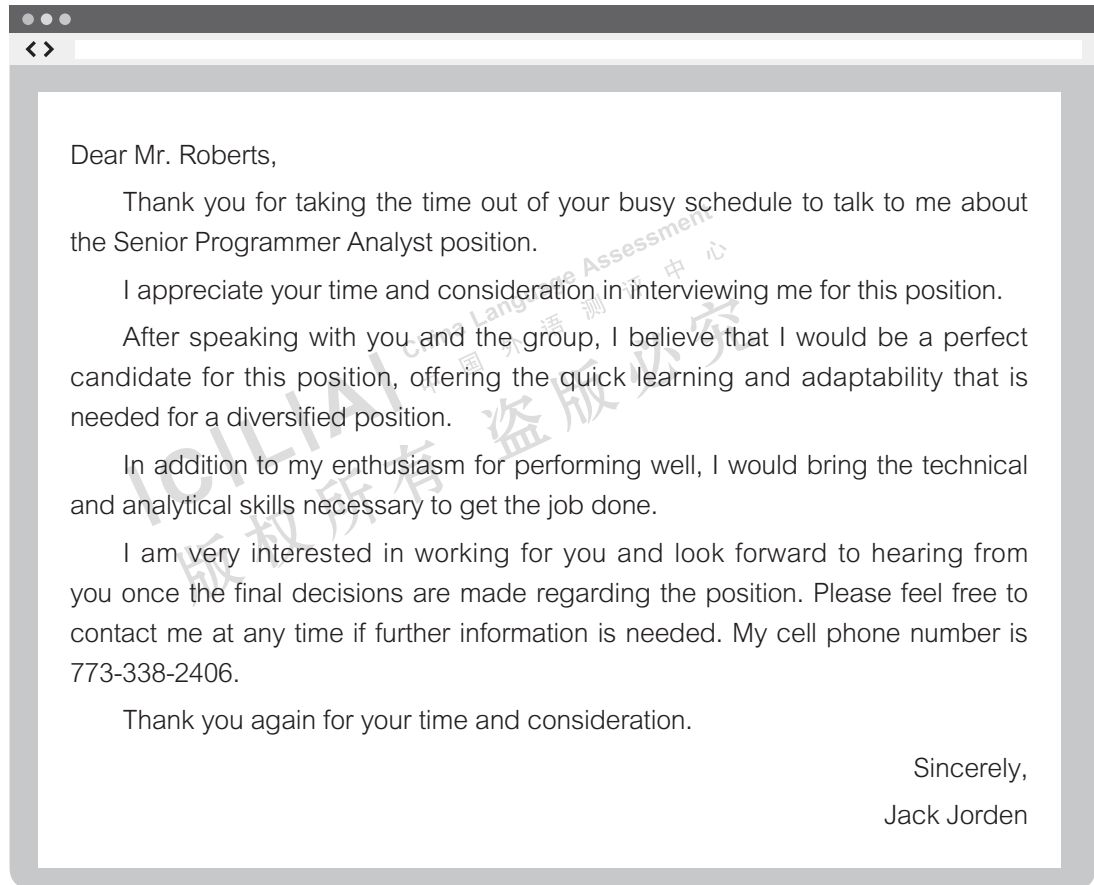
Text A

Tips for Good Behavior at Job Interviews

In many cases, how to listen and how to speak is no less important than what to say. Below are some tips for good behavior at a job interview.

- ✓ Make eye contact for a few seconds at a time.
- ✓ Smile and nod as you see fit while listening but don't overdo it.
- ✓ Don't laugh unless the interviewer does first.
- ✓ Be polite and keep an even tone when speaking.
- ✓ Avoid being too loud or too quiet.
- ✓ Don't slouch.
- ✓ Relax and lean forward a little to appear interested.
- ✓ Don't put a hand in any pocket.
- ✓ Keep your feet on the floor.
- ✓ Take notes if necessary.
- ✓ Listen attentively.
- ✓ Don't interrupt.
- ✓ Stay calm.
- ✓ Don't let your arms fly around when making a point.

Text B



Text C



Task 3

Read the two texts below about two science museums. Complete the form with key information from the texts. Use the exact words, phrases or numbers from the texts.

Museum	History	Most prominent feature	Audience	Difference from traditional museums
The Hong Kong Science Museum	It was opened in 1 _____.	The 2 _____ is the largest device of its kind in the world.	The Museum not only helps popularize science to 4 _____ but also supports science education in schools.	The majority of the exhibits are 6 _____.
The National Science Museum of South Korea	It was first established in 1945.	It has the only 3 _____ in South Korea.	The exhibits about the theories of science and the wonders of nature are open to 5 _____.	The Museum offers a 7 _____ experience in space development.

Text A

Since its opening in April 1991, the Hong Kong Science Museum has proven itself to be an ideal and unique place for learning science. Through presenting quality exhibitions and fun science programs, the Museum serves to popularize science to the public and support science education in schools. In contrast to traditional museums, nearly 70 percent of the exhibits are interactive. Visitors at the Science Museum are encouraged to explore exhibits in their own way and thus experience the fun of discovery learning. Among them, the most prominent exhibit is the largest device of its kind in the world: the Energy Machine. Besides, the Museum also has a Special Exhibition Hall, a 295-seat Lecture Hall, a Computer Classroom, a Laboratory and a Resource Center.

Text B

The National Science Museum of South Korea is a scientific and culture facility which studies and exhibits various scientific materials. It was first established in 1945 and it is now best known for the only world-class space theater in South Korea. The 242 seats are available on a first-come first-serve basis. It can re-create the appearance of a night sky. What separates it from traditional museums is its high-tech special devices, which enable the Museum to offer a virtual reality experience in space development. There are exhibits featuring about 4,000 items based on nature and natural science at the Permanent Exhibit Hall. The exhibits help visitors of all ages to easily understand the theories of science and the wonders of nature.

Task 4

You are Jones Cooper, secretary in the Customer Service Department of an international hotel. You are informed that construction work will begin near the hotel and may cause some noises. Write an **email** to all the guests,

- to let them know when the construction work will start and finish each day;
- to let them know where the construction work will take place;
- to apologize to them for any inconvenience caused.

Write about **50** words within **20** minutes.

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国际人才 英语考试

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考试说明

一、考试简介

“国际人才英语考试”（English Test for International Communication, ETIC[®]），简称“国才考试”，是北京外国语大学中国外语测评中心研发的英语沟通能力认证考试体系，包括初级、中级、高级、高端、高翻五个类别。“国才考试”旨在评价、认定考生在各类国际交流活动中的英语沟通能力，为国际组织、政府机构、跨国企业等单位招聘、选拔人才提供参考依据。

国际人才英语考试（中级），简称“国才中级”，用于评价、认定高校学生及社会人士在一般国际交流与工作场合运用英语开展Ze日常工作Ze的能力。

二、考试内容与要求

“国才中级”由口头沟通和书面沟通两部分组成。每部分包括四项任务。考试采用计算机辅助形式。考试时间约95分钟。

（一）口头沟通

本部分由发言分析、数据解说、业务介绍、商务演讲四项任务组成。考试时间约25分钟。

“国才中级”口头沟通考试内容与时间

考试内容		题目数量	考试时间	25分钟
任务一	发言分析	5题	8分钟	
任务二	数据解说	8题	7分钟	
任务三	业务介绍	1题	6分钟	
任务四	商务演讲	1题	4分钟	

- 任务一 发言分析** 考生听五段发言，内容为不同发言人围绕同一议题发表的观点，考生口头回答与发言主旨相关的问题。本任务考查考生理解主旨大意的能力。
- 任务二 数据解说** 考生阅读一份商务图表，根据图表所示数据信息，口头回答问题。本任务考查考生理解、转述数据信息的能力。
- 任务三 业务介绍** 考生阅读一份300词左右的介绍类材料，如公司或产品简介等，准备90秒后用1分钟向客户介绍其主要内容。本任务考查考生根据所给材料口头概括主要信息的能力。
- 任务四 商务演讲** 考生就日常工作类话题准备90秒后，用1分钟进行发言。本任务考查考生根据既定情境，以特定身份向指定对象口头传递信息、说明情况、说服他人的能力。

(二) 书面沟通

本部分由梳理信息、研判材料、撰写信函和撰写提案四项任务组成。考试时间约70分钟。

“国才中级”书面沟通考试内容与时间

考试内容		题目数量	考试时间	
任务一	梳理信息	10题	10分钟	70分钟
任务二	研判材料	10题	10分钟	
任务三	撰写信函	1题	20分钟	
任务四	撰写提案	1题	30分钟	

- 任务一 梳理信息** 考生阅读一篇600词左右的书面材料(说明性材料)，补全内容概要。本任务考查考生概括主旨大意和理解关键信息的能力。
- 任务二 研判材料** 考生阅读一篇600词左右的书面材料(论证性材料)，选取正确信息。本任务考查考生分析作者观点、论据和论证过程的能力。
- 任务三 撰写信函** 考生阅读一封80词左右的邮件或信函，根据要求回复邮件或信函，词数在70左右。本任务考查考生根据既定情境，以特定身份向指定对象传递信息、说明情况的能力。
- 任务四 撰写提案** 考生依照给定话题及要点撰写一份150-200词的商务提案。本任务考查考生根据既定情境，以特定身份向指定对象阐明及论述观点的能力。

三、评分标准

“国才中级”口头沟通评分标准

分数档	话题阐述	语言表达
A档	<ul style="list-style-type: none"> 内容紧扣主题 充分完成任务要求 条理清晰，阐述充分 	<ul style="list-style-type: none"> 表达流利（发音清晰、语流连贯） 词汇、语法准确 句式灵活 表述得体 允许极个别口误
B档	<ul style="list-style-type: none"> 内容扣题 完成所有任务要求 条理较清晰，阐述较充分 	<ul style="list-style-type: none"> 表达较流利（发音较清晰、语流较连贯） 词汇、语法较准确 句式较灵活 表述较得体 允许个别口误
C档	<ul style="list-style-type: none"> 大部分内容与主题相关 基本完成任务要求 条理基本清晰，阐述不太充分 	<ul style="list-style-type: none"> 表达基本流利（发音基本清晰、语流基本连贯） 词汇、语法基本准确 句式有一定变化 表述基本得体 语言错误明显，有时影响理解
D档	<ul style="list-style-type: none"> 少部分内容与主题相关 未能完成任务要求 条理不清晰，阐述不充分 	<ul style="list-style-type: none"> 表达不流利（发音不清晰、语流不连贯） 词汇、语法不准确 句式较单调 表述不得体 语言错误较多，影响理解
E档	<ul style="list-style-type: none"> 个别话语与主题有关 	<ul style="list-style-type: none"> 仅能说出少量词语或句子
F档	<ul style="list-style-type: none"> 内容与主题无关或未作答 	

注：此表为口头沟通任务三（业务介绍）、任务四（商务演讲）的评分标准；口头沟通任务一（发言分析）、任务二（数据解说）为客观题，评分依据参考答案。

“国才中级”书面沟通评分标准

分数档	内容	结构	语言
A档	<ul style="list-style-type: none"> 内容紧扣主题 充分完成任务要求 有丰富的细节支撑，信息准确 	<ul style="list-style-type: none"> 条理清晰 衔接自然，行文流畅 格式规范 	<ul style="list-style-type: none"> 用词准确 句式灵活 语法正确
B档	<ul style="list-style-type: none"> 内容扣题 完成所有任务要求 有较多细节支撑，信息准确 	<ul style="list-style-type: none"> 条理较清晰 衔接较得当，行文较连贯 格式较规范 	<ul style="list-style-type: none"> 用词较准确 句式较灵活 有个别语法错误

（待续）

(续表)

分数档	内容	结构	语言
C档	<ul style="list-style-type: none">• 大部分内容与主题相关• 基本完成任务要求• 有一定细节支撑, 大部分信息准确	<ul style="list-style-type: none">• 条理基本清晰• 衔接基本得当, 行文基本连贯• 格式基本规范	<ul style="list-style-type: none">• 用词基本准确• 句式有一定变化• 有少量语法错误, 但基本不影响理解
D档	<ul style="list-style-type: none">• 少部分内容与主题相关• 未能完成任务要求, 缺失一个内容要点	<ul style="list-style-type: none">• 条理不清晰• 衔接手段不足或过度使用, 行文不太连贯• 格式不规范	<ul style="list-style-type: none">• 用词不准确• 句式较单调• 语法错误多并影响理解
E档	<ul style="list-style-type: none">• 个别字句与主题相关• 未能完成任务要求, 缺失两个及以上的内容要点	<ul style="list-style-type: none">• 逻辑混乱	<ul style="list-style-type: none">• 语言错误很多并严重影响理解
F档	<ul style="list-style-type: none">• 作答内容与主题无关或未作答		

注: 此表为书面沟通任务三(撰写信函)、任务四(撰写提案)的评分标准; 书面沟通任务一(梳理信息)、任务二(研判材料)为客观题, 评分依据参考答案。

四、成绩汇报与证书颁发

“国才中级”的成绩报告单包括考试成绩和成绩等级。考试成绩以“国才考试”量表分汇报。成绩等级分为优秀、良好、合格和不合格。等级与成绩(量表分)对应关系如下:

等级	优秀	良好	合格	不合格
成绩	230分-260分	200分-229分	180分-199分	180分以下

考生成绩达到合格及以上等级, 方可获得证书。

样题及解析

一、“国才中级”样题



口头沟通

Task 1

A company plans to introduce a new eBook reader to the market and five employees from the Marketing Department are invited to use the product and give feedback. You will hear five short extracts from their feedback. After that five questions will be asked on what each speaker has mainly talked about. You should give oral answers and each of your answers should be brief. You must answer each question within **15** seconds after you hear a tone. Note-taking is allowed while you listen.

Question 1: What did the first speaker mainly talk about?

Question 2: What did the second speaker mainly talk about?

Question 3: What did the third speaker mainly talk about?

Question 4: What did the fourth speaker mainly talk about?

Question 5: What did the fifth speaker mainly talk about?

Scripts

Speaker 1: The touch screen is a delightful surprise. Tapping the edge of the screen to turn the page is incredibly easy and less intrusive than pushing a button, which was always a little jarring reminder that I wasn't, in fact, reading a paperback. The small, quick tap of my thumb on the edge of the screen has become almost like a reflex and I don't notice it anymore; it feels natural.

Speaker 2: Although our eBook reader is cheaper, our competitor has a better display resolution. They look just about the same, and at first glance you don't notice a big difference. But close-up words and pictures are not as clear or as sharp on ours. If a buyer is very particular about the quality of the screen, he probably would not choose our product.

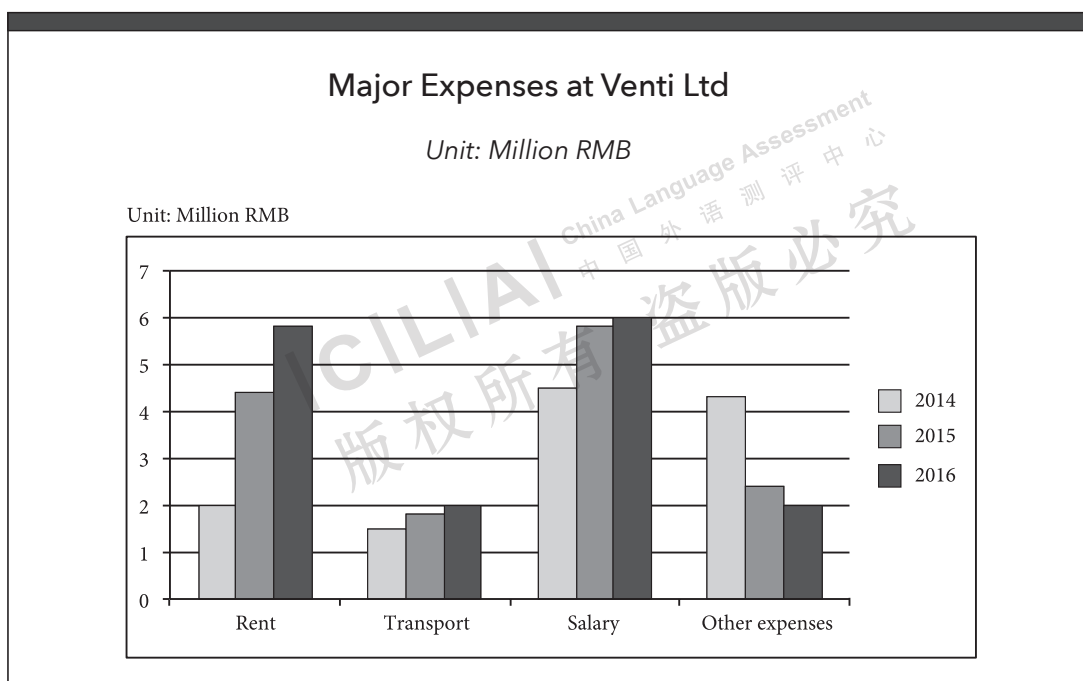
Speaker 3: I don't like the touch screen. If you are reading and want to go into another room, by the time you have carried it there the touch screen will have changed so much you'd spend a good amount of time trying to get back to the page you were on. Same problem if your cat jumps up on you and you need to put the eBook down in a hurry to get the claws out of your chest.

Speaker 4: In brief, why purchase this eBook reader instead of our main competitor, Kindle? Because it is less expensive and can do everything that the more expensive Kindle models do – it runs the same e-reader software, it has the same processor as the more expensive models, and it downloads books via Wi-Fi. It has exactly as much storage for books as any other current Kindle model, 4 GB, enough for “thousands” of books.

Speaker 5: I don't think this product should be positioned as a Kindle for less. It has its own unique features. For instance it is thinner and lighter, and it has Bluetooth! It also offers way more color options than black and white. I know buyers are going to compare, but we need to stress those features.

Task 2

You are going to read a bar chart about the major expenses of a company based in Beijing. After that, you will be asked eight questions. You should give oral answers and each of your answers should be brief. You will have **90** seconds to read the chart and you must answer each question within **15** seconds after you hear a tone.



NOW PLEASE ANSWER THE QUESTIONS

- Q1. How much did the company pay in rent in 2014?
- Q2. For rent costs, which was the fastest growth year?
- Q3. Which expense sector has had steady growth over the past three years?
- Q4. What was the biggest expense in the year 2016?
- Q5. Which expense was second highest in 2016?
- Q6. For salary, which year saw sharp growth?
- Q7. Which expense sector has decreased over these three years?
- Q8. In which year did other expenses decline sharply?

Task 3

Read the following passage about an IT company, Weihua. Introduce the business to your client by summarizing the main features of the company. You will have **3** minutes to read the passage, **90** seconds to prepare and **60** seconds to speak.

Together with telecom carriers, Weihua has built over 1,500 networks, helping over one-third of the world's population to connect to the Internet. Together with our enterprise customers, we employ flexible enterprise networks, including open cloud networks, to drive efficient operations and agile innovation across domains like Safe City, finance, transportation, and energy. With our smart devices and smartphones, we are improving people's digital experience in work, life, and entertainment.

Weihua advocates openness, collaboration, and shared success. Through joint innovation with our partners and peers we are expanding the value of information and communications technology (ICT) to establish a robust and symbiotic industry ecosystem. Weihua actively participates in over 300 standards organizations, industry associations, and open source communities, having submitted over 43,000 proposals to drive standardization and pave the way for more effective collaboration. We have joined forces with industry partners to innovate in emerging domains like cloud computing, software-defined networking (SDN), network functions virtualization (NFV), and 5G. Together, we are promoting ongoing, collaborative industry development.

As a responsible corporate citizen, Weihua has made a significant contribution to bridging the digital divide. We are keenly aware of the importance of telecommunications in emergency response situations: Facing Ebola-affected areas in West Africa, nuclear contamination after the Japanese tsunami, and the massive earthquake that struck Sichuan, China, we hold fast in disaster zones to help restore communications networks and ensure the reliable operation of critical

telecom equipment. To further promote sustainability, we develop the next generation of ICT talent with our global Seeds for the Future program, in which we give university students the opportunity to visit China, receive training, and gain first-hand experience in the ICT industry.

Task 4

You are a training coordinator at the Human Resources Department at D-Toys International. Give a presentation to employees in the Marketing Department. Your purpose is to encourage them to join a cross-cultural communication training program. You should cover the following points:

- understanding overseas markets;
- possibilities of working with colleagues from foreign countries;
- opportunities to live and work in foreign countries.

You will have **90** seconds to prepare and **60** seconds to speak.



书面沟通

Task 1

Read the following passage on planning business research and use **NO MORE THAN FIVE WORDS** to fill in each blank in the outline below.

Planning Business Research

A report about a complex business problem begins with a research plan, which becomes a guide for collecting data, analyzing data, and reporting the results of the analysis.

When a project requires extensive research, you must be sure that you are authorized to spend time or money on the project. In some situations, your job description will require that you prepare specific reports; then you need no additional authorization to initiate a research plan for that report. But you may also discover the need to analyze a unique problem related to your work; then part of your plan is to be sure you are authorized to do the research. In addition, your supervisor may ask you to work on a special project; then your research

plan must include a review of the request to demonstrate that you understand what the supervisor wants.

As when preparing a simple report, you must have a clear understanding of your audience, both primary and secondary. The authorization facts may tell you who the receivers are, or you may need to determine who they will be. When you initiate a research plan, decide whom you want to influence with the report. Sometimes you cannot determine the full audience until you have clearly defined the problem. The definition of the problem may provide a clearer view of potential audience for the report.

As the problem is the central focus of the research, a clear, concise statement of the problem keeps the researcher on target. To conduct business research, you must distinguish between the managerial problem and the research problem. The observable phenomena about which a decision must be made comprise the managerial problem. Such phenomena are also called the symptoms of the problem. But a manager who looks at several symptoms may decide that a deeper problem exists. That question would become the research problem or research question.

Whereas the problem defines what is to be investigated, the purpose identifies why the research should be conducted. When the research is completed, the purpose guides the formulation of recommendations. In some situations, the problem and purpose are nearly identical. If so, they may be stated as the objective of the study, the overall outcome or goal of a report. In other cases, the problem and purpose must be differentiated from one another.

Having defined the problem and purpose, the next step is to identify the scope of the investigation. You will identify the specific factors or elements to be analyzed. A perfect study would investigate all the possible aspects of the research question. But time and money constraints require that you focus your study on the factors most likely to yield relevant data. Preliminary research often leads to the identification of those elements. After identifying the factors, you will concentrate the remainder of your research on those items.

Two concepts, delimitations and limitations, relate to narrowing the project's scope. Delimitations are the additional boundaries or restrictions that you place on the study, while limitations are the potential shortcomings or inadequacies of the study. Some limitations arise from circumstances beyond your control; others derive from the way you define the scope and delimitations. Stating delimitations tends to clarify and refine the scope; stating limitations demonstrates that the researcher understands and is willing to acknowledge the weaknesses of the proposed study.

Having done all these, you are now ready to plan to how you will collect relevant data.

Planning Business Research: An Outline

- I. Obtain or review authorization
- Need no additional authorization if **1** _____;
 - Seek additional authorization when mandated by the situation;
 - Review **2** _____.
- II. **3** _____
- Refer to **4** _____;
 - Define the problem clearly.
- III. Define the problem
- Identify managerial problems which are **5** _____;
 - Specify the research question which lies behind managerial problems.
- IV. Clarify the purpose
- State as objectives when the **6** _____;
 - State the purpose and problem independently when different.
- V. **7** _____
- Identify specific factors or elements for analysis;
 - Conduct **8** _____ for this purpose.
- VI. State delimitations and limitations
- State delimitations to set **9** _____;
 - State limitations to recognize **10** _____.
- VII. Prepare to collect relevant data

Task 2

Read the passage about Uber, the on-demand car service and answer the questions by choosing the correct option.

The Wrong Reasons to Fear Uber

- I. (1) Recently there has been a lot of negative reports about Uber. (2) A few cities are stepping up their efforts to regulate Uber's business, and a tiny but growing "DeleteUber" sentiment has been stirred up. (3) But the accusations against Uber are misguided in two profound ways. (4) First, none of the reported violations have proved to be real threats or concerns; second, Uber does present a potential risk, but it is going completely unnoticed.

Cheating authorities?

- II. (1) Uber was using a program known as Grayball to disable its ridesharing APP when riders are suspected to be violating its terms of service. (2) Designed initially to block banned users, the program was later adapted to avoid government inspections. (3) Being out of the government's control, Uber is viewed as a threat in some cities such as Portland and Austin. As a result, in some European countries Uber has been temporarily or permanently banned. (4) It's true that there is something furtive in using such "cheats" to escape law enforcement but I regard the government's banning operation against Uber as more disturbing, at least from a customer's point of view. (5) I happened to visit Portland on the day the city lifted a three-month suspension of Uber's service. Unable to get an Uber ride from the airport hotel that morning, I paid \$42 for a regular cab ride (taking an unnecessarily long route with a driver chatting on his phone the entire time). Later that day, when the regulatory ban on Uber ended, my UberX return trip – in a clean car with a polite driver – cost less than \$20. (6) This might help explain why consumers are switching away from the regulated taxi sector.

Cheating drivers?

- III. (1) Another accusation against Uber is that in its poor welfare system its drivers are treated badly. (2) Indeed, Uber treats its drivers as contractors, not employees, which means that they are not provided with workplace protections and benefits. However, unlike ordinary employees, Uber drivers are free to work as much or as little as they want. They provide their own "tools" (cars) and bear their own expenses. (3) Eighty percent of Uber drivers work less than 34 hours per week, whereas only 20% of taxi drivers enjoy such freedom and Uber drivers also earn more per hour. (4) A research done by a group from New York University suggests that the Uber drivers' satisfaction levels are relatively high, tempered only by recent declines in fares passengers pay.

Cheating society?

- IV. (1) Uber fought with California over the requirement to get permits to test its autonomous vehicles. (2) California should applaud rather than tax Uber-the-experimenter for pushing the driverless technology rapidly into markets. (3) Famously, Uber does not conduct drivers' background checks. (4) New York's Mayor wanted to limit Uber's operations, citing safety concerns. (5) But are Uber's drivers more dangerous? (6) No, data shows that ridesharing services lower the rate of DUIs and fatal accidents, potentially saving up to 500 lives annually.

- V. (1) There are also episodic complaints about Uber's internal culture and management – claims of sexual harassment, chauvinism and intimidation of critics. (2) Evidenced by the company's periodic "profound apology", these are nasty incidents that ought to be punished, but they have zero bearing on the quality or value of the consumer experience and the income opportunities Uber provides.

Uber's real threat...

- VI. ... is market power. Traditional taxi prices – even when regulated – are not much above cost. But Uber is increasingly displacing the old taxi model. And the ridesharing network is a platform, which, like social networks, the larger it is, the more valuable it will be. Riders prefer a network with many cars roaming the neighborhood, and drivers prefer a network with more rider-subscribers. Uber, in economic terms, is building a natural monopoly.
- VII. (1) Once it achieves transportation dominance, what would stop Uber from raising prices? (2) It already uses "surge pricing" at intervals with excess demand. (3) And will it service the remote locations that taxi companies are currently required by law to reach? (4) It is hard to imagine that Uber's pace of innovation would slow down, but the market power it secures would eventually erode its most desirable feature: low fares.

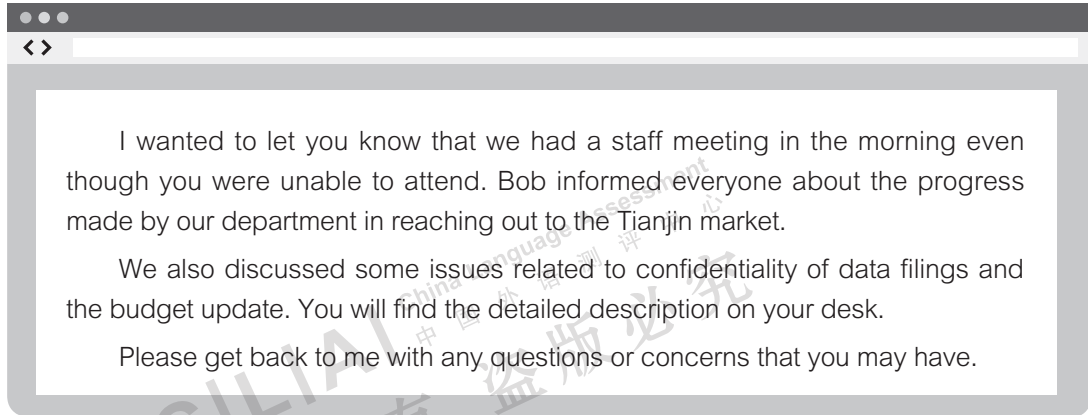
QUESTIONS



1. Which sentence in Para. I best summarizes the main idea of the whole passage? _____
2. Which sentence in Para. II states an opinion? _____
3. Which sentence in Para. II provides evidence to explain Uber's popularity? _____
4. Which sentence in Para. III represents the opposing opinion? _____
5. Which sentence in Para. III is a factual source? _____
6. Which sentence in Para. III is an experts' opinion? _____
7. Which sentence in Para. IV is an opinion? _____
8. Which sentence in Para. IV indicates the research result? _____
9. Which sentence in Para. V is the author's opinion? _____
10. Which sentence in Para. VII makes a prediction? _____

Task 3

Read part of an email below from Anna Brown, an account executive of Buzz Advertising.



Write an **email** to Ms. Brown:

- expressing apology for not attending the meeting;
- explaining the reason why you were absent;
- requesting additional information on the updated budget.

Write about **70** words within **20** minutes.

Task 4

You work for a well-known fashion magazine. Despite best efforts, its circulation has dropped recently and employee morale is low. You and some of your colleagues have been asked to conduct an anonymous survey among employees to suggest ideas to motivate staff and improve morale. The comments on the following list are those most frequently mentioned by the employees in the survey (in order of their frequency):

- | | |
|---------------------------|---------------------------------|
| • voice not heard | • poor communication |
| • unreasonable deadlines | • no team spirit |
| • no clear company vision | • rumors of lay-offs |
| • stress | • few development opportunities |

Write a **proposal** for the manager which includes:

- a brief description of the problem;
- survey findings and analysis;
- your recommendations.

Write about **150-200** words within **30** minutes.

二、“国才中级”样题解析



口头沟通

Task 1

任务说明

“发言分析”任务要求考生听五段发言，发言的内容为不同发言人围绕同一议题发表的观点，考生针对发言内容口头回答五个与发言主旨相关的问题。本任务考查考生理解主旨大意的能力。

答题思路

本任务将听力和口语结合起来，听力部分又包括听力理解和记笔记，口语部分包括信息整理和陈述。每个环节都同等重要，且环环相扣。本任务的重点是考查考生理解主旨大意的能力及在此基础上做出分析并陈述的能力。因此，考生作答时，应首先正确理解题目要求，根据问题分别记录关键信息，之后迅速梳理信息，归纳总结。作答需简明扼要，表述需做到内容完整、正确，语言简练、准确。现以样题为例进行分析：

1. 正确理解题目

题目说明 You will hear five short extracts from their feedback. After that five questions will be asked on what each speaker has mainly talked about 提示考生注意：第一，笔记需要记录五段发言，不能记错发言顺序；第二，要理解每位发言人所做的反馈；第三，要关注发言的主旨大意，而不是细节。题目说明 You should give oral answers and each of your answers should be brief 提示考生注意：考试时间有限，必须做简短回答；记笔记时，应着重记录相关内容。题目说明 You must answer each question within 15 seconds after you hear a tone 提示考生需要根据自身情况，安排好15秒以内的发言内容。

2. 边听边记笔记

理解与记录大意：对于大多数考生来说，边听边记笔记不是陌生的任务要求，重要的是明确记笔记的目的是便于自己总结发言大意。因此，在听的过程中考生需要在理解的前提下捕捉关键词语。例如以下段落中出现的关键词语：

Speaker 1: The touch screen is a delightful surprise. Tapping the edge of the screen to turn the page is incredibly easy and less intrusive than pushing a button, which was always a little jarring reminder that I wasn't, in fact, reading a paperback. The small, quick tap of my thumb on the edge of the screen has become almost like a reflex and I don't notice it anymore; it feels natural.

发言1第一句话中就表明了主题：the touch screen, a delightful surprise, 后面几句话也都包含了 screen 这一主题词，因此考生应该把 screen 记录下来。同时，后面的句子也具体说明了触屏的特点，

给用户带来什么样的 *delightful surprise*，发言人用了 *incredibly easy* 和 *feels natural* 这样的词语进行具体描述。从这些词语看，发言人的发言大意是关于用户的感受，而非产品使用说明，更不是同类产品功能比较。

记录速度、量与形式：选择性记录可以提高记笔记的速度和准确度，同时考生可以用最简单、快速的方式记录，不必拘泥于形式。另外，考生也可在已记录的词语中标注出重点。

例如：在第一位发言人的评论 *The touch screen is a delightful surprise* 中，考生可以记录下来 *the touch screen* 和 *delightful surprise* 等词，然后在 *surprise* 后面记录使用感受，以备之后总结用。

3. 准备总结发言

除了标注关键词语（比如第一个发言中的 *the touch screen*）之外，考生应对每个发言有一个总体的认识，并概括性地表述出来。例如：

发言1强调了用户体验，因此可以用 *experience* 一词，通过表述所用词语可以直接判断出这个触屏很好用。

发言2通过比较本产品和同类产品价格在价格、分辨率方面的优劣，得出的结论是画面质量略逊一筹，关键词语是 *the quality of the screen*。

发言3抱怨触屏页面会发生变化：*the touch screen will have changed*。

发言4自问自答，总结了这款电子书阅读器如何物美价廉：*less expensive and can do everything that the more expensive Kindle models do*。

发言5表达如何定位这款电子书阅读器：*It has its own unique features*。

4. 注意口语表达

发言要直截了当，在15秒内概括回答即可；切忌在总结发言后继续啰唆，影响得分。另外，考生发音要准确，吐字要清晰，语流要连贯，且无严重语法错误。

📌 作答建议

对考生完成“发言分析”任务的一些建议：

- 准确捕捉发言的主题，掌握发言人立场。
- 简要记录关键词语，即与发言主旨相关的内容。
- 充分利用30秒准备时间梳理信息，提炼关键信息并迅速组织语言。

Task 2

任务说明

“数据解说”任务要求考生阅读一份商务数据图，在90秒内了解图表信息，之后口头回答八个问题，每一个问题的答题时间是15秒。本任务考查考生理解、转述数据信息的能力。

答题思路

考生应在90秒内对数据图有一个初步的认识：从数据图的名称判断数据表达什么类型的信息，从数据图的横轴和纵轴了解信息的具体内容和数量的多少。快速了解这些信息之后，听清指令和八个问题，根据图表信息口头回答问题。每一个问题必须在15秒之内完成作答。

为了帮助考生作答“数据解说”任务，现以样题为例，大致分析一下问题的类型以及答题要求。样题里的八个问题可以分成三个类型：单个数据描述、两个或两个以上数据的比较、数据增长或减少的描述。

样题所给的数据图是关于一家公司的主要费用开支情况。Q1. How much did the company pay in rent in 2014? 就是典型的单个数据描述问题，考生只要看一下2014年rent对应的数值，就可以直接回答问题。答案可以是一个短语，也可以是一个简短的句子，只要信息正确都得分。所以，对于Q1，考生可以这样回答：Two million (yuan)/They paid two million (yuan)/It paid two million (yuan).

样题的Q2、Q4和Q5要求考生对两个或两个以上的数据进行比较，然后回答问题。Q2. For rent costs, which was the fastest growth year? 需要考生比较一下2014-2015年和2015-2016年rent的增长幅度。显然，2015年的增长幅度比2016年的增长幅度大，所以，考生应回答说：2015/It's 2015. Q4. What was the biggest expense in the year 2016? 是比较2016年所有费用开支的多少，结果发现是salary开支最多，所以，答案是Salary/The biggest expense in 2016 was salary. Q5. Which expense was second highest in 2016? 仍然是比较2016年所有费用的多少，找出费用开支第二多的项目，答案是Rent/Rent was second highest in 2016.

Q3、Q6、Q7和Q8是对数据增长或减少进行描述方面的问题。Q3. Which expense sector has had steady growth over the past three years? 要求考生回答哪一块开支呈现平稳增长；Q6. For salary, which year saw sharp growth? 是问哪一年工资开支急剧增长；Q7. Which expense sector has decreased over these three years? 需要考生找出哪一块开支呈现减少的趋势；Q8. In which year did other expenses decline sharply? 是问其他开支在哪一年呈现大幅度减少。同理，考生可以用短语或者完整的句子对这些问题进行问答。答案如下：

Q3. Transport/Transport has grown steadily over the past three years.

Q6. 2015/2015 saw sharp growth in salary.

Q7. Other Expenses/Other expenses have decreased over these three years.

Q8. In 2015/Other expenses declined sharply in 2015.

👉 作答建议

考生作答“数据解说”任务时，首先要看清楚数据图表，了解信息的种类和信息的具体数量；然后仔细听八个问题，听清每一个问题之后，根据题意回答问题。回答问题时，考生可以简答，也可以用完整的句子详细回答，但要注意发音清楚，说话的音量要适中。

Task 3

👉 任务说明

“业务介绍”任务要求考生在3分钟之内阅读一份300词左右的介绍类材料（如公司或产品的简介等），然后准备90秒，用1分钟向客户介绍所阅读材料的主要内容。本任务考查考生根据所给材料口头概括主要信息的能力。

👉 答题思路

作答此任务时，考生应明确考查重点是概括所给材料主要内容的能力，重点关注阅读材料的主旨句、主题句和总结句。一般情况下，每一段的第一句和最后一句是重点句，含有该段的重要信息。考生要快速提取这些重要信息，忽略具体细节。作答时注意要点齐全，不遗漏重要信息。

现以样题为例进行分析。阅读材料是有关一家IT公司的一篇文章，共分三段，每一段都有一个主题，分别阐述这家公司的重要特色。

第一段的重要信息有：helping over one-third of the world's population to connect to the Internet and improving people's digital experience in work, life, and entertainment。

第二段的重要信息有：advocate openness, collaboration, and shared success and promoting ongoing, collaborative industry development。

第三段的重要信息有：bridging the digital divide and further promote sustainability。

考生应根据文中的这些重要信息，在90秒内进行快速梳理并组织语言，介绍的内容要点应该包括：help over one-third of the world's population to connect to the Internet and improve people's life experience; advocate openness, collaboration and shared success and promote industry development; bridge the digital divide and drive sustainable development等。

👉 作答建议

对考生完成“业务介绍”任务的一些建议：

- 按照阅读材料的顺序介绍主要信息。

- 内容方面要求紧扣主题，条理清晰，要点全面。
- 语言表达方面要求发音清晰，表达流利，词汇和语法准确，句式灵活，表述得体。
- 注意介绍的连贯性和完整性，不要就某一要点做过多阐释而导致没有时间介绍其他要点。

Task 4

👉 任务说明

“商务演讲”任务要求考生置身于职场商务情境之中，就某一具体目标完成信息传递、情况说明、观点阐释以及劝说等单向交流任务。考生应仔细阅读和领会场景信息及任务要求，演讲内容应紧扣所列信息要点和具体任务要求，演讲语言应呈现商务及职场语境语体特色。本任务准备时间90秒，发言时间60秒。

👉 答题思路

考生应仔细阅读和体会场景信息，透彻领会演讲者身份、听众身份、演讲内容以及演讲目的，然后通过场景想象将自己充分带入虚拟演讲者身份，完成演讲任务。演讲内容要结构合理：首先，问候听众，并以一两句话作引，开门见山，概述本次演讲的主题和主要内容；其次，具体阐述三点核心内容，并就各点内容适当展开，可使用 *firstly, secondly, furthermore, in addition, on the contrary, lastly* 等词汇突出演讲内容的条理性 and 逻辑性；最后，应以一两句话总结收尾，加强听众对演讲核心内容的印象。现以样题为例进行分析：

根据背景和场景描述，演讲者为一家国际玩具公司人力资源部门的员工培训协调员（a training coordinator at the Human Resources Department at D-Toys International），听众为市场营销部门员工（employees in the Marketing Department），演讲内容为阐释跨文化交际培训项目对市场营销部门员工的三点益处（a cross-cultural communication training program），演讲目的为让听众充分领会培训项目对他们个人的意义并说服他们主动参加培训项目（to encourage them to join）。

综合分析以上信息后，考生应该领会以下要点：（1）这是一次公司内部演讲，演讲者和听众不存在上下级关系，演讲场景氛围相对较为轻松，语气不应太过刻板 and 强硬，比如避免使用祈使句以及类似 *must, should* 等语气较为强硬的情态动词，尽量使用 *could, would, maybe* 等语气较为柔和的词语，否则难以达到劝说效果；（2）公司有国际背景，市场营销部门的工作人员应该具有一定的跨文化交际意识和需求，应该有参加此类培训的意愿，所以，让他们领会到培训的回报会大于他们将需要因此而投入的时间和精力，比单纯跟他们讲培训的益处更重要，例如，建议听众 *consider it as an investment* 以及 *look into the future* 等；（3）对三点演讲要点的阐述要紧贴听众“市场营销部门员工”的身份展开，充分说明跨文化交际培训对他们个人的受益点，而非大而化之的抽象理论和大道理，

例如，比起说 Cross-cultural communication skills are important for understanding other cultures 这样的抽象道理，不如说 You are in the Marketing Department and you may need to work with people from another culture. Joining the training program will help you work with them better.

在以上分析的基础上，想象面前坐着若干听众，发言便能有的放矢，内容自然充实。

作答建议

对考生完成“商务演讲”任务的一些建议：

- 在不脱离考题所列要点内容及演讲背景的前提下，可展开合理想象和创作。
- 适当使用设问、反问等修辞，增强场景感和交流感，增加说服力。
- 语言流利但不要刻意追求“一气呵成”，没有停顿和间歇，反失真实交流感。
- 注意避免混淆考生身份和演讲者身份。



书面沟通

Task 1

任务说明

“梳理信息”任务要求考生阅读一篇600词左右的说明性书面材料，对材料中的关键信息进行提炼和改写，补全表格。本任务主要考查考生分析篇章结构、分清主旨和支持性观点、提取主要信息以及概括和改写的 ability。

答题思路

1. 快速通读全文，了解文章的主旨和大致结构

英语文章的标题通常非常清晰地表明文章的主要话题，因此考生在阅读文章时应该注意从标题入手，迅速得出文章主题。另外，作者往往会在开头的一、二段中对整个文章的主题进行描述，之后针对这一主题从不同角度进行具体阐述，再在最后的一、二段中进行总结。所以，考生在第一遍快速通读全文时应特别注意对主题段落、中间展开段落和总结段落进行区分。

由样题的文章题目 Planning Business Research 可以推断文章将围绕介绍如何计划开展研究这一主题展开，所以，考生阅读的重点要放在针对这一主题作者提出了哪些方法和建议。很明显，样题第一段是主题段落，在这一段作者把开展研究这一话题具体到了研究报告撰写这一具体方面，并对如何撰写报告给出具体的方法和建议。之后的几段都是具体陈述段落，为达到提出具体方法和建议这一目的，作者使用了比较明显的句型或短语，如祈使句、the next step 等。最后一段为总结段落，作

者使用了 Having done all these 这样承上启下的信息，提示考生应把之前提到的“所有步骤”在文章中进行区分和提炼。

2. 对文章结构进行划分和具体分析

在通读全文时，考生对于文章的主旨和大致结构已经有了初步了解，接下来则要对文章结构进行具体划分和信息提炼。尤其是对于中间展开段落，考生除了要提炼出段落的主题，还需要对段落主题下的支撑观点进行层次划分和信息提炼，也就是说，考生需要找到段落中的主题句并从主题句中提取关键信息，同时能够对支撑观点进行层次划分，并提炼出每个层次的关键信息。

在样题中，作者通过六个段落从六个角度对如何撰写研究报告进行了阐述，每个段落的第一句为该段的主题句，之后在每个段落中针对每个主题又进行了具体陈述。考生在进行分析和提炼时，要特别注意主要信息和关键词的提炼，以及利用关联词对层次进行更好的划分。以样题第二段为例。从第一句主题句中可以发现最核心的关键词是 authorized，即核心思想是需要获得授权。而在该段中，针对授权作者从三个方面进行了具体阐述。作者首先通过短语 In some situations 给出了第一种情况，即针对 specific reports 的要求是 need no additional authorization；然后通过 But, also 提示第二种情况，即与第一种情况相反的情况和做法；最后通过 In addition 引出第三种情况，即针对 a special project 的要求是 a review of the request。

3. 着手进行题目解答

在对文章结构有了比较充分的分析和认识之后，考生可以着手进行题目解答。在这个步骤当中，考生要根据在文章中分析得出的关键信息，根据语篇特征以及字数要求，对关键信息进行必要的词性转换和改写。

样题是一篇针对如何撰写报告给出具体的方法和建議的文章，针对该文体特点，在进行结构分析时采用了相应的“v.+n.”形式，所以，考生答题时也应采取同样形式。例如样题第三空，主题句的关键信息是 a clear understanding of your audience，如果直接使用这个信息既与整个文体不相符，也不符合字数要求，通过分析可知此处作者是指撰写报告时要分清报告所面对的对象是谁，因此通过改写可以将答案写成：clarify the audience。再如第七空，主题句的关键信息是 identify the scope，与文体相符，也符合字数要求，因此可以直接用作答案。另外，从后文的具体描述可以看出，作者强调的是由于 time and money constraints，需要 focus your study on the factors most likely to yield relevant data，因此，该题答案也可以提炼成：narrow the scope。

📌 作答建议

对考生完成“梳理信息”任务的一些建议：

- 答题时要注意字数要求，缩减多余词汇，着重关键信息。
- 对于关键信息可进行必要的改写以符合整个文体风格和字数要求。
- 答题时结构顺序要与行文顺序一致，不能随意调换。
- 答案需拼写正确，无语法错误。

Task 2

任务说明

“研判材料”任务要求考生阅读一篇600词左右的议论文，辨析观点和事实以及句子之间或段落之间的逻辑关系。本任务主要考查考生的思辨能力和逻辑分析能力。

样题解析

样题主要讨论网约车出租车服务“优步”(Uber)对行业规范和消费者权益所造成的影响。“优步”突然发展壮大，对传统的出租车行业发起了挑战，对于“优步”的质疑声也一波高过一波。这篇文章主要探讨的是对于优步的指责哪些是不恰当的，然而同时又有哪些大家尚未察觉的潜在威胁。

第一题：第一段哪一句指出了全文的中心思想？本题考查考生抓取文章主旨大意的能力。这一段前两句都是描述现象，第三句是转折，指出上述对于优步的指控都有失偏颇。第四句明确指出“现有的指责并非优步真正的威胁，而真正的威胁还没有被发现。”文章剩余的部分都是围绕这一中心思想展开的。因此，第一段第四句是全文的中心句，为本题的正确答案。

第二题：第二段哪一句陈述了一个观点？甄别事实和观点是研读材料所要具备的基本能力之一。事实性的信息是独立于主观意志存在的，但是观点性的信息会带有主观印记，经常出现在think, should, believe等词后面。第二段中提到优步在很多欧洲国家被禁，这些都是事实性的信息，但是作者在第四句中指出“虽然优步使用带有欺骗性的软件规避法律管理有失德之处，但是从消费者的角度出发，我认为政府全盘禁掉优步的做法更令人担忧。”句中出现了I regard这种主观色彩明确的表达，因此第四句是观点性的。

第三题：第二段哪一句证明了优步的受欢迎程度？第五句描述了作者在波特兰的亲身经历，证明优步价廉质好，因此为优步的受欢迎程度提供了证明。

第四题：第三段哪一句是反对意见？题目要求考生不仅要甄别出事实和观点，还要进一步辨析它是正面观点还是反面观点。本段第一句中指出“对于优步的另一项指控就是它给司机的待遇非常苛刻”，因此是反对者对它的指责。

第五题：第三段哪一句是事实性信息来源？第三句是用具体的数据来对比优步司机和传统出租车行业中司机的工作时长以及自由度，因此是事实性信息来源。考生需要注意的是，“事实性信息”和“事实性信息来源”不同，前者是要跟观点性信息进行区分，后者是侧重信息来源于哪里。

第六题：第三段哪一句是专家的观点？第三段第四句是一个科研团队通过研究所得到的结论，因此可以当作相关专家的观点。

第七题：第四段哪一句是观点？第二句“加利福尼亚州应该为优步大力将无人驾驶技术推向市场而拍手称快而不是向其征税”，should一词暗示了作者的价值判断，因此是陈述了一个观点。

第八题：第四段哪一句表示研究结果？第六句“数据表明……”包含了研究所取得的结果的含义。

第九题：第五段哪一句是作者的观点？第二句“虽然优步存在一些需要受到惩戒的问题，但是这些对用户体验的性价比和它所提供的赚钱机会方面却没有任何影响”，代表了作者个人的观点。

第十题：第七段哪一句是对将来的预测？第四句“它所获得的市场力量可能最终会削弱它目前最受欢迎的特色：低价”，预测了优步的发展态势及今后可能出现的问题。

📍 作答建议

议论文通常逻辑性强，论证过程中前后衔接紧密，且有理有据。建议考生在答题时，首先，要有全局意识，抓住文章的主要论点和作者的思路，并且把握文章结构和逻辑走向；其次，要关注句子之间的逻辑联系，了解叙议结合、举例子、给数据、作对比、表示因果等议论技巧；最后，考生在平时要注意养成甄别事实和观点的习惯，积极培养思辨能力。

Task 3

📍 任务说明

“撰写信函”任务要求考生阅读一封商务函件的部分内容后，根据题目要求撰写回信。本任务考查考生根据给定的商务情境（有可能是公司内部沟通，也有可能是公司与外部机构沟通），以特定身份向指定对象传递信息、说明情况的能力。写作篇幅在70词左右。

📍 答题思路

1. 在动笔撰写回信之前，考生应认真阅读题目要求，明确下列三个问题：

首先，明确身份。样题的题目说明中交代了电子邮件来自一家广告公司的客户代表（Anna Brown, an account executive of Buzz Advertising）；根据电子邮件的第一句话 we had a staff meeting in the morning even though you were unable to attend 可推断出考生的身份是这家广告公司的雇员。此外，由电子邮件的语气可以推测，发件人可能是收件人的上级，二者也可能是平级关系。

其次，明确背景。考生要仔细阅读电子邮件，提炼出其核心内容。样题中的电子邮件主要包含以下几层意思：召开了员工会议；在会议上通报了本部门在拓展天津市场方面取得的进展；讨论了数据存档保密事宜和更新后的预算；相关资料已经放到收件人的办公桌上；如果收件人有任何问题或疑虑，可以联系发件人。

最后，明确目的。样题中撰写回信的三个具体目的均已明确列出。考生应紧扣这三个目的，有针对性地撰写回信。

样题中的三个具体目的分别是：

- expressing apology for not attending the meeting
- explaining the reason why you were absent
- requesting additional information on the updated budget

针对第一个目的，表示歉意，考生可做如下表述：

I apologize for not being able to attend the staff meeting this morning.

针对第二个目的，解释未能参加会议的原因，考生可做如下表述：

The reason for my absence was that my flight from Shanghai yesterday was delayed due to a severe thunderstorm. I did not arrive in Beijing until 3 am this morning.

针对第三个目的，希望发件人就更新后的预算提供更多的信息，考生可做如下表述：

Thank you for keeping me informed of your discussions earlier. Upon reading the budget update, however, I do have some doubts and questions. Could you perhaps explain the rationale for the change for me?

2. 在作答过程中，考生还要注意把握商务信函、电子邮件的内容和格式。

首先，撰写回信在内容上要达到三点要求：清楚、准确、充实。所谓清楚，是指能把回信的三个目的清晰地传达出去，行文不可以有疏漏，表达不可以含混不清。所谓准确，是指不能随意篡改信息或扭曲回信的目的。所谓充实，是指能对题目列出的目的进行一些具体的细节补充。例如，在解释未能参加会议的原因时，提供的解释需要足够具体，而且合乎情理。在提出进一步请求时，也需要对来信的一些内容进行呼应，以保持上下文的连贯性，避免内容跳跃。细节撰写的质量可以体现考生的英语能力，也能体现考生商务实践及知识的积累。

其次，撰写回信在格式上要注意结构合理、要素齐全。

如果题目要求以信函的方式撰写回信，考生作答需要包括日期、称呼、信函正文、信尾敬语和签名五个部分。商务信函的撰写有两种基本格式可供考生选择。第一种是传统式结构。先把日期写在信纸的右上角，然后另起一行，从信纸左边开始写称呼，信函正文每一段的第一行都缩进，而信尾敬语和签名都写在信纸的右下区域。第二种是全齐头式结构，即信函所包含的五个部分全都从信函的左边顶格开始写，整封信函都无需首行缩进，但段与段之间常空一行。

如果题目要求以电子邮件的方式进行回复，考生作答只需包括称呼、邮件正文、信尾敬语和签名四个部分。日常商务电子邮件的另外两个必备要素“邮件地址（包括发件人、收件人、抄送人等）和邮件标题”可以省略。

下面，详细说明考生撰写商务信函、电子邮件需要包含的五个部分，请注意其中“日期”一项仅适用于商务信函：

(1) 日期。商务信函中日期书写应该严谨、正规。日期的标注格式可采取“月日年”形式(May 25, 2017)，也可采取“日月年”形式(25 May, 2017)。

(2) 称呼。可以用 Dear Mr. 或 Dear Ms. 开头，后面加上收件人的姓或全名。以样题为例，考生在称呼部分可以写 Dear Ms. Brown 或 Dear Ms. Anna Brown。称呼后面的标点符号一般使用逗号，也可以使用冒号。请注意在英语中很少用“职务”称呼收件人。

(3) 正文。在信函或电子邮件的正文部分，考生需要根据内容的不同层次进行合理分段。注意每段内容要主题明确，段落之间要有连贯性。

(4) 信尾敬语。考生可选择使用 Sincerely yours, Yours respectfully 等；在电子邮件中，还可以使用 Regards, Best regards, Best wishes 等。

(5) 签名。在信尾敬语的下方签上名字。需要提醒考生注意的是，此处不得签署考生的真实姓名，而应根据给定商务情景中的身份编写一个英文名字。

作答建议

对考生完成“撰写信函”任务的一些建议：

- 考生在撰写信函时无需书写（邮件）地址、邮件标题。
- 语言表达要正式，有礼貌，避免使用俚语、网络语言、表情符号，如 CU, :-) 等。样题中的电子邮件使用了 unable to attend, informed, issues, concerns 等比较正式的表达和 please, thank you for, could you perhaps 等表示礼貌的表达。
- 正文应简明扼要，但也要注意呼应来信的重要内容，灵活使用过渡词，避免简单僵硬地罗列题目中的三个目的。

Task 4

任务说明

“撰写提案”任务要求考生根据给定话题及要点撰写一份商务提案。本任务考查考生根据既定情境以特定身份向指定对象阐明及论述观点的能力。考生应对提案话题进行描述分析，并对提案内容进行论证。考生应使用商务写作风格，提案的角度和语气应符合给定的身份。写作篇幅 150-200 词。

答题思路

商务领域的提案通常都是任务导向型。无论每个提案具体涉及什么内容，撰写者都需要明确以下两点：一、目标读者是谁？例如，提案是提交给公司/机构内部还是外部人员？是给公司领导还是同事阅读？显然，撰写者应该根据目标读者选择相应的身份，采用适当的语言风格和语气进行写作。二、最终要完成什么任务？例如，综合市场调研信息，提出产品服务改进方案；分析总结员工申诉

问题，为人力资源管理部门提供建议等。撰写者需要根据任务要求来完成提案，既不要遗漏，也不要画蛇添足。

现以样题为例进行分析。根据题目描述的商务情境，你是一家时尚杂志社的员工。目前杂志发行量下降，员工士气低落。你和其他几位同事一起调查情况后需要向主管提交一份提案，提出激励员工、提振士气的方案。因此你是作为下级就机构遇到的问题进行分析和提出解决方案，来向上级提供决策依据和参考。提案需要覆盖的要点包括对问题的简要描述、调查结果与分析、解决方法的建议。

具体来说，开头需要引出提案主题和内容概要。考生可以这样表述：

Following the recent decline in the circulation of the magazine and employee morale, our team was asked by the HR manager to conduct an investigation and present suggestions for boosting staff motivation and morale. This proposal outlines the findings of the investigation and offers several recommendations.

对于调查结果和分析部分，考生需要从题目列出的调查发现中提取与提案主题密切相关的要点，并做必要的分析、归纳和总结，而不能只是将列表上的内容照搬过来。对此可有如下表述：

The employee survey reveals that the most widespread dissatisfaction is with communication, both upward and downward. Employees find it difficult for their opinions to reach the management and feel generally in the dark about our company vision and policies.

Another common complaint has to do with workload. Our staff report considerable work-related stress and frustration over tight deadlines.

Lastly, uncertainty about personal and corporate future is also prevalent. This may have been partly caused by the absence of a well communicated company vision. But the pessimistic outlook results also from insufficient development opportunities and lack of team spirit.

In conclusion, the main issues that have negatively impacted staff morale are poor communication, work-related stress and unclear future development.

最后，考生需要根据以上的调查结果分析和得出的结论，提出实际解决方案。例如：

Employees should be encouraged to give ideas and suggestions through small-group meetings and company newsletters and rewards should be provided for the best ideas.

It is also recommended that team-building activities be organized, such as participating in events like the Color Run or inter-company competitions.

这里仅列举两例供考生参考。在实际作答过程中，考生也可以采取将问题与解决办法一一对应的做法。

作答建议

对考生完成“撰写提案”任务的一些建议：

- 仔细阅读题目，确保正确理解提案要求。
- 在需要描述题目中介绍的相关背景、调查发现时，一定要用自己的语言进行描述，避免照抄题目原句。
- 题目中列举的调查结果未必每一项都是造成问题的（主要）原因，或者都与需要完成的任务直接相关，因此考生需要注意加以区别和分析归纳，避免照单罗列所有选项。
- 提出的建议要和前面的调查分析有逻辑上的承接关系、有针对性，不要与上文脱节。
- 在符合题目中的商务情境和作答要求的前提下，考生可以根据自身的知识储备和实践经验，补充题目中没有设定的一些细节。

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真题及作答样例

一、“国才中级”真题



口头沟通

Task 1

A restaurant was recently picked as best for budget dining in the town by a travel magazine. Local television randomly interviewed some of its customers. You will first hear five short extracts from their comments and then should answer the questions about the main point each speaker made. You should give oral answers and each of your answers should be brief. You must answer each question within **15** seconds after you hear a tone. Note-taking is allowed while you listen.

Question 1: What did the first speaker mainly talk about?

Question 2: What did the second speaker mainly talk about?

Question 3: What did the third speaker mainly talk about?

Question 4: What did the fourth speaker mainly talk about?

Question 5: What did the fifth speaker mainly talk about?

Scripts

Speaker 1: The restaurant has been around for a long time. Nothing changes. It's a good place for people to hang out. It's always crowded because everyone loves their sandwiches. Old people, young people, all ages and generations. I probably have met the entire population of the town here at some time. When our son from Ruston comes to town, he won't have lunch anywhere else!

Speaker 2: I've been eating here for years. The shrimp is fresh and perfectly fried. Nice lettuce and tomato to accompany it and on a very fine piece of French bread. I am not an oyster fan; those who are also think they are perfect. Although it's a seafood restaurant, don't miss the turkey and sausage. Snowballs, Po'boys, whatever your preference, you will definitely want to come back. Generously portioned, so don't order too many.

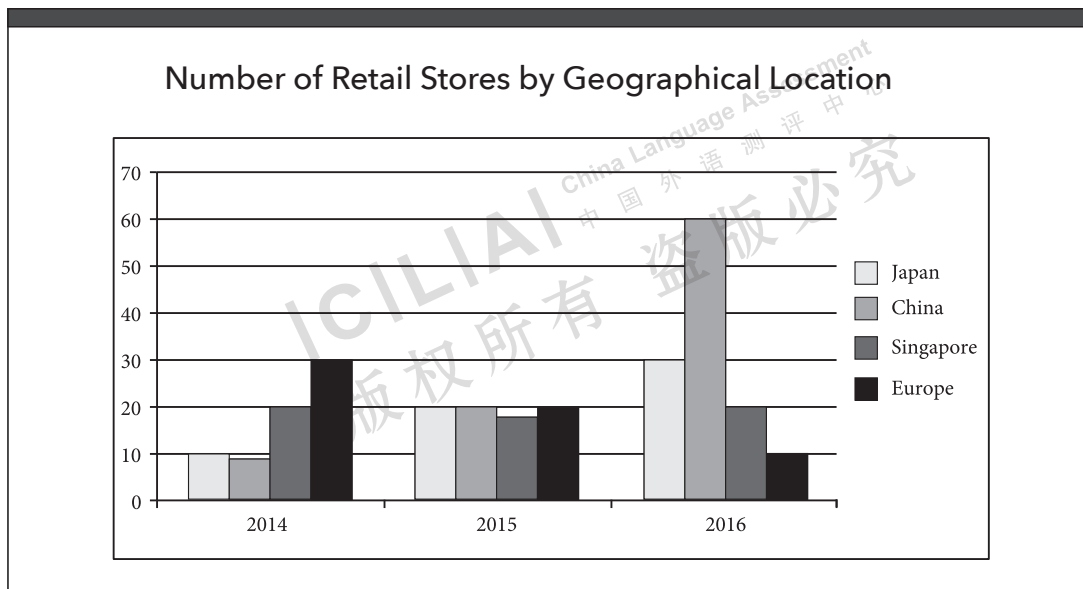
Speaker 3: We arrived at 11:30 am and the restaurant was really busy. We ordered our food and sat down and it took about 50 minutes to get our sandwiches. Both my boys got really hungry; fortunately the restaurant offered free sides. The staff were nice and fast; I wondered why it took them so long. I saw that a lot of people ordered to go so perhaps that slowed things down. The sandwich was worth the wait, though.

Speaker 4: It's a nice old building in the university area. The kitchen is right there at the order desk. Everybody yells at everybody. Don't get me wrong. I'm not saying they are rude or anything like that. The staff are some of the nicest people you will ever meet. Most of them are college students, who add vitality to the environment. There's a fun and exciting atmosphere with a mix of families, business people, college students, and senior citizens.

Speaker 5: I usually call in and order a pickup, since there is limited seating. The food is phenomenal. One thing that keeps me from coming more often is that they still don't accept credit cards or debit cards. There is an ATM there if you forget, but still it's not very convenient. I mean, it's the 21st century and it doesn't hurt if they could use a bit of technology. Cash only is so out of fashion.

Task 2

Study the bar chart relating to the number of major retail stores owned by a company based in Hong Kong, then answer the eight questions. You should give oral answers and each of your answers should be brief. You will have **90** seconds to study the chart and you must answer each question within **15** seconds after you hear a tone.



NOW PLEASE ANSWER THE QUESTIONS

- Q1. How many retail stores did the company have in Japan in 2014?
- Q2. How many stores were there in China in 2016?
- Q3. In terms of the number of stores, which area has had steady growth over the past three years?
- Q4. Which area has had rapid growth over the past three years?
- Q5. Which areas had the same number of stores in 2015?
- Q6. Which area had the largest number of stores in 2016?
- Q7. Which area has had a decline in the number of stores over these three years?
- Q8. In which area did the number of stores remain almost unchanged?

Task 3

Read the following extract from the brochure of Kaymans Inc. about business healthcare. Introduce the business to your client by summarizing the main features of the service. You will have **3** minutes to read the extract, **90** seconds to prepare and **60** seconds to speak.



KEEP YOUR BUSINESS IN GOOD HEALTH	WHY CHOOSE KAYMANS INC.?	DESIGNING MY KAYMANS INC. PACKAGE
<ul style="list-style-type: none"> • Cut the cost of sick days A recent survey has shown that a staggering 180 million working days are lost each year due to sickness, at a cost of over £16.8 billion to British business (which equates to £595 per employee). Kaymans Inc. healthcare will cut this cost for you – regular employee health checkups may prevent days lost to sickness and when an employee does fall ill, timely high-quality medical care will ensure that they are absent for as short a time as possible. • Make yourself a more attractive employer A Kaymans Inc. healthcare package can help you to attract the very best employees and retain a happy healthy workforce who perceive that their employer cares about their welfare. 	<ul style="list-style-type: none"> • Flexible cover allows you to choose a personalized scheme to meet the requirements of your policyholders. • Services available to suit large or small businesses. • Prompt reliable medical service from experienced healthcare providers and a 24-hour health helpline. • Speedy appointments designed to fit around working hours. • Access to 250 high-quality hospitals and 750 experienced consultants. • Peace of mind that comes from choosing a health insurer with over 50 years of experience. 	<ul style="list-style-type: none"> • The core package This contains various types of hospital cover (out-patient, day-patient, in-patient), a private ambulance and access to our 24-hour health helpline. • Additional options You can set the level of hospital cover that you choose to provide; you can add in a members' excess option (where employees contribute towards their treatment); you can add dental care, optical care, and psychiatric cover. • Skilled advice and guidance Our advisers will be able to help you choose the package that suits you and your company best, based on where you are located and the needs of your employees.

Task 4

You are a managing assistant in the Customer Service Department at Carpenter & Son, a household furniture company. You have studied the customer complaints that were phoned in last month about in-home assembly service. Present the results listed below at a routine department meeting and suggest improvement measures.

- Etiquette-related: 67%
- Time-related: 55%
- Quality-related: 13%

You will have **90** seconds to prepare and **60** seconds to speak.



Task 1

Read the following passage on establishing businesses and use NO MORE THAN FIVE WORDS to fill in each blank in the outline below.

A Serial Entrepreneur's Secrets for Longevity

As a serial entrepreneur, you could say that change haunts me in my sleep. It's rare that a week goes by when I don't find myself lying awake at least one night, staring at the ceiling as my head spins with ideas about a new company I want to start. At times, it's a gift. (I get to be my own boss. Life is never boring.) But at other times, it can be a curse. The entrepreneurial life is a frenetic one, and in my day-to-day world, I constantly challenge myself and my team to push our entrepreneurial limits.

Entrepreneurship presents me with an almost constant double-edged sword which I may need to one day fall on. But I wouldn't have it any other way. After founding four startups, I know that I thrive best in this steely, swashbuckling environment. The following is how to establish staying power in an ever-changing entrepreneurial space.

I look for employees that are as innovative and as flexible as I am. Potential startup employees need to be OK with the idea that they may be hired to work for one company, but may be asked to contribute to another if necessary. It's also important to look for candidates who seem willing to quickly grow and adapt. My team is successful because its members thrive on change. We constantly feed off each other's energy as we work to achieve new goals.

Sometimes, you win by losing. As defined by Investopedia, a Loss Leader Strategy is one in which "... a business offers a product or service at a price that is not profitable but which allows the company to offer another product/service at a greater profit or which attracts new customers." When starting new companies, I have, from time to time, accepted projects for their portfolio-building value rather than their value to my bottom line. Being able to share such high-profile work with new potential customers has benefitted me in two important ways: 1) I've been able to show potential clients that I have fruitful, non-profitable, ongoing relationships with other movers and shakers in their industries; and 2) I'm able to charge a more equitable rate for my company's services because I have a body of work that demonstrates my company's viability.

I take care to establish connections with people who will support me through inevitable turbulence. Members of your network need to care about who you are and what you represent, not just about your winning idea. Individuals who are “in it for you” will stick around for businesses Nos. 2 and 3, providing valuable contact-building, support and insight no matter what kind of company you build next.

Establishing business relationships as a serial entrepreneur is like saying, “I’m not certain exactly where this road is going to take us, but I’d really like to have you on the journey. We’ll have some setbacks, a failure or two, and probably some really big successes. At times, you’re going to feel like a Myanmar reed in a category-5 hurricane. Are you with me?” A serial entrepreneur’s journey isn’t an easy one, so you need to give valuable members of your network a reason to continue to support you. The resounding endorsement of colleagues is a direct result of a steadfast business track record. So, mind your reputation and never burn a bridge. You never know when you’re going to need an advocate.

A Serial Entrepreneur’s Secrets for Longevity: An Outline

I. A serial entrepreneur’s concept of entrepreneurship

- An ever-lasting wish: starting a new company;
- **1** _____;
- The best desirable career: running new companies.

II. Four strategies for building up staying power in companies

A. Hiring innovative and flexible employees who are:

- **2** _____;
- **3** _____;
- **4** _____.

B. **5** _____

- Loss Leader Strategy;
- **6** _____;
- Benefits the company in two ways:
 - Showing **7** _____;
 - Able to charge **8** _____.

C. Building up loyal contacts

- **9** _____;
- Continuing relationships into subsequent companies.

D. Being the person others want to work with

- Giving others a reason to support you;
- **10** _____.

Task 2

Read the passage about real economy and parasite economy and answer the questions by choosing the correct option.

The Real Economy vs. the Parasite Economy

- I. (1) There are two types of businesses in America today: those that pay their workers a living wage – the real economy – and those that don't – the parasite economy. (2) And all of us who live and work in the real economy should seriously think about how the parasite economy is sucking us dry.
- II. (1) The difference between these two economies is stark. (2) The real economy pays the wages that drive consumer demand, while the parasite economy erodes it. (3) The real economy generates about \$5 trillion a year in local, state, and federal tax revenue, while the parasite economy is subsidized by taxes.
- III. (1) You see, I am an entrepreneur and venture capitalist investing mostly in technology companies that pay the sort of middle-class wages that enable our workers to fully participate in the economy as consumers of other companies' products. (2) That's the way a market economy is supposed to work. (3) We buy your products. You buy ours. (4) But low-wage workers at parasite companies – mostly giant and profitable corporations like Walmart and McDonald's – cannot afford to robustly consume our products, or almost anybody else's, in return. (5) The parasite economy is simply bad for business. (6) At best, a worker earning the federal minimum wage of \$7.25 an hour can barely manage to pay the rent, buy some groceries, and maybe a bus pass, leaving little disposable income for anything else.
- IV. (1) A leading advocate of the parasite economy is the National Restaurant Association (the other NRA), which has worked assiduously to keep wages low. (2) The federal minimum wage for tipped workers, unchanged since 1991, is \$2.13 an hour, which is extremely shocking – almost unbelievable. (3) The median hourly wage for restaurant servers, including tips, is just \$9.25 per hour. (4) In its 2014 edition of "Consumer Spending in Restaurants", the NRA notes that "The primary influencer on consumer spending in restaurants is disposable income."
- V. (1) I used to take parasitic business practices for granted, believing that they were an inherent and unavoidable feature of capitalism. (2) But the more I examined the evidence, the more I realized that this just isn't true. (3) Some

companies just choose to pay their workers as little as possible, and others don't – while some companies have simply never bothered to imagine that there might be any other way. (4) And yes, some companies reluctantly keep wages low in the face of market pressure from more willfully parasitic competitors. (5) But in the end, all of us – workers and business owners alike – pay the price in the form of decreased demand, higher taxes, and slower economic growth.

- VI. (1) Today, a majority of the money we collectively spend on anti-poverty programs doesn't go to the jobless. Instead, it goes to the working poor. (2) According to a recent analysis by the Economic Policy Institute, 69.2 percent of all public benefits go to non-elderly households with at least one working member, nearly half of whom work at least full-time.
- VII. (1) And then there's Medicaid. (2) According to the Kaiser Family Foundation, total state and federal Medicaid spending cost U.S. taxpayers \$475 billion in 2014. (3) Conservatives disparage Medicaid as a costly "entitlement", but an entitlement to whom? (4) Workers can't work when they're sick or dead; that's why real-economy companies provide their workers with health insurance and paid sick leave. But parasite-economy companies pass that cost off to taxpayers.
- VIII. (1) This is a ridiculously inefficient way to run an economy. (2) Complex bureaucracies like food stamps, Medicaid, and housing assistance are expensive to administer, while the relentless task of applying, qualifying, and maintaining eligibility for the various state and federal programs can be a time-consuming and humiliating process for those compelled to use them. (3) Being poor is hard work in and of itself. (4) So why spend billions on a bureaucratic redistribution system when employers could simply pay workers enough to afford food, medical care, and housing on their own?

QUESTIONS

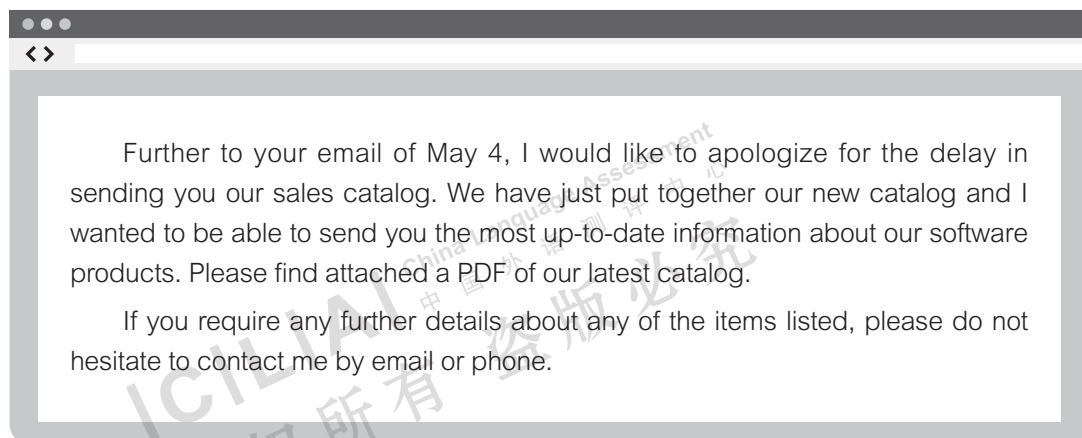


1. Which sentence in Para. I states an opinion? _____
2. Which idea in Para. II is supported by a factual source? _____
3. Which sentence in Para. III provides a concrete example illustrating how the real economy works? _____
4. Which sentence in Para. III provides evidence for the idea that the parasite economy is bad for business as a whole? _____

5. Which sentence in Para. IV combines opinion with fact? _____
6. Which sentence in Para. V is the author's former opinion? _____
7. Which sentence in Para. V indicates the consequence of the parasite economy? _____
8. Which sentence in Para. VI quotes survey results as evidence? _____
9. Which sentence in Para. VII challenges the idea of Medicaid being "entitlement"? _____
10. Which sentence in Para. VIII provides evidence to the argument that condoning the parasite economy is an extremely inefficient way to run an economy? _____

Task 3

Read part of an email below from Jane Lynn, the Customer Service Officer of a software company.



Write an **email** to Ms. Lynn:

- acknowledging her letter;
- showing interest in one particular software product;
- enquiring about the possibility of a demonstration at your premises.

Write about **70** words within **20** minutes.

Task 4

You work at the China Headquarters of an international restaurant chain which has opened five restaurants in two Chinese cities so far. Recently, your star ratings on major Chinese customer review sites and apps such as Dianping.com have been declining. You have been asked to discover the possible causes of the decline and suggest ideas to improve customer dining experience. Your investigation reveals that the most frequent customer quotes on the review sites over the past six months are:

- slow service
- limited menu options
- vintage decor
- fresh seasonal ingredients
- condescending servers
- great happy-hour deals
- high service charges
- inconvenient parking

Write a **proposal** for your manager which includes:

- a brief description of the problem;
- your findings and analysis;
- your recommendations and reasons for them.

Write about **150-200** words within **30** minutes.

二、“国才中级”真题作答样例



口头沟通

Task 1

1. The restaurant is a good place to hang out and it's always crowded. It's famous for sandwiches and it's popular with all ages and generations of the town.
2. The food is delicious and the restaurant is famous for the seafood, the turkey and sausage, and many other kinds of food. She says we shouldn't order too many.
3. The restaurant was busy at 11:30 and he spent a long time to get the sandwiches. The staff were nice and the sandwich was worth the waiting time.
4. The restaurant is in an old building near the university. The staff are very nice, most of whom are college students and the atmosphere is full of vitality.
5. The speaker often orders a pickup and the food is excellent, but the restaurant accepts cash only, which's not very convenient.

Task 2

- | | |
|-----------|-----------------------------|
| 1. Ten. | 5. Japan, China and Europe. |
| 2. Sixty. | 6. China. |
| 3. Japan. | 7. Europe. |
| 4. China. | 8. Singapore. |

Task 3

The company offers very good services. The first one is to cut the cost of absence for sickness, that is to say, employers can save a lot for the employees' sick days. Actually, by offering this service, you can be a very attractive employer because you provide a wide range of cover for your employees. In addition to that, the service provides access to high-quality hospitals and even 750 professional consultants. And the service has a very long history and can be dated back to 50 years ago. No matter you are an out-patient, day-patient or in-patient, they can help you from time to time, and also they have a 24-hour helpline. In addition to the regular treatment, they can offer dental care, optical care, psychiatric care and also can provide skilled advice and guidance.

Task 4

The complaints are related to three areas. The first one is the most serious, which is related to the etiquette of our employees, which accounts for 67 percent. To solve this problem, I believe that the HR Department should design a training program to make sure that the manners of all the employees could improve within a short period of time. The second part is the time-related complaint, which accounts for 55 percent. To solve this problem, we should hire more employees and we can also cooperate with some logistics companies so that we can make sure that our products could be delivered to the customers as soon as possible. The third one is related to the quality, which accounts for 13 percent. To solve this problem, we should put more money into research.



书面沟通

Task 1

- | | |
|---|---|
| 1. Having positive and negative impacts | 6. Appreciating portfolio-building value |
| 2. Able to change | 7. strong relationships with counterparts |
| 3. Willing to grow and adapt | 8. a more equitable rate |
| 4. Helpful to one another | 9. Supporting in all circumstances |
| 5. Winning by losing strategy | 10. Protecting reputation and relationships |

Task 2

- | | |
|--------|---------|
| 1. (2) | 6. (1) |
| 2. (3) | 7. (5) |
| 3. (1) | 8. (2) |
| 4. (6) | 9. (4) |
| 5. (2) | 10. (2) |

Task 3

Dear Ms. Lynn,

Thanks for your newest catalog, which gives us detailed information on your software products.

After going through the catalog, we have a very strong interest in the sixth software product, named *The Online Learning Software*. We intend to apply this software to conduct an online training program for our employees.

Would you please give us a demonstration at our premises when you are available? Thus, we can have a general idea about the usage of the software. I am looking forward to your reply. Thanks!

Sincerely yours,

Wendy

Task 4

Recent years has witnessed the rapid development of our restaurant chain, but we are also confronted with the problems of the declining star ratings on some major customer review sites and apps. The problems mainly include slow service, limited menu options, condescending servers, high service charges and inconvenient parking, which need to be handled without hesitation.

The reasons for the problems are chiefly as follows. First and foremost, in recent years we haven't attached great importance to updating our menu options. What's more, some of the employees are not trained before they work for the reason that we have many part-time staff. Last but not least, there is no place for parking around our restaurants.

Therefore, based on my analysis, I am greatly convinced that our restaurant chain would be greatly promoted if the following measures were taken. To begin with, we should set up a training center for the improvement of our employees' manners and work efficiency. Besides, we should provide our chefs with more opportunities to get in-service training and to exchange ideas with other professionals in order to make more creative dishes. Thirdly, we should cut the service charges to attract more consumers and give them more discounts.

I am more than delighted to see our company was, is always and will be prosperous in the future.

考生请注意：本书提供的作答样例仅为示例，并非标准答案。为保证其真实性，并未做过多修改。

ICILIAI China Language Assessment
中国外语测评中心
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国际人才 英语考试

高
级

ICILIAI China Language Assessment
中国外语测评中心
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考试说明

一、考试简介

“国际人才英语考试”(English Test for International Communication, ETIC[®]), 简称“国才考试”, 是北京外国语大学中国外语测评中心研发的英语沟通能力认证考试体系, 包括初级、中级、高级、高端、高翻五个类别。“国才考试”旨在评价、认定考生在各类国际交流活动中的英语沟通能力, 为国际组织、政府机构、跨国企业等单位招聘、选拔人才提供参考依据。

国际人才英语考试(高级), 简称“国才高级”, 用于评价、认定高校学生及社会人士在国际商务交流活动中运用英语开展业务工作的能力。

二、考试内容与要求

“国才高级”由口头沟通和书面沟通两部分组成。每部分包括三项任务。考试采用计算机辅助形式。考试时间约105分钟。

(一) 口头沟通

本部分由商务演讲、商务公关、谈判决策三项任务组成。时间约15分钟。

“国才高级”口头沟通考试内容与时间

考试内容	考试时间
任务一	商务演讲 4分钟
任务二	商务公关 5分钟
任务三	谈判决策 6分钟

- 任务一 商务演讲** 考生根据给定话题进行发言，准备时间2分钟，发言时间90秒。本任务考查考生根据给定的商务情境，以特定身份向指定对象陈述个人观点的能力。
- 任务二 商务公关** 考生阅读一段背景信息材料，根据要求进行发言，准备时间2分钟，发言时间90秒。材料内容涉及企业的公共关系管理。本任务考查考生根据给定的商务情境，以特定身份向指定对象描述问题、阐述相应措施的能力。
- 任务三 谈判决策** 考生听一段或观看一段2分钟左右的商务谈判录音或视频，根据要求进行发言，准备时间2分钟，发言时间90秒。录音或视频内容涉及谈判双方争议、立场等，考生需总结双方已经达成一致的内容，就未达成一致的部分，根据要求给出指定一方的解决方案或妥协意见，并解释原因。本任务考查考生根据给定的商务谈判情境，以特定身份分析争议、做出决策的能力。

(二) 书面沟通

本部分由撰写信函、撰写报告、撰写提案三项任务组成。时间共90分钟。

“国才高级”书面沟通考试内容与时间

考试内容		考试时间
任务一	撰写信函	25分钟
任务二	撰写报告	25分钟
任务三	撰写提案	40分钟

- 任务一 撰写信函** 考生根据要求撰写一封150词左右的商务信函，内容涉及发出邀请、回应请求、解释进展、征求意见、咨询信息等。本任务考查考生根据给定的商务情境，以特定身份向指定对象描述、解释、说明情况的能力。
- 任务二 撰写报告** 考生阅读一份商务图表，按要求撰写一份150词左右的报告。本任务考查考生描述、比较、概括图表关键信息的能力。
- 任务三 撰写提案** 考生根据要求撰写一份300词左右的商务提案，考生需提出并论证某一提议。本任务考查考生根据给定的商务情境，以特定身份向指定对象阐明目的、分析现状、解释需求及进行论证的能力。

三、评分标准

“国才高级”口头沟通评分标准

分数档	话题阐述	语言表达
A档	<ul style="list-style-type: none"> 内容紧扣主题 充分完成任务要求 条理清晰，阐述充分 	<ul style="list-style-type: none"> 表达流利（发音清晰、语流连贯） 词汇、语法准确 句式灵活 表述得体 允许极个别口误
B档	<ul style="list-style-type: none"> 内容扣题 完成所有任务要求 条理较清晰，阐述较充分 	<ul style="list-style-type: none"> 表达较流利（发音较清晰、语流较连贯） 词汇、语法较准确 句式较灵活 表述较得体 允许个别口误
C档	<ul style="list-style-type: none"> 大部分内容与主题相关 基本完成任务要求 条理基本清晰，阐述不太充分 	<ul style="list-style-type: none"> 表达基本流利（发音基本清晰、语流基本连贯） 词汇、语法基本准确 句式有一定变化 表述基本得体 语言错误明显，有时影响理解
D档	<ul style="list-style-type: none"> 少部分内容与主题相关 未能完成任务要求 条理不清晰，阐述不充分 	<ul style="list-style-type: none"> 表达不流利（发音不清晰、语流不连贯） 词汇、语法不准确 句式较单调 表述不得体 语言错误较多，影响理解
E档	<ul style="list-style-type: none"> 个别语句与主题相关 	<ul style="list-style-type: none"> 仅能说出少量词语或句子
F档	<ul style="list-style-type: none"> 作答内容与主题无关或未作答 	

“国才高级”书面沟通评分标准

分数档	内容	结构	语言
A档	<ul style="list-style-type: none"> 内容紧扣主题 充分完成任务要求 有丰富的细节支撑，信息准确 	<ul style="list-style-type: none"> 条理清晰 衔接自然，行文流畅 格式规范 	<ul style="list-style-type: none"> 用词准确 句式灵活 语法正确
B档	<ul style="list-style-type: none"> 内容扣题 完成所有任务要求 有较多细节支撑，信息准确 	<ul style="list-style-type: none"> 条理较清晰 衔接较得当，行文较连贯 格式较规范 	<ul style="list-style-type: none"> 用词较准确 句式较灵活 有个别语法错误

(待续)

(续表)

分数档	内容	结构	语言
C档	<ul style="list-style-type: none">• 大部分内容与主题相关• 基本完成任务要求• 有一定细节支撑, 大部分信息准确	<ul style="list-style-type: none">• 条理基本清晰• 衔接基本得当, 行文基本连贯• 格式基本规范	<ul style="list-style-type: none">• 用词基本准确• 句式有一定变化• 有少量语法错误, 但基本不影响理解
D档	<ul style="list-style-type: none">• 少部分内容与主题相关• 未能完成任务要求, 缺失一个内容要点	<ul style="list-style-type: none">• 条理不清晰• 衔接手段不足或过度使用, 行文不太连贯• 格式不规范	<ul style="list-style-type: none">• 用词不准确• 句式较单调• 语法错误多并影响理解
E档	<ul style="list-style-type: none">• 个别字句与主题相关• 未能完成任务要求, 缺失两个及以上的内容要点	<ul style="list-style-type: none">• 逻辑混乱	<ul style="list-style-type: none">• 语言错误很多并严重影响理解
F档	<ul style="list-style-type: none">• 作答内容与主题无关或未作答		

四、成绩汇报与证书颁发

“国才高级”的成绩报告单包括考试成绩和成绩等级。考试成绩以“国才考试”量表分汇报。成绩等级分为优秀、良好、合格和不合格。等级与成绩(量表分)对应关系如下:

等级	优秀	良好	合格	不合格
成绩	270分-300分	240分-269分	220分-239分	220分以下

考生成绩达到合格及以上等级, 方可获得证书。

样题及解析

一、“国才高级”样题



口头沟通

Task 1

You are Marlow Stern, CEO of EasyBusiness Company. You want to set up a social networking site for business people. Give a presentation to a group of potential investors, explaining your ideas to attract investment.

You will have **2** minutes to prepare and **90** seconds to speak.

Task 2

You work as a Public Relations manager in a large retailing company. Unfortunately, the Marketing Department of your company published the wrong phone number in its catalog, and suddenly someone was getting hundreds of phone calls every day.

Give a briefing on the event to a local newspaper journalist. In the briefing, you need to explain the possible actions your company intends to take.

You will have **2** minutes to prepare and **90** seconds to speak.

Task 3

You will watch a video clip of a negotiation between two company representatives, Linda and Michael. They are discussing the cost of product adaptation for a new market. Suppose you are Michael, continue the negotiation by summarizing what you and Linda have agreed, then giving your compromise solution on what is not agreed and explaining why.

After you watch the video, you will have **2** minutes to prepare and **90** seconds to speak.

Scripts

Michael: Shall we check what we've agreed?

Linda: OK. So we've agreed to create for you a specially adapted version of the product that you can sell to your clients under your own name.

Michael: That's correct.

Linda: We've agreed on price and delivery. The outstanding issue we face is how to pay for the adaptation. This is a development cost that we normally pass on to the client.

Michael: I'm sorry. I can't agree to that. We're introducing your product to a new market at a premium price and we're asking for some small changes to make the product more saleable in our market, such as translation of the documentation, minor changes to the specification and rebranding. We don't expect to pay for that.

Linda: But if we agree to pay for the change in branding and you pay for the translation and changes to the specification, will that be acceptable?

Michael: Absolutely not, I'm afraid. The branding is a low-cost item. You're simply taking off your brand and putting on ours. Translation and changing the specification will cost more.

Linda: Then perhaps we'll have to look at the price again, otherwise my people will complain that we're losing on the deal.

Michael: My board certainly won't like that. The price was what tipped the balance for two of the members who were not totally positive about the deal to begin with. If I go back to them with a renegotiated price suggestion, they may vote to forget the whole thing.

Linda: So here's the problem. There are these extra costs for branding, specification changes, and translation. Neither side wants to bear the full cost themselves, but both you and I have to go back to our people with a solution that will seem fair to both sides.

Michael: Absolutely! But before I make a compromise proposal, let me sum up what we've agreed so far... (fade)



书面沟通

Task 1

Your name is Dale Matthews. You are Marketing Director for Kando, a furniture manufacturer. Kando wants to start selling in Australia, and is looking for an agency to handle its advertising there. In a business directory, you have seen an entry for the advertising agency N&S, a potential partner. Write a **letter** to Robbie Johnson, President of N&S,

- to introduce your company;
- to state why your company wants to start selling in Australia;
- to explain your interest in cooperating with N&S.

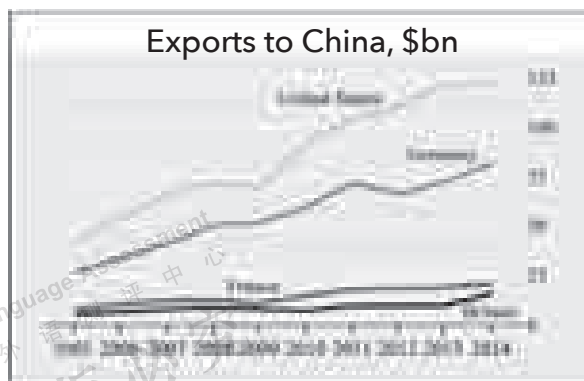
Write about **150** words within **25** minutes.

You do NOT need to write any addresses.

Task 2

The graph on the right shows the exports of the United States, Germany, France and Britain to China between 2005 and 2014. Using the information from the graph, write a **report** describing and comparing the trends of exports to China from the four countries.

Write about **150** words within **25** minutes.



Task 3

You work for a computer manufacturer in China, and your company is considering opening up a new branch in the United States. You are asked to analyze possible problems your company might encounter, and offer your solutions. Write to your CEO a **proposal** including the following information:

- a brief description of the U.S. market;
- reasons for setting up a new branch abroad;
- problems your company might encounter;
- possible solutions to these problems.

Write about **300** words within **40** minutes.

二、“国才高级”样题解析



口头沟通

Task 1

任务说明

“商务演讲”任务要求考生置身于商务情境之中，进行劝说性演讲，以达成某项商务目的。考生的发言内容应紧扣任务要求，语言特点应符合商务场合语体。准备时间2分钟，发言时间90秒。

答题思路

考生应先根据任务描述构思商务情境，确立讲话人身份、听众身份与演讲目的，然后进行发言，完成任务。样题的商务情境是公司首席执行官向潜在投资人争取投资，投资项目为面向商务人士的社交网络。发言内容应包含公司简介、项目介绍、值得投资的理由，其中后两项是重点。发言需符合较正式商务场合的特点。

作答建议

对考生完成“商务演讲”任务的一些建议：

- 把握商务情境，特别是讲话人身份、与听众的关系。
- 明确演讲目的与主要内容。
- 具体细节内容需进行合理创作。
- 注意商务演讲的语言特点。

考生应避免以下两点：

- 以考生身份发言，完成考试任务。例如：If I'm going to attract investment, I would...
- 解释讲话人应怎么说，而并非直接演讲。例如：In this situation, Marlow should...

Task 2

任务说明

“商务公关”任务要求考生阅读一段背景信息材料；材料可能是一次危机公关，一次媒体答谢会，也可能是一次展会策划；总之，它涉及企业的公共关系管理，是商务公关人员在日常工作中可能碰到的任务。该任务考查考生在商务沟通中必需的描述问题和阐述相应措施的能力。准备时间2分钟，发言时间90秒。

答题思路

在作答“商务公关”任务时，考生应首先考虑清楚以下几个问题：

- 任务的目标：推广公司的品牌，还是挽回公司的声誉，又或者是其他目标？
- 沟通的对象：媒体、政府还是公众？
- 任务涉及几方利益？

然后，考生再充分地阐述相应措施。注意作答时应避免泛泛而谈。措施应该是具体、有针对性的，方案应该是切实可行的。有的考生没有商务公关的实践经验，在答题时需要发挥自身的想象力，但是考生的回答必须基于常识，不能天马行空无法落地。

现以样题为例进行具体解释。样题是一道危机公关题，属于企业公共关系管理的范畴。在答题之前考生首先应该明确任务的目标，即尽可能降低此次事件对公司造成的负面影响；如有可能，甚至可以利用这次机会树立公司的良好形象。沟通的对象是当地媒体记者。题目要求阐述的措施涉及公司、受害者和消费者三方利益。

考生的作答应包含两个部分：介绍事情的经过并阐述公司打算采取的应对措施。对事件的介绍应当完整但要力求简洁，对措施的阐述才是答题的重点。在沟通的过程中，应该向接到误拨电话的受害者以及众多消费者表示诚挚的歉意，并详细阐述公司的补救措施。补救措施应该具有可行性，并且充分考虑到公司、消费者和接到误拨电话的受害者三方的利益。

作答建议

对考生完成“商务公关”任务的两点建议：

- 注意任务设定的特定身份。根据任务要求，你可能是一个企业的首席执行官，也可能是公关部的负责人或工作人员。你的措辞和说话的内容需要根据身份的不同而有所区别。
- 语气要真诚。例如，作为公司的公关部经理，站在公司的立场，应该使用 we, my company, the company 作主语，尽量避免使用 I 这样带有个人主观立场的词。

Task 3

任务说明

“谈判决策”任务要求考生听一段或观看一段2分钟左右的商务谈判录音或视频，内容涉及谈判双方的争议、立场等，考生需根据要求陈述双方立场，给出指定一方的解决方案或妥协意见，并解释原因。本任务考查考生根据给定的商务谈判情境，以特定身份分析争议、做出决策的能力。准备时间2分钟，发言时间90秒。

答题思路

对此部分作答时，考生应首先正确理解题目要求，确定自己被指定的立场，然后迅速分析谈判双方的诉求，回答时按照“陈述立场-给出本方建议-解释原因”的思路来组织语言，并在整个过程中遵循以下常用的谈判策略：

1. 陈述立场

主要是解释市场需求及此次谈判希望达到的结果。

2. 提出建议

在双方已达成的共识的基础上，提出建议，并讲明建议对双方的好处。

3. 议价

- (1) 议价一定要有附带条件，要遵循“如果你方……，我方愿意……”的原则。
- (2) 如果对对方的条件不满意，可以再议价。
- (3) 在讨论双方分歧之前务必先确认双方已达成的共识。

4. 促成一致

- (1) 缩小分歧，努力使双方向中间靠拢。
- (2) 提出2-3个备选方案。
- (3) 提出新方案或激励措施。
- (4) 如果谈判陷入僵局，可以提议暂时休息或中止。

现以样题为例分析如下：

首先，迅速分析双方诉求，确定自己被指定的立场。根据材料，双方的诉求可以概括为：

	Linda (the producer)	Michael (the purchaser)
Agreed	<ul style="list-style-type: none">• adapted version of the product by Linda's company under the name of Michael's company• price and delivery• both concerned about selling the deal to their boards	
To be agreed	<ul style="list-style-type: none">• adaptation costs, including:<ul style="list-style-type: none">(1) translation (high cost)(2) specification changes (high cost)(3) rebranding (low cost)	
Standpoints	<ul style="list-style-type: none">• normally pass costs on to clients• can pay for (3)	<ul style="list-style-type: none">• costs for (1) & (2): too high to bear alone• no further price negotiation

题目要求你是Michael，因此要注意从Michael的立场来回答。通过上面的分析可知，Michael的立场可以归结为两点：第一，本公司独自承担translation和specification changes的成本不合理；第二，已经商定的产品价格不能再更改。

其次，确定答题思路。题目要求考生给出方案并解释原因，视频材料中Michael已就自己的第二个立场做了详细的说明，因此本题中比较好的思路是围绕Michael的第一个立场展开。考生可按照“给出本方建议-解释原因”的思路来组织语言。

最后，运用适当的谈判策略。确定立场和答题思路后，考生应在具体回答中运用适当的谈判策略。例如，本题中为了促成一致，考生可运用前面提到的谈判策略：缩小分歧，努力使双方向中间靠拢；提出2-3个备选方案；提出新方案或激励措施；讲明每个方案对双方的好处。

根据上述策略，在本题中Michael可以提出以下折中方案和解释：

- Sharing the adaptation costs between the two companies

Explanation:

- Benefit to Michael's company: cost-sharing arrangements can strengthen the confidence of the board in establishing the long-term partnership with Linda's company
- Benefit to Linda's company: once this long-term partnership is established, the company will get access to a promising market

- Conditional reimbursement of adaptation costs by Linda's company (e.g. escalating reimbursement on sales volume)

Explanation:

- Benefit to Michael's company: greater incentive for promoting the product
- Benefit to Linda's company: more acceptable to the board

👉 作答建议

对考生完成“谈判决策”任务的一些建议:

- 充分利用2分钟准备时间,对听到的信息迅速进行分析,并记下要点。
- 为使讲话条理清晰,回答时可使用一些指示语,例如:

We have two alternatives, one is..., the other...

Let me make another suggestion.

- 避免用过于简短的“yes”或“no”回答,对每个提议务必给予解释。



书面沟通

Task 1

👉 任务说明

“撰写信函”任务要求考生撰写一封商务信函,内容涉及发出邀请、回应请求、解释进展、征求意见、咨询信息等。本任务主要考查考生根据给定的商务情境,以特定身份向指定对象描述、解释、说明情况的能力。写作篇幅在150词左右。

👉 答题思路

1. 在动笔撰写信函之前,考生应认真阅读题目要求,明确下列三个问题:

首先,明确写信人的身份及收信人的身份。信函中考生的身份是一家家具公司市场部经理(Dale Matthews, Marketing Director for Kando, a furniture manufacturer),而收信人的身份是一家广告公司的总裁(Robbie Johnson, President of N&S)。

其次,明确撰写信函的背景。题目要求中提到Kando wants to start selling in Australia, and is looking for an agency to handle its advertising there,也就是说,考生所代表的家具公司即将在澳大利

亚开展销售业务，希望广告公司能够代理其在澳大利亚的广告宣传业务。

最后，确定撰写信函的目的。样题中撰写信函的三个具体目的均已明确列出。考生必须高度重视这三个要点，并在答题时对这三个目的进行明确、充实的表述。

样题中的三个具体目的分别是：

- to introduce your company
- to state why your company wants to start selling in Australia
- to explain your interest in cooperating with N&S

针对第一个目的，介绍自己的家具公司，考生可做如下表述：

Kando is an office furniture manufacturer based in Beijing, China. Our products include office desks, task chairs, soft seating, office lockers and shelving systems. Presently, our products are being sold in East Asia, Europe, and North America.

针对第二个目的，阐明自己的家具公司为什么要开始在澳大利亚开展销售业务，考生可做如下表述：

To further implement our “Go Global” strategy, we have decided to move into the Australian market.

针对第三个目的，解释你希望与N&S广告公司合作的理由，考生可做如下表述：

It has come to our attention that N&S is an ideal partner to oversee our advertising business in Australia and thus to win us coverage in online, print, and broadcast media. We would be privileged to know that you have an interest in working with us and helping us propel our business forward.

2. 在作答过程中，考生还要注意把握好信函的内容和格式。

首先，“撰写信函”内容上要能够达到三点要求，即清楚、准确、充实。

(1) 所谓清楚，是指能够把撰写信函的三个目的清晰地传达出去，行文不可以有疏漏，表达不可以含混不清。

(2) 所谓准确，是指不能随意篡改信息或扭曲撰写信函的目的。

(3) 所谓充实，是指能够对题目中出现的核心信息进行一些具体的细节补充。例如，在样题中，在介绍自己的家具公司时，考生最好能够列举出公司的主要产品类型。在解释合作理由时，也可以具体指出公司希望在哪种媒体上进行广告宣传，是传统的纸质媒体、广播影视媒体，还是新兴的网络媒体？细节撰写的质量可以体现考生的英语能力，同时也能体现考生商务实践经验及知识的积累。

其次，“撰写信函”格式上要注意结构合理，信函要素齐全。

考试中的英语商务信函格式实际上是一种非常简化的商务信函格式，考生所写的商务信函只需包括五个部分：日期、称呼、信函正文、信尾敬语、签名。那么，在卷面上，又该如何安排这五个部分之间的位置关系呢？有两种最基本的商务信函格式可供考生选择。第一种是传统式结构。先把日期写在信

纸的右上角，然后另起一行，从信纸左边开始写称呼，信函正文每一段的第一行都缩进，而信尾敬语和签名都写在信纸的右下区域。第二种是全齐头式结构，即信函所包含的五个部分（日期、称呼、信函正文、信尾敬语、签名）全部从信函的左边顶格开始写，整封信函都无需首行缩进，但段与段之间常空一行。下面，详细说明商务信函需要包含的五个部分：

(1) 日期。时间的准确性对于商务交往是比较重要的，所以商务信函中的日期书写应该严谨、正规。日期的标注格式，可采取“月日年”形式（March 21, 2017），也可采取“日月年”形式（21 March, 2017）。

(2) 称呼。商务信函中的称呼一般都比较正式，可以用Dear Mr. 或Dear Ms. 开头，后面加上收信人的姓或全名。以样题为例，考生在称呼部分可以写Dear Mr. Johnson 或 Dear Mr. Robbie Johnson。称呼后面的标点符号一般使用逗号，也可以使用冒号。

(3) 信函正文。在信函的正文部分，考生需要根据信函内容的不同层次进行合理分段。注意每段内容要主题明确。

(4) 信尾敬语。由于商务信函相对正式，所以信尾敬语也比较正式，考生可以选择使用Sincerely yours, Yours respectfully 等等。

(5) 签名。在信尾敬语的下方写上写信人的名字。需要提醒考生注意的是，此处需要签的名字并非是考生的真实姓名，而是考生在“撰写信函”任务所给定的商务情境中的身份。

作答建议

对考生完成“撰写信函”任务的两点建议：

- 考生在撰写信函时不需要书写地址，这一点在题目要求中已经明确指出。
- 商务信函的语言表达要礼貌。以样题为例，在表达合作的意向时可以写：We would be privileged to know that you have an interest in working with us and helping us propel our business forward. 这种 We would be privileged to... 结构就是英语中一种表达礼貌时常用的句式。

Task 2

任务说明

“撰写报告”任务要求考生描述商务领域常见的图表，包括各种折线图、柱状图、条形图、饼形图、圆环图或表格等。考生应对图表呈现的重要信息或事实进行概括和描述，并给予适当比较。写作篇幅在150词左右。

👉 答题思路

考生在撰写报告时应合理安排文章结构。一般来说，报告可包括以下三个基本组成部分。现以样题为例进行分析：

1. 简要介绍图表

报告开头应简要介绍图表的用途。这些信息往往体现在图表的标题、标注、数据标签、轴线刻度中，考生需要将这些信息提炼出来，并用自己的语言进行概括，然后清楚地表达出来。

例如，样题中折线图的用途可以概括为：该图反映了美、德、英、法四个国家在2005-2014年间对中国出口额的情况，数据单位为10亿美元。因此，考生可以这样描述：

The graph shows the export value, measured in billion U.S. dollars, of four industrialized countries to China between 2005 and 2014.

注意这个介绍里包括了标题、标注、数据标签、轴线刻度中的信息，读者通过这个介绍能够立刻明白图表的内容。

2. 简要概括图表反映出的总体特征或趋势

介绍了图表的用途之后，考生应概括图表反映出的总体特征或趋势。例如，图表反映出四个国家对中国的出口额总体呈上升趋势（但增长幅度不同），考生可以这样概括：

Overall, it is clear that exports to China from the four countries had all grown in the decade, but at varying rates.

注意此时不需要描述具体数据，而是应该概括图表反映出来的总体趋势。

3. 描述图表呈现的具体信息或事实

对总体趋势概括完毕后，考生应开始描述图表中的具体数据。为了更好地安排文章结构，考生应对数据进行分组，把能够体现同一规律或趋势的数据归为一组，然后对每组数据进行描述，并对不同组的数据进行比较。

因此，考生应仔细观察图表，寻找数据间的异同点。例如，通过观察可以看出，图表中美国和德国对中国的出口额增长很快，而英国和法国增长平缓，因此可以将四个国家的数据分为两组，美、德一组，英、法一组，每组分别用一段来描述。

对美国 and 德国出口情况的描述如下：

The U.S. had been the largest exporter to China among the four countries through the decade, registering over 200% growth from about \$40 billion in 2005 to \$125 billion in 2014. Export from Germany grew at a similar rate, from \$25 billion to about \$80 billion.

在描述英、法两国对华出口情况时，可适当与前一组进行对比，指出两组数据间的差异，考生可做如下描述：

In comparison, exports from France and Britain had been significantly lower in quantity and grew

rather slowly in the period. While export from France increased steadily from about \$8 billion to \$20 billion over the decade, export from Britain remained more or less at the same level for most time of the period and only picked up momentum in 2014.

作答建议

对考生完成“撰写报告”任务的一些建议：

- 仔细阅读题目和图表，确保正确理解图表信息。
- 开头段简要介绍图表用途，注意不要照抄题目文字，应使用自己的语言进行介绍。
- 务必对图表反映出的总体趋势进行概括。
- 对数据进行适当比较。

考生应避免以下两点：

- 试图描述所有细节——图表中可能包含很多细节和数字，没有必要对所有数据都进行描述，只需描述能够反映总体趋势的相关数据。
- 给出自己对结果的解释——题目并未要求对趋势或结果进行分析解释，而是要求把视觉化信息用语言描述出来。

Task 3

任务说明

“撰写提案”任务要求考生根据既定的商务情境，以特定身份，就某一重要话题或事件，向指定对象逐一回答题目提出的几点要求。考生应对提案话题进行描述分析，并对提案内容进行论证。考生应使用商务写作风格，提案的角度和语气应符合给定的身份。写作篇幅应在300词左右。

答题思路

考生在撰写提案时应合理安排文章结构。一般来说，提案可包括以下两大基本组成部分，4-5个段落。现以样题为例进行分析：

1. 明确商务情境设定及身份，简要阐明写作目的

考生要通过审题，对自己的特定身份和提案提交对象有明确的定位，提案通篇的内容和语气要符合给定的身份和商务情境。提案的第一段建议用1-2句话简要阐明提案的主旨和意图，并且简要概括提案包含的主要内容。这些信息往往体现在题目中，考生需要将其提炼出来，并用自己的语言进行概括。

样题体现的商务情境是：作为一家中国电脑制造公司的雇员，你所在公司要在海外市场设立分公司，请你分析可能遇到的问题，并提出解决方法。考生首先需要明确题目的要求是以雇员的身份就公司内部事务向公司首席执行官提交提案，因此，开头可以像下面这样简要地引出话题，概括提案的目的：

As our company currently faces unprecedented competitive pressure in the domestic market, it is time to explore the overseas market. This proposal makes an analysis and provides some suggestions for setting up a new branch in the United States.

2. 撰写主体部分，逐一回答题目的四点要求

介绍了提案的背景和目的之后，考生可以分3-4段阐述和论证样题题目的四点要求：第一，描述和分析现状，也就是描述当前美国市场的状况；第二，解释需求，也就是目前市场状况下建立海外分公司的原因；第三，指出海外分公司可能遇到的问题；第四，提出相应的解决方法。

首先，回答题目要求一（a brief description of the U.S. market），简要分析美国市场中本行业的状况和形势及其对设立分公司的影响。对此可有如下表述：

Research on overseas market shows that the U.S. market is in favorable conditions. In 2015, sales of products such as laptops and chipsets, which are major products of our company, reached 2 billion dollars, which represented a 10% rise as compared with the previous year. Products similar to our major products are expecting to see a continuing strong performance in the market in the foreseeable period. If the company decides to enter the U.S. market now, the sales of our products are expected to enjoy a high-level growth.

其中，the U.S. market is in favorable conditions说明了美国市场的形势，If the company decides to enter the U.S. market now, the sales of our products are expected to enjoy a high-level growth则说明了美国市场的情况对设立分公司的影响。注意此时可以选择描述具体数据，同时也要概括市场特点和趋势。

其次，回答题目要求二（reasons for setting up a new branch abroad），解释建立海外分公司的原因。例如，建立美国分公司对公司的有利影响，美国市场在技术、商务环境、监管等方面的优势等。按照题目要求，需要列举至少两个原因：

Apart from the favorable market conditions, there are two more reasons for choosing the United States as the location for our new branch: innovative technology and international business environment. The U.S. is a recognized leader in research and development, with cutting-edge technologies of our sector. Becoming a member of this business community can greatly enhance our company's competitiveness in generating new technological knowledge and turning it into new products. In addition, the relatively transparent regulatory system of the U.S. makes it easier for international business. Setting up a new branch in one of the enterprise zones can also enjoy preferential incentives, such as reduced taxes and financial benefits.

最后，回答题目要求三和四（problems your company might encounter; possible solutions to these problems），可以结合当前市场行情和考生所掌握的关于美国的背景知识，提出开设海外分公司将会遇到的问题以及相应的解决办法。例如，由于美国近期紧缩的移民政策，外派到分公司人员的签证可能成为一个问题。解决这个问题有多种方法，比如通过中介办理签证，增加通过率，或在分公司吸纳更多熟悉美国市场的本地雇员等。考生可以这样表述：

However, the U.S. is well known for its stringent immigration policies, and difficulties in obtaining business visas could be a potential barrier in dispatching our employees abroad. One way to address this problem is to seek advice from visa agencies for visa eligibility and application procedures. Moreover, recruiting local employees might be another option...

篇幅所限，此处仅列举一个问题及其解决办法。需要注意的是，按照题目要求，考生在实际作答时至少要提出两个问题及相应的解决办法。为了合理地安排文章结构，考生可以选择将问题和解决办法一一对应，逐条论证，也可以将这一部分分为两段，分别回答。

作答建议

对考生完成“撰写提案”任务的一些建议：

- 仔细阅读题目，确保正确理解提案要求。
- 开头段简要介绍提案目的和内容，注意不要照抄题目文字，应使用自己的语言进行介绍。
- 题目要求的四个要点的作答内容之间要环环相扣，虽然可以在不同段落分别作答，却不能割裂其内容之间的联系，注意保证文意的连贯。
- 在既定的商务情境和话题的大框架下，考生可以根据自己的专业知识储备和实践经验，分析和补充一些题目没有设定的细节。

考生应避免以下两点：

- 提案内容上漏答某一问题。
- 提案内容与情境或身份设定不符。

真题及作答样例

一、“国才高级”真题



口头沟通

Task 1

You are Michelle Long, a senior manager at Global Auto Expo Ltd. Your company is organizing an auto exhibition. Give a presentation to a group of car producers in order to persuade them to participate in the exhibition.

You will have **2** minutes to prepare and **90** seconds to speak.

Task 2

You are David Lee, PR Manager at Granny's Diner, a famous chain restaurant. A customer was sent to the emergency room with explosive diarrhea after dining at a local Granny's Diner last Sunday. More reports of victims reached the same restaurant later. Most of them were suffering from upset stomachs or diarrhea. The local media have begun interviewing victims and their families.

You will speak to the local media at a press conference to explain what action your company will take to handle the crisis.

You will have **2** minutes to prepare and **90** seconds to speak.

Task 3

You will watch a video clip of a negotiation between Sue, a supplier, and Barry, a customer. They are talking about a trial order. Suppose you are Sue, continue the negotiation by summarizing what you and Barry have agreed, then giving your compromise solution on what is not agreed and explaining why.

After you watch the video, you will have **2** minutes to prepare and **90** seconds to speak.

Scripts

- Sue: So, let me make a proposal. Would you be prepared to make a trial order? It would be a good way to test the market.
- Barry: In principle we could consider that. But it would depend on price and on the possibility of a sale or return contract.
- Sue: We could offer you 1,000 units at the list price but we'd be prepared to offer them on sale or return. How do you respond to this?
- Barry: Let me make another proposal. We will take 500 units as a trial order but we will feature it as a star buy on our website at a premium price. We would pay list price but only on a sale or return basis.
- Sue: What would you say if we offered you a 25 percent discount if you took 1,000 units?
- Barry: Yes, we could do that as an introductory offer.
- Sue: OK. Good. So you'll take 1,000 units at 25 percent discount on our normal price. Now, do we have any flexibility on delivery?
- Barry: No, none at all. If we want to provide excellent customer service, the customer must know the delivery time the moment he or she signs on the dotted line. Delivery on demand is a key promise of our service.
- Sue: We don't expect any problems but, if there is a problem, we offer a no-questions-asked refund.
- Barry: I'm afraid that's not good enough. Delivery is a key part of our service. We must respect that. If you can't deliver, then we must have a help desk with a real person answering the phone to help with any problems.
- Sue: OK, we have a dedicated helpline and we can provide that service. Now, what about payment?
- Barry: All our contracts are signed on one basis, 90 days' payment. We would expect to do that with you.
- Sue: Well, before making a counter-proposal, let me summarize what we've agreed so far... (fade)



书面沟通

Task 1

You are Robert Chapman, Marketing Director at Best Toys Ltd. Your company has recently developed a new product, Windsor Teddy Bear, and you need to introduce the new product to your long-time retailer Lucy France, Manager of Super Fun Toy Store. Write a **letter**

- to describe two main features of your new product;
- to inform Lucy France about your company's discount policy;
- to suggest visiting her in person.

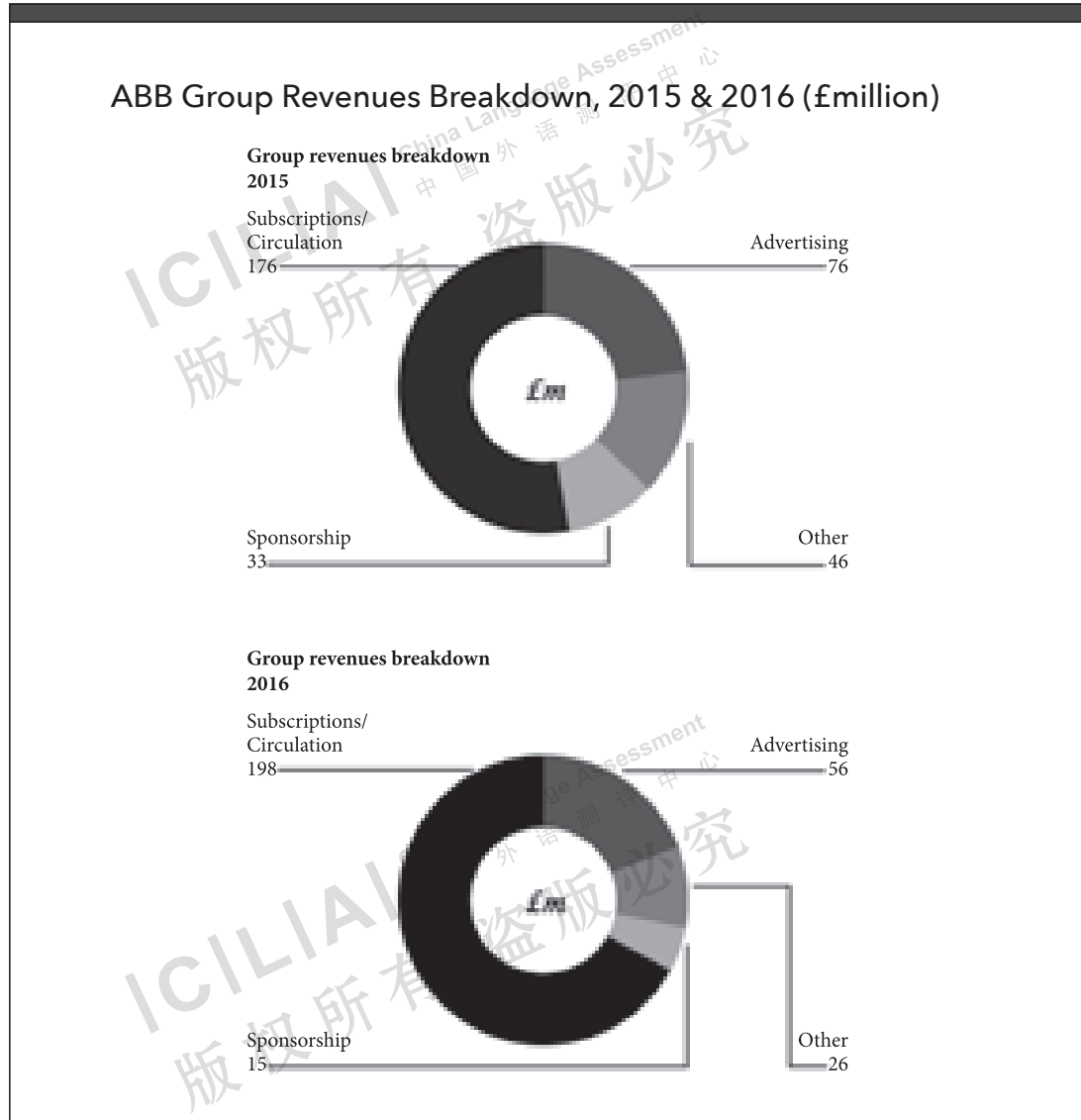
Write about **150** words within **25** minutes.

You do NOT need to write any addresses.

Task 2

The graphs below show the breakdown of ABB Group revenues in 2015 and 2016. Using the information from the graphs, write a **report** describing and comparing the changes in the various sectors of ABB Group's revenues.

Write about **150** words within **25** minutes.



Task 3

Your company is about to release a new sports app: SportsCenter. This mobile app brings users the latest sports news and offers personalized information updates. You are asked to write a proposal to market the app.

Write a **proposal** to your marketing manager, including the following information:

- an outline of the features of the app;
- suggestions for promoting the app;
- an explanation of the benefits of your proposed promotional strategies;
- discussion of the challenges to your proposed strategies.

Write **300-350** words within **40** minutes.

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二、“国才高级”真题作答样例



口头沟通

Task 1

Good morning, ladies and gentlemen. I'm Michelle Long, the senior manager at Global Auto Expo Ltd. Our company is organizing an auto exhibition on November 11, and here I would like to invite all of you, the car producers, to attend this very important event, because it is one of the most high-end exhibitions in the auto market and it's a very important occasion where we can provide you with a valuable opportunity to showcase your latest products. We will also invite a lot of car drivers and potential customers for cars to attend this exhibition. Therefore the car producers and the potential customers can have a very close communication and the exhibition can help the customers have a better understanding of your latest products. We sincerely hope that you will accept our invitation and attend this auto exhibition on November 11. We are very looking forward to your reply. Thank you!

Task 2

Good morning, ladies and gentlemen. I am David Lee, the PR Manager at Granny's Diner. As you all know, an unpleasant incident happened in our restaurant. Many customers suffered from upset stomachs or explosive diarrhea after dining at Granny's Diner. To handle this incident, firstly, I would like to represent our company to extend our heartfelt apology to all victims and their families. And we promise to afford all their expenses related to the disease. And secondly we will try our best to find out the source of this explosive diarrhea as soon as possible. Our restaurant will not open to receive any customers before we locate the source of this diarrhea. As a famous chain restaurant, we will deal with this accident properly and quickly. And you also have our promise that this kind of thing will not occur again in the future. Ladies and gentlemen, please believe us. Thank you!

Task 3

At present we have already reached an agreement on making a trial order. We agree that your company will take 1,000 units at a discount of 25 percent on the normal price. And we have also agreed on the delivery. We agree to deliver on demand and our company will also provide a real person helpline for the delivery problem. But we have not reached an agreement on the payment. You put forward that your company's common practice is to give a 90-days' payment, but I think the duration is too long for our company. As you know, cash flow is very crucial for a company like ours, so maybe we can shorten the payment period a little. In return, we will offer you some cash discount. Specifically, we will give you a two percent cash discount on 30-days' payment and give you a one percent cash discount on 60-days' payment. And we know that we both want to reach an agreement, so why don't we compromise a little and make it?



Task 1

Nov. 26, 2016

Dear Lucy,

I feel glad to tell you that our company has recently developed a new product which is named Windsor Teddy Bear, and I would like to give you a brief introduction.

There are two main features of our new product. First, it can be used as a recorder, which suggests that it can record people's voice. Nowadays customers mainly buy toy bears for their family members and friends, and what they want is to express their love and care to people who they appreciate. Second, our product can be stuffed with anything, which indicates that customers could hide little gifts in the bear. That is possibly the most amazing thing that makes our bear distinguished from other similar products.

Our company needs to promote the product, and thus we'd like to offer some discount policies if you're interested in it. The lowest amount for retailing is 200, \$50 for each. A 5% discount would be offered if you get 100 more.

We are looking forward to cooperating with your company, and we hope to have opportunities to visit you in person for further discussion.

Yours sincerely,

Robert Chapman

Task 2

The two graphs above show the breakdown of ABB Group revenues in the years of 2015 and 2016.

As can be seen from the graphs, the revenue earned in subscriptions/circulation keeps its remarkable lion share and rises from £176 million in 2015 to £198 million in 2016, of which the percentage is about 50% in the former and about 65% in the latter.

However, revenues in advertising, sponsorship and other sectors all drop in 2016 compared with those in 2015. So do their proportions. The revenue in advertising decreases from £76 million in 2015 to £56 million in 2016. As for the revenue in sponsorship, it reduces by half, that is, from £33 million in 2015 to £15 million in 2016. And revenues in other sectors also suffer a great decline as sponsorship.

To sum up, we can conclude from the two graphs that the revenue of subscriptions/circulation has a promising vision because it increases dramatically from 2015 to 2016. And the revenues in other sectors like advertising, sponsorship and so on decline during this period of time.

Task 3

A Proposal on Marketing SportsCenter

SportsCenter is the new sports app our company is about to release. It has several eye-catching features. First, it provides users with the latest sports news including the upcoming sports games, the results of games, the introduction of athletes, etc. Second, it provides personalized information updates for subscribers. Applying the new technology of mass data, this app can memorize the viewing history of users and recommend related and updated news to users. Thus, users can also subscribe news they are interested in. Third, this app enables users to exchange thoughts on sports and news on our platform.

To better promote our new app, I have a few suggestions. First, we can put advertisements on the video websites such as YouTube, Youku and Sohu. There is an advertising time lasting from 10 seconds to 2 minutes before the audience can really watch a video. Therefore we can put advertisements before sports videos and movies. Second, we can sponsor several sports games. We can put the QR code of the app on the tickets of these sports games to encourage audiences to scan the QR code to install our app. Third, we can also put advertisements on the newsletters or magazines of sports clubs.

The suggestions I made are advertising packages. Our target users are sports fans who are in great need to have close contact with newly-happened news. The first advantage is that we can get in touch with our target consumers through the channels I mentioned above. Second, it can help us to build up brand awareness among consumers in a comprehensive way.

However, there are also some challenges we might encounter. First, some audiences may pay a membership fee to video websites to skip the advertising time before watching a video. Second, there might be a fierce competition to get the right to sponsor a sports game. It may result in higher advertising expenses.

考生请注意：本书提供的作答样例仅为示例，并非标准答案。为保证其真实性，并未做过多修改。

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考试说明

一、考试简介

“国际人才英语考试”（English Test for International Communication, ETIC[®]），简称“国才考试”，是北京外国语大学中国外语测评中心研发的英语沟通能力认证考试体系，包括初级、中级、高级、高端、高翻五个类别。“国才考试”旨在评价、认定考生在各类国际交流活动中的英语沟通能力，为国际组织、政府机构、跨国企业等单位招聘、选拔人才提供参考依据。

国际人才英语考试（高端），简称“国才高端”，用于评价、认定高校学生及社会人士在高层次国际交往活动中运用英语从事专业性工作的能力。

二、考试内容与要求

“国才高端”由口头沟通和书面沟通两部分组成。每部分包括三项任务。考试采用计算机辅助形式。考试时间约170分钟。

（一）口头沟通

本部分由发言总结、焦点论辩和交替传译三项任务组成。时间约30分钟。

“国才高端”口头沟通考试内容与时间

考试内容	考试时间
任务一	发言总结 7分钟
任务二	焦点论辩 8分钟
任务三	交替传译 15分钟

任务一 发言总结 考生阅读一篇200词左右的短文，然后听一段2分钟左右的发言，短文与发言的话题一致，观点可能相左，或者相互支撑。考生口头概括发言要点，阐明发言要点与短文要点的关联。准备时间2分钟，发言时间90秒。本任务考查考生概括内容要点的能力。

任务二 焦点论辩 考生阅读一篇300词左右的背景材料，按指定角色进行口头辩论，准备时间2分钟，发言时间2分钟。本任务考查考生理解材料观点并进行辩驳的能力。

任务三 交替传译 考生听一段600字左右的会议发言，将其译成英文。本任务考查考生进行汉英交替传译的能力。

(二) 书面沟通

本部分由时评分析、要事评论和文件翻译三项任务组成。时间为140分钟。

“国才高端”书面沟通考试内容与时间

考试内容		考试时间
任务一	时评分析	60分钟
任务二	要事评论	40分钟
任务三	文件翻译	40分钟

任务一 时评分析 考生阅读两篇总词数为1300词左右的材料，按要求回答问题。两篇材料从不同视角阐述同一议题，所提问题涉及总结观点、分析证据、评价论证优缺点等。

任务二 要事评论 考生根据给定话题，撰写一份350词左右的评论。本任务考查考生根据给定的情境，以特定身份向指定对象阐释并论证个人观点的能力。

任务三 文件翻译 考生将一段300字左右的中文文件译成英文。文件类型包括政府、企业报告等。本任务考查考生翻译中文文件的能力。

三、评分标准

“国才高端”口头沟通任务一（发言总结）评分标准

分数档	任务完成	语言表达
A档	<ul style="list-style-type: none"> 能从音/视频材料中提取全部要点，并阐明这些要点与阅读材料要点之间的关联，各要点的支撑材料完整 发言条理清晰 	<ul style="list-style-type: none"> 表达流利（发音清晰、语流连贯） 词汇、语法准确 句式灵活 表述得体 允许极个别口误

(待续)

(续表)

分数档	任务完成	语言表达
B档	<ul style="list-style-type: none">能从音/视频材料中提取全部要点,并阐明这些要点与阅读材料要点之间的关联,但支撑要点的细节信息偶有疏漏或不准确发言条理较清晰	<ul style="list-style-type: none">表达较流利(发音较清晰、语流较连贯)词汇、语法较准确句式较灵活表述较得体允许个别口误
C档	<ul style="list-style-type: none">能从音/视频材料中提取大部分要点,并基本阐明这些要点与阅读材料要点之间的关联,但支撑要点的细节信息有疏漏或不准确发言条理基本清晰	<ul style="list-style-type: none">表达基本流利(发音基本清晰、语流基本连贯)词汇、语法基本准确句式有一定变化表述基本得体语言错误明显,有时影响理解
D档	<ul style="list-style-type: none">未能从音/视频材料中提取要点(缺失两个及以上),未能阐明这些要点与阅读材料要点之间的关联,且未能阐明支撑要点的细节信息发言条理不清晰	<ul style="list-style-type: none">表达不流利(发音不清晰、语流不连贯)词汇、语法不准确句式缺少变化表述不得体语言错误较多,影响理解
E档	<ul style="list-style-type: none">个别语句与主题相关	<ul style="list-style-type: none">仅能说出少量词语或句子
F档	<ul style="list-style-type: none">发言内容与主题无关或未作答	

“国才高端”口头沟通任务二(焦点论辩)评分标准

分数档	任务完成	语言表达
A档	<ul style="list-style-type: none">论点明确论据有力结构完整逻辑严密	<ul style="list-style-type: none">表达流利(发音清晰、语流连贯)词汇、语法准确句式灵活表述得体允许极个别口误
B档	<ul style="list-style-type: none">论点较明确论据较有力结构较完整逻辑较严密	<ul style="list-style-type: none">表达较流利(发音较清晰、语流较连贯)词汇、语法较准确句式较灵活表述较得体允许个别口误
C档	<ul style="list-style-type: none">论点基本明确论据基本有力结构基本完整逻辑基本严密	<ul style="list-style-type: none">表达基本流利(发音基本清晰、语流基本连贯)词汇、语法基本准确句式有一定变化表述基本得体语言错误明显,有时影响理解

(待续)

(续表)

分数档	任务完成	语言表达
D档	<ul style="list-style-type: none">• 论点不明确或偏题• 论据无效• 结构不完整• 逻辑混乱	<ul style="list-style-type: none">• 表达不流利(发音不清晰、语流不连贯)• 词汇、语法不准确• 句式缺少变化• 表述不得体• 语言错误较多,影响理解
E档	<ul style="list-style-type: none">• 个别语句与主题相关	<ul style="list-style-type: none">• 仅能说出少量词语或句子
F档	<ul style="list-style-type: none">• 发言内容与主题无关或未作答	

“国才高端”口头沟通任务三(交替传译)评分标准

分数档	内容匹配	形式匹配
A档	<ul style="list-style-type: none">• 译出内容忠实于原文• 完整译出原文内容• 充分传递原文意图	<ul style="list-style-type: none">• 发音清晰,表达流利,语流连贯• 术语、词汇、语法运用准确• 符合原文风格• 句式灵活,口译技能娴熟• 允许极个别口误
B档	<ul style="list-style-type: none">• 译出内容较忠实于原文• 较完整译出原文内容• 较好传递原文意图	<ul style="list-style-type: none">• 发音较清晰,表达较流利,语流较连贯• 术语、词汇、语法运用较准确• 较符合原文风格• 句式较灵活,口译技能较熟练• 允许个别口误
C档	<ul style="list-style-type: none">• 译出内容基本忠实于原文• 基本译出原文内容• 基本传递原文意图	<ul style="list-style-type: none">• 发音基本清晰,表达基本流利,语流基本连贯• 术语、词汇、语法运用基本准确• 基本符合原文风格• 掌握一定的口译技能• 语言错误明显,有时影响理解
D档	<ul style="list-style-type: none">• 译出内容仅部分忠实于原文• 仅译出少量原文内容• 未传递原文意图	<ul style="list-style-type: none">• 发音不清晰,表达不流利,语流不连贯• 术语、词汇、语法运用不准确• 不符合原文风格• 基本没有口译技能• 语言错误较多,影响理解
E档	<ul style="list-style-type: none">• 仅译出零星原文内容	<ul style="list-style-type: none">• 仅说出少量词语或句子
F档	<ul style="list-style-type: none">• 译出内容与原文无关或未作答	

“国才高端”书面沟通任务一（时评分析）评分标准

Question a)

分数档	内容	语言
A档	<ul style="list-style-type: none"> 找出了所有观点和论据并充分解释论证关系 使用第三人称及自己的语言进行概括分析，能够简短恰当引用原文相关字词，恰当地贯穿到概括分析中 条理清晰，衔接自然，行文流畅 	<ul style="list-style-type: none"> 用词准确 句式灵活 语法正确
B档	<ul style="list-style-type: none"> 找出了所有观点和论据，对论证关系的解释较充分 使用第三人称及自己的语言进行概括分析，但引用原文内容较多 条理较清晰，衔接较得当，行文较连贯 	<ul style="list-style-type: none"> 用词较准确 句式较灵活 有个别语法错误
C档	<ul style="list-style-type: none"> 找出了大部分观点和论据（缺失一个主要观点），对论证关系的解释不充分 未使用第三人称进行概括分析，引用原文内容偏多 条理基本清晰，衔接基本得当，行文基本连贯 	<ul style="list-style-type: none"> 用词基本准确 句式有一定变化 有少量语法错误，但基本不影响理解
D档	<ul style="list-style-type: none"> 仅找出了部分观点和论据（缺失两个及以上主要观点） 未使用第三人称进行概括分析，照搬原文内容较多 条理不清晰，衔接手段不足或过度使用，行文不太连贯 	<ul style="list-style-type: none"> 用词不准确 句式较单调 语法错误多并影响理解
E档	<ul style="list-style-type: none"> 观点与论据表述含混 未使用第三人称进行概括分析，大部分内容抄袭原文 逻辑混乱 	<ul style="list-style-type: none"> 语言错误很多并严重影响理解
F档	<ul style="list-style-type: none"> 仅抄袭原文、作答内容与问题无关或未作答 	

注：凡是用非连续性的文字作答（如短语），均降档处理

Question b)

分数档	内容	语言
A档	<ul style="list-style-type: none"> 对原文论证过程的优缺点有明确的评价，并能够提供基于文本的、准确的细节支撑 能对论证过程中的缺点提出适当的改进建议 条理清晰，衔接自然，行文流畅 	<ul style="list-style-type: none"> 用词准确 句式灵活 语法正确
B档	<ul style="list-style-type: none"> 对原文论证过程的优缺点有较明确的评价，并能够提供基于文本的、较为准确的细节支撑 能找出论证缺点并提出一定的改进建议 条理较清晰，衔接较得当，行文较连贯 	<ul style="list-style-type: none"> 用词较准确 句式较灵活 有个别语法错误

（待续）

(续表)

分数档	内容	语言
C档	<ul style="list-style-type: none">对原文论证过程的优缺点有基本明确的评价, 并能够提供基于文本的、一定的细节支撑能基本找出论证缺点但未能提出改进建议条理基本清晰, 衔接基本得当, 行文基本连贯	<ul style="list-style-type: none">用词基本准确句式有一定变化有少量语法错误, 但基本不影响理解
D档	<ul style="list-style-type: none">仅对原文论证过程的优点或缺点有一些评价, 未能提供基于文本的细节支撑条理不清晰, 衔接手段不足或过度使用, 行文不太连贯	<ul style="list-style-type: none">用词不准确句式较单调语法错误多并影响理解
E档	<ul style="list-style-type: none">未能正确识别原文论证过程的优缺点回答过于简短或摘抄部分原文内容逻辑混乱	<ul style="list-style-type: none">语言错误很多并严重影响理解
F档	<ul style="list-style-type: none">仅抄袭原文、作答内容与问题无关或未作答	

注: 凡是用非连续性的文字作答(如短语), 均降档处理

Question c)

分数档	内容	语言
A档	<ul style="list-style-type: none">对两篇文章的建议有明确的对比和评价, 并能够提供基于文本的、恰当的细节支撑对比结构清晰有明确结论且令人信服条理清晰, 衔接自然, 行文流畅	<ul style="list-style-type: none">用词准确句式灵活语法正确
B档	<ul style="list-style-type: none">对两篇文章的建议有较明确的对比和评价, 并能够提供基于文本的、较为恰当的细节支撑对比结构较清晰条理较清晰, 衔接较得当, 行文较连贯	<ul style="list-style-type: none">用词较准确句式较灵活有个别语法错误
C档	<ul style="list-style-type: none">对两篇文章的建议有基本的对比和评价, 并能够提供基于文本的、一定的细节支撑对比结构基本清晰条理基本清晰, 衔接基本得当, 行文基本连贯	<ul style="list-style-type: none">用词基本准确句式有一定变化有少量语法错误, 但基本不影响理解
D档	<ul style="list-style-type: none">对两篇文章的建议有少量对比和评价, 未能提供基于文本的细节支撑对比结构不够清晰条理不清晰, 衔接手段不足或过度使用, 行文不太连贯	<ul style="list-style-type: none">用词不准确句式较单调语法错误多并影响理解

(待续)

(续表)

分数档	内容	语言
E档	<ul style="list-style-type: none">对两篇文章的建议基本无评价或评价内容与问题不太相关无对比结构回答过于简短或者为描述性回答(非分析性回答)逻辑混乱	<ul style="list-style-type: none">语言错误很多并严重影响理解
F档	<ul style="list-style-type: none">仅抄袭原文、作答内容与问题无关或未作答	

注:凡是用非连续性的文字作答(如短语),均降档处理

“国才高端”书面沟通任务二(要事评论)评分标准

分数档	内容	结构	语言
A档	<ul style="list-style-type: none">内容紧扣主题论点鲜明论据有力	<ul style="list-style-type: none">结构完整,条理清晰衔接自然,行文流畅	<ul style="list-style-type: none">用词准确句式灵活语法正确
B档	<ul style="list-style-type: none">内容扣题论点较明确论据较有力	<ul style="list-style-type: none">结构较完整,条理较清晰衔接较得当,行文较连贯	<ul style="list-style-type: none">用词较准确句式较灵活有个别语法错误
C档	<ul style="list-style-type: none">大部分内容与主题相关论点不够明确论据不够有力	<ul style="list-style-type: none">结构基本完整,条理基本清晰衔接基本得当,行文基本连贯	<ul style="list-style-type: none">用词基本准确句式有一定变化有少量语法错误,但基本不影响理解
D档	<ul style="list-style-type: none">少部分内容与主题相关无明确论点无论据或论据无效	<ul style="list-style-type: none">结构不完整,条理不清晰衔接手段不足或过度使用,行文不太连贯	<ul style="list-style-type: none">用词不准确句式较单调语法错误多并影响理解
E档	<ul style="list-style-type: none">个别字句与主题相关	<ul style="list-style-type: none">逻辑混乱	<ul style="list-style-type: none">语言错误很多并严重影响理解
F档	<ul style="list-style-type: none">作答内容与主题无关或未作答		

“国才高端”书面沟通任务三(文件翻译)评分标准

分数档	内容	形式
A档	<ul style="list-style-type: none">译文忠实于原文完整译出原文内容充分传递原文意图	<ul style="list-style-type: none">译文自然流畅语言规范,用词准确符合原文风格
B档	<ul style="list-style-type: none">译文较忠实于原文较完整译出原文内容较好传递原文意图	<ul style="list-style-type: none">译文通顺语言较规范,用词较准确较符合原文风格

(待续)

(续表)

分数档	内容	形式
C档	<ul style="list-style-type: none">译文基本忠实于原文基本译出原文内容基本传递原文意图	<ul style="list-style-type: none">译文基本通顺语言基本规范,用词基本准确基本符合原文风格
D档	<ul style="list-style-type: none">译文仅部分忠实于原文仅译出少量原文内容未传递原文意图	<ul style="list-style-type: none">译文不通顺语言错误较多,用词不太准确不符合原文风格
E档	<ul style="list-style-type: none">仅译出零星原文内容	<ul style="list-style-type: none">仅译出少量词语或句子
F档	<ul style="list-style-type: none">译文与原文无关或未作答	

四、成绩汇报与证书颁发

“国才高端”的成绩报告单包括考试成绩和成绩等级。考试成绩以“国才考试”量表分汇报。成绩等级分为优秀、良好、合格和不合格。等级与成绩(量表分)对应关系如下:

等级	优秀	良好	合格	不合格
成绩	330分-360分	300分-329分	280分-299分	280分以下

考生成绩达到合格及以上等级,方可获得证书。

样题及解析

一、“国才高端”样题



口头沟通

Task 1

Read the following passage and then listen to a **2**-minute lecture on the same topic from a different perspective. Summarize the points made in the lecture, and explain how the points respond to those made in the reading passage. Note-taking is allowed while you read and listen.

You will have **2** minutes to read the passage, **2** minutes to prepare and **90** seconds to speak.

Reading passage

One of the predominant and most controversial debates confounding the international community has to do with the use of nuclear energy, and it is likely to be an ongoing debate. In spite of what the opponents claim, the proponents of nuclear energy have put forth credible rationale to justify its use.

To find an alternative energy source that is affordable, many nations have gradually replaced fossil fuels with nuclear energy. As the price of oil has been soaring, nations have opted to use inexpensive nuclear energy. In fact, nuclear energy has proven to be a cheaper source for generating electricity than oil, gas, or even coal.

A major concern for installing nuclear reactors stems from the workers who are constantly exposed to radiation. However, this is groundless. In the US there has been no evidence of any nuclear power plant worker complaining of any form of sickness coming from radiation. According to one study, death rates from cancer among workers in nuclear power plants are no higher than those of the general population.

Please put on your headphones. Now listen to a part of a lecture on the topic you have just read about.

Scripts

Narrator: Now listen to a part of a lecture on the topic you have just read about.

Whenever we look into a crucial issue, we must never forget to study it thoroughly before coming to any conclusions, but the benefit of nuclear energy is one area where people often fail to apply this principle.

If you think nuclear energy is a cheaper source of energy, you are only looking at one side of the coin. Once a nuclear power plant is constructed, it will generate energy that is more cost-effective than fossil fuels. But it must be noted that constructing a nuclear power plant calls for astronomical costs, and as a matter of fact, over the last two decades the cost of building a new nuclear power plant rose over threefold. On top of this huge expense, the existing electric power plants and other energy generators will either be replaced or reduced in productivity, which means wasting people's tax dollars.

Also, we cannot leave out potential health hazards to workers when construction of nuclear power plants becomes the center of the controversy. It is an undeniable fact that any worker on the premises of a plant will be exposed to dangerous radiation. Although some say it is a minimal amount, the important point is that they are still exposed to it almost daily. And we may be led to think that there have been no cases of serious illness involving workers associated with exposure to radiation. But have you ever thought that this may be because these occupational illnesses take a long time to manifest themselves? In light of these facts, we must be more cautious before we begin to resort to nuclear energy as our principal energy source.

Task 2

Read the following passage and answer the question for debate.

You will have **3** minutes to read the passage, **2** minutes to prepare and **2** minutes to give your response.

Reading passage

The Cost of Cool

A huge amount of air conditioning will be installed globally in coming years, and the implications for climate change are profound. Air conditioning is still a relative rarity in many countries, including those with very hot climates. But as these countries boom in wealth and population and extend electricity to more people, the projections are clear: A huge amount of air conditioning will be installed globally in

coming years, not just for comfort but also as a health necessity.

Air-conditioner sales are now increasing in India, Indonesia and Brazil by between 10 percent and 15 percent annually, according to a 2015 report by researchers at Lawrence Berkeley National Laboratory. India is the biggest country primed for air-conditioning growth and associated greenhouse emissions, said Durwood Zaelke, president of the Institute for Governance and Sustainable Development, which focuses on short-term, high-impact fixes to climate problems. For Mexico, the study projected air conditioning over the 21st century to grow from 13 percent of homes to potentially 81 percent of homes.

Overall, the Berkeley Laboratory report projects that the world is poised to install 700 million air conditioners by 2030 and 1.6 billion by 2050. In terms of electricity use and greenhouse-gas emissions, that's like adding several new countries.

QUESTION



Imagine you are a delegate attending an international conference on greenhouse gas emission and climate change. Regarding the air-conditioning issue mentioned in the above passage, some delegates have proposed an initiative to discourage the use of air-conditioners worldwide. However, you represent delegates who **DISAGREE** with this proposal. Please illustrate your reasons why you are against this initiative. You are expected to provide your own argument(s) with analysis to support your position.

Task 3

You will hear a speech delivered by a Chinese official at the opening of an international conference on HIV/AIDS. The speech is divided into a number of segments and at the end of each segment you'll hear a tone. You are expected to start interpreting after the tone. Now interpret the speech into English.

尊敬的各位国际组织代表、嘉宾、媒体朋友们：

大家好！

首先，非常感谢各位出席由中国艾滋病防治协会举办的2016艾滋病防控国际研讨会。[TONE]//[TONE]

众所周知，艾滋病是一种危害性极大的传染病，有较高的死亡率。到目前为止，国际上已经通过了很多相关的政治宣言，也开展了很多具体的活动和项目来防控艾滋病。以中国政府为例，自80年代中国发现首例艾滋病病例以来，政府高度重视艾滋病防治工作。[TONE]//[TONE] 习近平主席和李克强总理多次参加“世界艾滋病日”活动，看望艾滋病患者，研究部署艾滋病防治工作。中国艾滋病防治投入不断加大，中央财政防治专项经费由2003年的2.7亿元增长到2014年的31.3亿元，累计投入178亿元。[TONE]//[TONE]

去年，联合国艾滋病规划署提出了到2030年结束艾滋病流行的目标。这个目标的提出是有很多数据支持的。截至2015年6月，估计全球约有1580万名艾滋病感染者接受了抗病毒药物治疗，而这一数字在2010年和2005年分别仅为750万和220万。所以，虽然估计在2014年年底全球仍有3690万人感染艾滋病病毒，但通过一系列防控措施，这个目标还是很有希望实现的。[TONE]//[TONE]

中国政府赞赏和支持这一全球战略目标，目前正在制定遏制与防治艾滋病的“十三五”行动计划。我们会加大工作力度，切实保障政策落实，探索能够发挥相关各方优势的工作模式，动员一切资源和力量，尽早实现艾滋病防控的国家和全球目标。我也恳切地希望国际组织和社会各界能够对此给予支持和帮助。[TONE]//[TONE]

最后，我衷心希望能与在座的各位一起共同促进中国和全球的艾滋病防控工作，力争让艾滋病不再困扰人类！谢谢！ [TONE]//[TONE]

**Task 1**

Read the following documents written by different authors and answer the questions in your own words within **60** minutes, using continuous prose of about **100-150** words to answer each question.

Energy Security

- a) Summarize the claim and reasons the author of **Document 1** mentions for energy shortage.
- b) Evaluate the strengths and weaknesses of the author's reasoning in **Document 1**.
- c) Both **Document 1** and **Document 2** advocate domestic oil drilling, at least in part. Which one is more convincing? Why?

Document 1

The U.S. Commodity Futures Trading Commission (CFTC) announced that it has opened an investigation into whether futures traders conspired to drive up oil prices. We doubt the investigation is necessary; when one considers breakneck economic development in some developing countries, the weak U.S. dollar, and the Organization of the Petroleum Exporting Countries (OPEC), one hardly needs the services of the CFTC to solve the mystery of the oil-price spike.

But there is a group of people conspiring to make energy more expensive for Americans. That group is the U.S. Congress. By refusing to open domestic lands and coastal waters for energy exploration, Congress is keeping billions of barrels of oil off the market. OPEC would be proud, and must be pleased.

Critics of proposals to open these areas for business argue that it would take up to 10 years to bring any new supplies online. Of course, they were using this same reason 10 years ago, and if they hadn't prevailed then the U.S. would be less dependent on foreign oil today.

They also argue that Congress should be encouraging renewable energy sources such as solar power, wind power, and biofuels rather than opening the spigots on new sources of petroleum. But the simple fact of the matter is that solar power and wind power cannot take the place of nonrenewables in the U.S. economy. As for biofuels such as corn ethanol, the 2007 mandate requiring the production of 36 billion gallons by 2022 has exacerbated an increase in world food prices without doing anything to lessen the pain at the pump.

Superior U.S. technology has made it possible to drill in the environmentally sensitive areas off our coasts with minimal disturbance to the surrounding ecosystem. It is better to

increase production in the U.S. than to allow high prices to spur increased production in countries with worse environmental track records. With oil nearing \$140 a barrel, there are no good reasons for keeping this supply off the market.

Nor are there any good reasons for artificially making energy more expensive, though congressional Democrats (and a few Republicans) recently attempted to do just that. First, the Senate tried to pass a cap-and-trade bill. By rationing the use of fossil fuels, the bill would have led to higher coal, natural-gas, and petroleum prices, even though the prices of those commodities are already at historic highs. Fortunately, an adequate number of GOP senators banded together to kill the bill. Even some Senate Democrats reportedly began to wonder about the political wisdom of pushing through higher energy prices.

Undaunted, Senate Democrats proposed a windfall-profits tax on U.S. oil companies. The Congressional Research Service found that the last time Congress imposed one, it reduced domestic production.

Republican senators stymied the windfall-profits tax, also, but with several Senate seats in danger and a presidential nominee who supports energy rationing, whether the GOP can continue to fight effectively for a cheap energy agenda remains an open question. The CFTC is investigating oil-price fixing, but where is the agency that will protect Americans from Congress?

Document 2

Every U.S. president since Richard Nixon has expressed concern about America's growing dependence on imported oil. But effective action has proved elusive: Oil imports have more than doubled in the past 35 years – from 30% at the time of the first oil shock in 1973 to around 65% today.

Yet the collapse in world energy demand and the fall of energy prices present a rare, once-in-a-generation opportunity. Congress and the Obama administration can work with energy producers to craft an energy policy that creates jobs, expands and diversifies the nation's energy supply, generates government revenue, and protects the environment.

Reaching those goals begins with rejecting the false choice between “drill, baby, drill” and a near-exclusive focus on alternative energies and conservation. An “all-of-the-above” approach holds far more promise.

President Barack Obama seems to recognize this. In his address to Congress this week, he spoke forthrightly about the need to tackle climate change – while acknowledging the role of hydrocarbons in the overall energy mix, and emphasizing the need for energy security and efficiency. At BP we welcome his commitment to “invest \$15 billion a year to develop technologies like wind power and solar power, advanced biofuels, clean coal and more efficient cars and trucks built right here in America.”

BP has already demonstrated its commitment to a diverse energy portfolio. We're the largest producer of oil and gas in the U.S. We're also investing more than \$8 billion over 10

years to develop solar, wind, hydrogen power and biofuels. We support energy conservation and efficiency, as well as addressing climate change via a cap-and-trade system to harness the power of the market to reduce CO₂ emissions.

But if the country is to gain full value from the technology, knowledge and expertise possessed by BP and its major competitors, I'd like to offer policy makers a few suggestions.

First, energy providers and governments must have confidence in one another. An adversarial stance does nothing to increase the supply of energy. Regulatory policies need to be sensible, stable and right the first time.

Second, energy security can only be built on a solid foundation of free markets and free trade. Two-thirds of the world's oil is traded across international borders. This huge and agile market makes it possible to respond quickly to supply disruptions, such as hurricanes or political unrest. Tariffs, heavy taxes, or restrictions on the free movement of petroleum products interfere with that process.

Third, transitional incentives are needed to make low-carbon energy competitive with other energy sources, and to kick-start technologies for large-scale carbon abatement, such as carbon capture and storage. But these incentives should taper away over time, so costs are driven down and the market can take over as quickly as possible.

Finally, America must stop looking to others for the oil it needs and actively develop its own hydrocarbon endowment. Even with the rapid growth of alternatives, fossil fuels will continue providing most of the energy Americans consume for decades into the future.

The search for new sources of domestic crude has been constrained by a lack of access to promising areas, notably the Outer Continental Shelf (OCS). Resource estimates for closed areas exceed 100 billion barrels of oil, with 30 billion recoverable with today's technology and at today's prices.

Opening up the OCS would enhance America's energy security. Moreover, a new study by ICF International estimates that it could create as many as 76,000 new jobs and generate a total of nearly \$1.4 trillion in new government revenue by 2030.

No one in the energy business thinks America can drill its way to energy security. But a policy based exclusively or even primarily on conservation and efficiency is a recipe for ongoing scarcity and economic decline.

The prize is great and the time is right. When the world economy begins to recover – and it will – demand for energy will rise and the moment will likely have passed. We are extending our hand. We hope Washington policy makers will grasp it.

Task 2

Write an essay on the following topic within **40** minutes.

You (Carl Levinson) are a commentator working for *The Reviewer*, a post that includes columns on hot issues. Recently, a reader sent a letter about the new product – driverless car. In the letter, he expressed his worry that this invention was another signal that humans are being threatened by the controlling power of AI (artificial intelligence). Write a **commentary** to address the reader's concern.

Write about **350** words.

Task 3

The following is an excerpt from a company's annual report of social responsibility. Translate it into English suitable for publishing within **40** minutes.

去年，集团大力开展员工权益保护和关爱行动，在合作伙伴中深入推进诚信合规、合作共赢理念，加强安全生产、环境保护、食品药品安全工作，创新社会公益、社区共建活动方式，收到了良好成效。集团被国资委评为“节能减排优秀企业”，被中国社科院评为中国企业社会公益“五星级企业”，这代表了社会各界对集团社会责任工作的肯定。

虽然我们的社会责任工作取得一定成效，但在履行社会责任方面仍然任重道远。我们要努力转变过往存在的重经济责任轻其他责任、重股东权益轻其他相关方权益、重舆情轻预防、重报告编制轻践行融合等现象，更加认真地倾听来自员工、客户、合作伙伴等相关方的意见和呼声，直面不足，通过聚焦实质性议题，以行动推动问题的解决。

二、“国才高端”样题解析



口头沟通

Task 1

任务说明

“发言总结”任务主要考查考生概括内容要点的能力。考生要注意，与以往出现的考查单一语言技能的任务不同，这是一个读、听、说结合型任务。任务要求考生阅读一篇200词左右的短文，然后听一段2分钟左右的发言，短文与发言的话题一致（可能涉及国际政治、经济、文化、科技、环保等领域），但观点可能相左或相互支撑。考生需要口头概括发言要点，并阐明发言要点与短文要点的关联。

答题思路

作答“发言总结”任务时，考生必须正确理解任务要求。这项任务明确要求考生总结发言中的基本观点与主要细节，并且指出它与短文要点的关联。这种关联可能指发言回应了短文中的某种质疑，也有可能指发言对短文提出了某种质疑，还有可能指发言支撑了短文的要点等等。若想清晰表达发言与短文的关联，考生就必须提炼短文的主要观点与细节，并做好笔记。在此基础上再听发言，才能有的放矢。听的过程中，考生更要做好笔记，只有这样，才有可能在口头表达中准确呈现主要信息。此外，考生需要注意的是，作答本任务时，只对材料进行总结即可，无须呈现自己的观点。现以样题为例阐述答题思路：

考生首先应该在2分钟之内，快速阅读短文，提炼出短文的核心观点及主要细节，并做好笔记。将短文的提纲迅速梳理出来，能极大减轻后续听力理解的负担。短文笔记样例如下：

The passage

Major point: Good reasons for using nuclear energy

1st reason: Cheap

➤ Supporting details:

- 1) Oil price rising
- 2) Cheaper for generating electricity than oil, gas, coal

2nd reason: Safe

➤ Supporting details:

- 1) No evidence of sickness coming from radiation in nuclear power plants
- 2) Death rates from cancer no higher than those of general population

然后，考生需要听一个2分钟左右的发言。注意在听发言时，短文材料会在电脑屏幕上消失，这就要求考生不仅要关注发言中的观点和主要细节并做好笔记，同时还要注意发言与短文要点的关联。发言笔记样例如下：

The lecture

Major point: Disadvantages of using nuclear energy

1st reason: Not cheap

➤ Supporting details:

- 1) Building a nuclear power plant costing very much
- 2) Other energy generators replaced or reduced

2nd reason: Not safe

➤ Supporting details:

- 1) Exposing to radiation almost daily
- 2) Taking a long time to manifest the illness

两个材料对比来看，本样题中发言对短文的观点和细节都提出了质疑或反对，两篇材料的结构和逻辑都比较清晰。如果考生能够梳理出如下提纲，那么，口头总结就水到渠成。

	The lecture		The passage
Major point	Disadvantages of using nuclear energy	Opposing	Good reasons for using nuclear energy
1st reason	Not cheap	Opposing	Cheap
Supporting details	Building a nuclear power plant costing very much	Challenging	Oil price rising
	Other energy generators replaced or reduced	Challenging	Cheaper for generating electricity than oil, gas, coal
2nd reason	Not safe	Opposing	Safe
Supporting details	Exposing to radiation almost daily	Challenging	No evidence of sickness coming from radiation in nuclear power plants
	Taking a long time to manifest the illness	Challenging	Death rates from cancer no higher than those of general population

考生作答时还要考虑内容的完整性和语言使用的准确性。切记：不能只是分别总结发言和短文的要点，一定要指出它们之间的关联。

Task 2

任务说明

“焦点论辩”任务主要考查考生理解材料观点并进行辩驳的能力，同时也考查考生在短时间内进行有效思考、分析、表达的综合思辨能力。任务要求考生阅读一篇300词左右的文章，按指定角色进行2分钟的口头论辩。阅读文章的主要内容可能涉及某一具有争议的国际热点、时事要闻或焦点事件。

答题思路

作答“焦点论辩”任务时，考生应就给定立场阐述自己的观点并进行论证。一般来说，应达到以下要求：

1. 论点明确

开头应用1-2句话简要介绍自己的主要论点，如有多于一个论点，应给出预览，然后就所介绍的论点展开论辩。

2. 论述充分

在每一个论点下，考生都应给出论点的支撑，即所有能支持论点成立的论据，包括但不限于数据、事例、案例、证据、现状陈述等。同时，考生应有较为充分的论证过程，即展开说明论据为什么能支持论点成立。

3. 表达有效

考生应在短时间内尽量用简洁有效、准确流畅的语言来表达自己的主要想法。

现以样题为例阐述答题思路：

考生首先应该在3分钟之内，快速有效地阅读所给文章，理解文章大意；然后，理清问题要求，明确立场。具体来说，本样题提供的阅读材料介绍了世界范围内空调普及与使用的基本情况，包括某些地区空调使用情况的具体数据。文章多为描述性内容，而非评论性内容，即只客观介绍现状与问题，并未包括与此相关的人为或主观评价。注意问题的题干部分已经指定了考生的角色和立场，即作为国际会议代表，针对“降低空调的使用率来实现环保”这一提案表明反对态度，并给出原因进行论证分析。

然后，考生需用2分钟时间准备一场时长2分钟的口头论辩。与客观描述性的阅读文章不同，考生的论辩应以评述或评论性内容为主，即基于所给事实或现状展开自己的观点，即使列出描述性的数据、事例或现状，也是为说明或论证观点而服务。切忌仅罗列文章给出的数据或其他所知论据，而不做任何评述、分析或解读。通过论辩，考生应体现自己对现实与问题的思考，而不是仅强调现实或问题本身。

Task 3

📌 任务说明

“交替传译”任务考查考生进行汉英交替传译的能力。任务要求考生听一段600字左右的会议发言，将其译为英文。会议发言按讲话内容和长度自然切分成若干个小的语段（segments），语段后有提示音（tone），提示“发言暂时中断”，考生应在接下来的时间内进行翻译，考试系统会自动进行录音。考试过程中考生可按自己的口译习惯使用考场提供的纸张做笔记。

📌 参考译文

Distinguished representatives of international organizations, delegates, friends from the media,

Good morning.

First of all, thank you very much for coming to the 2016 International Symposium on AIDS Prevention and Control, which is hosted by the Chinese Association of AIDS Prevention and Treatment.

As is known to all, AIDS is a major infectious disease with a high mortality. So far the international community has adopted quite a few political declarations on AIDS and conducted many specific activities and programs for AIDS prevention and control. Take the Chinese government as an example. Since the identification of the first case in China in the 1980s, the government has attached great importance to AIDS prevention and treatment. President Xi Jinping and Premier Li Keqiang have attended the World AIDS Day activities many times. They have visited AIDS patients and provided guidance to AIDS prevention and treatment. The government input has been constantly on the rise and the earmarked funding from the central budget has increased from 270 million yuan in 2003 to 3.13 billion yuan in 2014, totaled 17.8 billion yuan.

Last year, UNAIDS proposed the objective to end the AIDS epidemic by 2030, which has been supported by a lot of data. By June 2015, it was estimated that there had been 15.8 million AIDS-infected people received anti-viral treatment. This figure was only 7.5 million in 2010 and 2.2 million in 2005. Therefore, even though it was estimated that by the end of 2014, there were still 36.9 million people living with AIDS in the world, with a series of prevention and control measures, it is quite likely that this objective would be achieved.

The Chinese government endorses this global strategic objective. To support its realization, we are now developing the action plan against AIDS for the 13th five-year development period. We would strengthen our efforts to implement the relevant policies. New modes of work would be explored to bring into play the advantages of stakeholders. All available resources would be pooled to realize as early as possible both the national and global objectives. In this regard, support and help from international organizations and stakeholders would be highly appreciated.

Finally, it is my sincere hope that we can join our efforts against AIDS in China and in the whole world so that it would no longer be a public health threat. Thank you.

📌 逐段点评

样题是一篇典型的国际会议发言稿，有比较完整的开场白、主体内容和结束语，旨在全面考查考生为国际会议发言进行交替传译的能力。

第一段是开场白，点出会议的主办方和主题。考生应能识别出“中国艾滋病防治协会”，并很快译出 Chinese Association of AIDS Prevention and Treatment。这里并不是要求考生能够脱口而出准确翻译所有机构的英文名称，而是能够听辨出这是一个从事艾滋病防治工作的专业协会，并了解机构名称的一般翻译方法。同理，考生应能识别出此次大会的内容是“艾滋病防控”，并将大会名称译为 the 2016 International Symposium on AIDS Prevention and Control。另外，这一段虽然内容并不复杂，但译成英文时需要注意句子的结构，可采用断句或是添加从句的方式将原文内容完整译出。

第二段是关于艾滋病政策的介绍。在总体说明了有很多相关政策和活动后，具体介绍了中国的艾滋病防治工作。考生应能听辨出原文的语篇结构，并在口译中体现出同样的结构。另外，最后一句中出现多处数字，考生要注意准确加以记录和转换。

第三段介绍联合国艾滋病规划署（UNAIDS）的工作目标。这段话中也出现多处数字，而且既有具体的数值又有多个年份，对考生的数字笔记和转换有较高的要求。这一段虽然只有几个中文句子，但涉及用数据来论证观点、因果关系和转折关系等逻辑，考生要能够准确地进行听辨并组织译文。

第四段主要阐述中国政府的艾滋病防治政策和立场。第一句听辨时要抓住发言中提到的“全球战略目标”和“‘十三五’行动计划”。第二句连续出现多个动词短语，是一个典型的中文长句，考生在做笔记和翻译时应理清各动词短语之间的关系，适当断句并补出相应的逻辑关系。第三句单就句子本身而言，相对比较简单，但应译出“国际组织”和“社会各界”，尤其不应漏译后者。此外，要体会到第三句话是向听众，也就是国际组织和社会各界，发出呼吁，翻译时需要尽量体现出祈使的语气，可用 may I 这样委婉一些的句式，或是 support and help would be highly appreciated 这样的被动语态。

最后一段是一句非常典型的结束语，译出“让我们大家一起努力”和“实现有关目标”的意思即可，不必拘泥于“艾滋病不再困扰人类”的具体表达方式。

总体而言，这篇汉英交传会议发言的层次比较清楚，语段内各句子之间有着一定的逻辑联系，考生应能较好地听辨出发言的逻辑，理清层次，有条理地将听到的发言内容一一译出，展现自己的语言分析和组织能力。同时，该考题也综合考查了考生的英文语音、语调、词汇积累和句式掌握能力。



Task 1

 任务说明

“时评分析”任务主要考查考生总结、分析和评价信息的能力。任务要求考生阅读两篇关于同一议题的材料后，总结观点、分析证据、评价论证优缺点等。这两篇材料从不同视角阐述同一议题，总词数在1300词左右。考生应用自己的话总结文章的论点，分析证据的优缺点，对比论证的效果和策略。每个小问题的回答篇幅应在100-150词之间。

 答题思路

考生在作答“时评分析”任务之前，应注意区分两篇阅读材料的论点、论据和论证方式。样题就是要求考生阅读两篇从不同角度撰写的涉及“能源”话题的文章，并回答三个小问题：

- a) Summarize the claim and reasons the author of **Document 1** mentions for energy shortage.
- b) Evaluate the strengths and weaknesses of the author's reasoning in **Document 1**.
- c) Both **Document 1** and **Document 2** advocate domestic oil drilling, at least in part. Which one is more convincing? Why?

1. 作答第一小题时，考生需认真阅读材料1，概括其主要论点，并阐明支撑其论点的论据。考生应注意将重要信息提取出来，并用自己的语言概括，要做到条理清晰，切勿抄袭原句。

在材料1中，作者指出，美国国会遏制国内原油的开采及强调替代性能源的使用，导致美国过于依赖石油进口。为了证明这一观点，作者提出：可再生能源并不能取代矿物燃料，同时，美国也能够通过先进的开采技术及环保措施，科学地开采原油。考生将这一观点及论据阐释清楚即可。例如：

The author of Document 1 claims that the U.S. Congress is responsible for keeping Americans more dependent on foreign oil by focusing on alternative energies and discouraging domestic oil drilling. The author argues that renewable energy sources cannot replace fossil fuels in America and that the demand for biofuels will push up world food prices. Moreover, according to the author, the U.S. is in a better position to tap into the new sources of crude given its advanced drilling technology and better environmental track record. Above all, the author holds that congressional Democrats are heading for an expensive energy agenda since they have attempted to ration the use of fossil fuels and impose a windfall-profits tax on U.S. oil companies.

2. 第二小题中，考生需评价材料1的论证过程的优缺点，包括论据是否有力、充实、可信。论据一般分为两大类：一类是事实论据，包括史实和现实的事例；另一类是理论论据，包括公理、格言和被大众公认的名人名言。材料1第四段中，作者在论证生物燃料无法替代不可再生资源时，就使用了事实论据——the 2007 mandate曾经要求生产360亿加仑生物能源，结果却导致世界粮食价格

上涨。这个事实论据非常有力，它使作者的观点更加可信。考生如若认为作者的某些论证不够有力，也可提出改进建议，只要回答符合逻辑、言之有理即可。例如：

The author's first reason that "solar power and wind power cannot take the place of nonrenewables in the U.S. economy" would be stronger if detailed explanations were provided. However, when it comes to biofuels, the author uses solid evidence, namely, "the 2007 mandate", to illustrate the adverse effect of producing biofuels, which leads to world food price hike. The author's second reason is pretty strong in that it points out the superiority of American drilling technology and U.S. capacity of doing "minimal disturbance to the surrounding ecosystem" in comparison with other countries. This reason can be made stronger by indicating what the reduction rate of oil price would be like if the U.S. were to increase the domestic supply of energy. By comparison, the author's third reason is strongest in that it uses two pieces of evidence, namely, a cap-and-trade bill and a windfall-profits tax proposal, to show the Senate is trying to discourage domestic oil drilling.

3. 第三小题要求考生对比两篇材料的论证效果，找出异同，分析论证策略。作答此题时，考生需先明确提出自己的观点，指出哪篇材料更有说服力，随后阐明理由。考生可通过分析作者思路是否清晰，论证逻辑是否严谨，论据是否充足可靠，是否采用了举例论证、对比论证、引用论证等多种策略使论证更加有力，从而证明自己提出的观点。例如：

I think Document 2 is more convincing than Document 1 when it comes to supporting domestic oil drilling. Although both documents mention the advanced U.S. drilling technology which could make domestic oil drilling feasible and environmentally friendly, Document 2 recommends that the government should boost its energy security by opening up the ideal drilling area (the Outer Continental Shelf) with estimated recoverable barrels of oil. Document 2 also uses statistics to show how the government would benefit from domestic drilling in terms of job creation and revenue generation by 2030. Compared with Document 1, Document 2 is better at using the strategy that statistics speak louder than words.

作答建议

考生作答“时评分析”任务时，应仔细阅读材料和题目，确保正确理解作者的观点；然后用自己的话列出作者的论点；同时关注论据是否充实，可提出改进建议，但要避免回答完全脱离给定材料的内容；考生可以采用对比论证策略，并对论证提供细节支撑。

Task 2

任务说明

“要事评论”任务主要考查考生根据给定的情境，以特定身份向指定对象阐释并论证个人观点的能力。任务要求考生针对国内外关注的热点议题、人文话题等进行观点阐发和论证。作答应紧扣话题，观点明确，逻辑清晰，理据有效，语言得体。由于考生在题目中被赋予某一特定背景身份进行写作，因此文体还应契合该情境下的措辞特点。写作篇幅应在350词左右。

答题思路

考生作答“要事评论”任务时，应在仔细审题、明确话题的基础上，确立论点，继而在明确作者身份的基础上确立写作目的，然后进行阐述。现以样题为例进行分析：

首先，本任务所探讨的话题由无人驾驶汽车所引发。这一产品的诞生，其正面和负面影响引起众人议论纷纷，题目中所聚焦的观点是这一发明预示了人工智能对人类的威胁。可见，任务的核心话题并非是无人驾驶汽车的优劣，而是人工智能对人类的影响。

其次，任务中的作者身份是《评论》焦点关注类栏目的时事评论员，此次的写作目的是借由读者来信所提到的“对人类日益受到人工智能技术威胁而担忧”这件事，发表对这一观点的评论。可见，文章不是简单的回信，而是供所有《评论》读者阅读的时评。

因此，考生的作答需包含的要素有：对“无人驾驶汽车所代表的人工智能技术对人类的影响”所持有的观点，对这一观点的论述，支持这一观点的论据。此外，考生要注意时评文章的文体特征。例文如下：

People around the world are tuned in to the latest advancements in driverless car technology. While many people regard it as the greatest disruptive innovation to travel that we have experienced in a century, one of our readers has recently sent a letter to express his worry. He has made a strong point that this invention could be another signal for men being threatened by the controlling power of AI.

We are entering the Age of the Internet of Things, in which Internet-connected “things” will monitor our home, our health and our habits in order to keep our pantry stocked, our utilities regulated and our life under control and relatively worry-free. The key word here, however, is *control*.

Between driverless cars that completely lack a steering wheel, accelerator, or brake pedal, and smart pills embedded with computer chips, sensors and robots, we are poised to outpace the imaginations of science fiction writers such as Philip K. Dick and Isaac Asimov.

Moreover, given the speed and trajectory at which these technologies are developing, it won't be long before these devices are operating entirely independent of their human creators, which poses a whole new set of worries. As technology expert Nicholas Carr notes, “As soon as you allow robots, or software

programs, to act freely in the world, they're going to run up against ethically fraught situations and face hard choices that can't be resolved through statistical models. That will be true of self-driving cars, self-flying drones, and battlefield robots, just as it's already true, on a lesser scale, with automated vacuum cleaners and lawnmowers.”

For instance, just as the robotic vacuum, Roomba, makes no distinction between a dust bunny and an insect, weaponized drones will be incapable of distinguishing between a fleeing criminal and someone merely jogging down a street. For that matter, how do we defend ourselves against a robotic cop that has been programmed to respond to any perceived threat with violence? Unfortunately, in our race to the future, we have failed to consider what such dependence on technology might mean for our humanity.

I'm not suggesting we all become Luddites. However, we need to be aware of how quickly a helpful device that makes our lives easier can become a harmful weapon that enslaves us.

作答建议

考生作答“要事评论”任务时，应首先仔细阅读题目，正确理解话题和写作背景信息；其次要注意让自己的核心论点紧扣话题，论证逻辑严密、条理清晰，同时提供有力的例证；最后一定要注意文体特点与写作目的的匹配度。切忌文中无核心论点或论点模糊，更不要把考题当成应试作文，无读者意识和文体意识。

Task 3

任务说明

“文件翻译”任务考查考生将中文文件翻译成英文的能力。中文文件长度在300字左右，文件类型包括政府、企业报告等。考生作答时，要注意译文忠实传达原文信息，语言通顺流畅，文体恰当。

作答建议

现就样题来具体分析如何完成“文件翻译”任务。题目要求将节选自某公司社会责任年度报告的部分内容翻译为英文，而且提出翻译的目的是for publishing，所以考生在作答时要格外注意措辞。

在翻译的时候，首先，考生要掌握一些词汇的准确译法。例如，“社会责任”、“权益保护”、“诚信合规”、“合作共赢”等，这类词汇在英语中都有较为固定的说法，一般不随意改动。类似的还有专有名词，例如，“国资委”、“中国社科院”等，也要遵循通行的译法。在翻译“节能减排优秀企业”、“中国企业社会公益‘五星级企业’”这类定语较长的名词结构时，可以采取释义的方法，把基本意思表达出来，但同时也要注意语言的简洁。

其次，考生需要具有较强的中文理解和分析能力。这种能力不仅有助于词汇的准确翻译，还有助于考生选择恰当的句法结构，以表达原文含义。例如，原文第一段第一句是一个较长的句子，翻译此句时，考生首先要理解这句话中各个分句之间的关系：哪些分句是并列关系，哪些分句是分述-总说关系。理清这些关系，对于选择恰当的句型、正确体现原文内在的逻辑关系至关重要。翻译第二段第二句时，同样需要类似的分析：考生需要弄清楚哪些短句讲的是具体工作方式的改进，哪些短句讲的是将要采取的总体措施，哪些短句讲的是行动，哪些短句讲的是目的，又有哪些短句讲的是方法。这些理解和分析，都是译文分句、断句，安排主次的重要依据。

再次，要完成好这篇文件翻译，考生还需要具有较强的英文语言表达和组织能力。这就要求考生掌握一些常用短语，例如 *achieve good results in, in the effort to, have a long way to go* 等。而且，考生需要熟练掌握英文的各种句法，以表达各种不同的逻辑关系，如并列、递进、因果、转折等等。

最后，考生还要注意译文的遣词造句都要使用正式文体，避免使用口语化表达，如连续的独立短句、缩略写法等。

参考译文

Last year, the Group achieved good results in its great efforts to promote love and care for the employees and the protection of their rights and interests, spread the concepts of integrity, compliance, and all-win in cooperation among our partners, strengthen work safety, environmental protection, and food and drug safety, and renovate the social welfare and community development activities. The Group was granted the title *Enterprise Excellent in Energy-saving and Emission-reduction* by the State-owned Assets Supervision and Administration Commission and the title *Five-star Enterprise* in terms of social responsibility fulfillment by the Chinese Academy of Social Sciences, which indicated the social recognition of the Group's efforts made in CSR.

Although some achievements have been made, there is still a long way to go for us to better perform our social responsibilities. We will strive to change the former practices that featured an over-emphasis on economic responsibility, shareholders' rights and interests, response to public opinion, and report preparation while neglecting other responsibilities, the rights and interests of other parties, crisis prevention and plan implementation. We will listen more attentively to the opinions and voices of our employees, clients and partners, face our shortcomings and take concrete actions to facilitate the solution to the problems by focusing on the material issues.

真题及作答样例

一、“国才高端”真题



Task 1

Read the following passage and then listen to a **2**-minute lecture about the same topic from a different perspective. Summarize the points made in the lecture and explain how the points respond to those made in the reading passage. Note-taking is allowed while you read and listen.

You will have **2** minutes to read the passage, **2** minutes to prepare and **90** seconds to speak.

Reading passage

Organically grown food, which contains no additives and is produced without chemical fertilizer and pesticides, has become progressively more popular in Britain and the United States. To determine whether the nutritional value of organic food justifies the higher cost for consumers, a major research investigation was commissioned by Britain's Food Standards Agency, the FSA, and conducted by a team of researchers from the London School for Hygiene and Tropical Health. Published in *The American Journal of Clinical Nutrition*, the study reviewed and summarized scientific papers published in the past 50 years on the benefits of organic food to health and diet.

Researchers determined that the small number of differences in nutritional content found in organically grown food was unlikely to affect the health of consumers. Both organic and conventional food were comparable in nutritional values of vitamin C, calcium, iron, and fatty acids. In short, the team concluded that there was no evidence to encourage the selection of organically grown food

in preference to conventionally grown food on the basis of nutrition. Although more phosphorus was identified in organically grown food, it was dismissed as irrelevant to public health because sufficient levels of phosphorus are also commonly found in most conventionally grown food. Levels of beta-carotene, which were identified at levels as much as 53 percent higher in organic food, were listed in the appendix but did not figure in the findings.

During the investigation, it was also found that acidity was slightly higher in organic produce; however, acidity was determined to affect taste and perception rather than nutritional values, according to the study. No evidence was cited to prove that additional health benefits were associated with eating more acidic organic food.

Please put on your headphones. Now listen to a part of a lecture on the topic you have just read about.

Scripts

Narrator: Now listen to a part of a lecture on the topic you have just read about.

A recent study by the FSA in Britain suggested that the nutritional values of organic food did not differ significantly from that of conventionally grown food. In response, several research studies in the United States and Europe have released contradictory findings. For example, in a study of strawberries, University of California researchers found that the antioxidant content was significantly higher in the organic fruit as compared with conventionally grown fruit. This study confirmed the findings of AFSSA, the French Agency for Food Safety, which identified higher mineral content and antioxidant micronutrients in organic food than conventionally grown food. Recent reports published jointly by the University of Florida and Washington State University suggested that organically grown food contained an average of 25 percent higher concentrations of 11 important nutrients, and researchers at the University of California at Davis also identified higher levels of beneficial flavonoids in tomatoes.

In addition, it was not mentioned in the British study that organic food offers more varieties from which consumers can choose. In side-by-side studies in the United States, results suggested that organic fruit and vegetables were consistently judged to be more visually appealing and more flavorful, and therefore, consumers were more likely to choose organic fruit and vegetables over conventionally grown counterparts.

Furthermore, it should be pointed out that investigators for the British study did not consider pesticide and herbicide residues in their comparisons. In conventional farming, food can be sprayed as many as 16 times with 30 different pesticides. In almost every study in the United States in which pesticides and herbicides were measured, significantly lower residues

of toxic chemicals were found in organic food as compared with conventionally grown food. Perhaps even more important was a study at the University of Washington comparing pesticide metabolites in children who ate an organic diet and those who ate a conventional diet. Children tested in the conventional diet group showed six times the amount of pesticide metabolites over the organic diet group, bringing their exposure to levels above the U.S. Environmental Protection Agency's current guidelines.

Task 2

Read the following passage and answer the question for debate.

You will have **3** minutes to read the passage, **2** minutes to prepare and **2** minutes to give your response.

Reading passage

The Debts of Global Warming

All countries have contributed to recent climate change, but some much more so than others. Those that have contributed more than their fair share have accumulated a climate debt which is owed to countries that have contributed less to historical warming.

This is the implication of a new study published in *Nature Climate Change*, in which Concordia University researcher Damon Matthews shows how national carbon and climate debts could be used to decide who should pay for the global costs of climate mitigation and damages.

The countries that have accumulated the largest carbon debts on account of higher than average per-capita carbon dioxide (CO₂) emissions are the United States, Russia, Japan, Germany, Canada, the United Kingdom and Australia.

The U.S. alone carries 40 percent of the cumulative world debt, while Canada carries about four percent. On the other side, the carbon creditors – those whose share of CO₂ emissions has been smaller than their share of world population – are India, Indonesia, Bangladesh, Pakistan, Nigeria, Brazil and China, with India holding 30 percent of the total world credit.

“Thinking of climate change in terms of debts and credits for individual countries shows how much countries have over- or under-contributed to historical warming, relative to their proportion of the world's population over time,” explains Matthews, study author and associate professor at Concordia's Department of Geography, Planning and Environment.

“This paints a striking picture of the historical inequalities among countries with respect to their greenhouse gas emissions and consequent responsibility for climate changes.”

QUESTION

Imagine you are a delegate attending an international conference on climate change. Regarding the climate debts mentioned in the above passage, delegates from developed countries with “the largest debts” hold that historical climate debts should not be used to decide who should pay for the global costs of damage caused by climate change, and argue that developing nations like China that have now become major carbon emitters, should shoulder equal or even more responsibility to fight global warming.

However, you represent delegates of developing nations who **DISAGREE** with the stance of developed nations. Please illustrate why developed nations should pay more for damage caused by climate change. You are expected to provide your own argument(s) with analysis to support your position.

Task 3

You will hear a speech delivered by a Chinese official at the opening of an international summit on family and development. The speech is divided into a number of segments and at the end of each segment you'll hear a tone. You are expected to start interpreting after the tone. Now interpret the speech into English.

尊敬的各位来宾、女士们、先生们：

大家上午好！很高兴与大家相聚在珠海，共同交流家庭发展问题，分享各国在家庭发展领域的经验，研讨今后的国际发展议程。[TONE]//[TONE]

家庭作为社会的基本单元，承担着抚育幼儿，帮助青少年走向社会，关怀、赡养老年人的重要职能，在实现千年发展目标的进程中发挥着重要作用。中国是世界上人口数量最多的国家，同时也是家庭数量最多的国家。中国家庭的发展与世界发展和进步事业息息相关。[TONE]//[TONE]

改革开放三十多年来，中国经历了人口发展领域的巨大变革，完成了人口再生产类型的历史性转变，有效控制了人口过快增长，将生育水平降到更替水平以下，人口对资源和环境的压力得到了缓解，为经济社会发展创造了良好的人口环境。 [TONE]//[TONE]

但我们也清醒地看到，中国仍然是一个发展中国家，发展不平衡、不协调、不可持续的问题依然突出。中国目前还有2亿左右的贫困人口，生活在12.9万个贫困村里，许多家庭还无法实现温饱。 [TONE]//[TONE] 同时，人口老龄化问题日渐凸显。2014年中国13.67亿人口中，60岁及以上的老人2.12亿人，占总人口比例为15.5%；65岁及以上人口数为1.37亿人，占比10.1%。伴随着人口老龄化的趋势，劳动力规模不断缩小，中国正在经历着“未富先老”的人口发展问题。 [TONE]//[TONE]

女士们、先生们，此次峰会搭建了良好的平台，中国愿与国际社会一道，为制定新的发展目标、增进世界人民福祉做出更大贡献！ [TONE]//[TONE]



书面沟通

Task 1

Read the following documents written by different authors and answer the questions in your own words within **60** minutes, using continuous prose of about **100-150** words to answer each question.

Health Problems

- Summarize the claim and reasons the author of **Document 1** mentions for the public health problems.
- Evaluate the strengths and weaknesses of the author's reasoning in **Document 1**.
- Both **Document 1** and **Document 2** provide sketch policy proposals. Which is more feasible? Why?

Antimicrobial Resistance: No Action Today, No Cure Tomorrow

The discovery and development of antimicrobials has been hailed as one of the most important advances in the history of modern medicine – reducing the suffering from disease and saving lives. However, these “miracle drugs” are losing their efficacy due to the emergence of antimicrobial resistance. Infections caused by multi-drug resistant organisms are associated not only with higher morbidity and mortality, but also with a prolonged and more expensive treatment as well. Multi-drug resistant organisms are also an epidemiological concern as they may spread locally, regionally or globally through individual contact, poor sanitation, travel, or the food chain.

Antimicrobial resistance is a serious problem that strikes at the core of infectious disease control and has the potential to halt, and possibly to even roll back, progress. Antimicrobial resistance and its global spread not only threatens the continued effectiveness of antimicrobials, but also risks jeopardising global health security. Hence, World Health Organisation (WHO) has declared antimicrobial resistance as the theme for the World Health Day, 2011.

The multi-drug resistant superbugs pose a therapeutic challenge to the treating physicians. In addition, antimicrobial resistance is also becoming a problem in some pathogens, with grave effects on some national disease control programmes. Chloroquine resistance in the malarial parasite has forced changes in the treatment strategy, necessitating introduction of the more expensive artemisinin-based combinations. Multi-drug resistant tuberculosis threatens to undo major gains in TB control, with an estimated 100,000 cases emerging every year. In TB drug resistance – as with all antimicrobial drug resistance – the human and economic costs of drug-resistance control are much greater than the missed opportunities for prevention. Inappropriate prescribing and dispensing of anti-TB medicines (i.e., incorrect regimens, monotherapy, inadequate compliance with treatment regimens) is a major public health concern. Drug resistance to first-line anti-retroviral treatment (ART) regimen in HIV has led to higher direct and indirect health costs. Second-line ART drugs cost six times more than the first-line ART regimen in the national programme.

The main drivers of the development of resistance are antimicrobial selection pressure and spread of resistant organisms. Use of a broad-spectrum antimicrobial to treat an infection not only impacts the specific pathogen causing the disease, but also kills populations of susceptible organisms that form a part of our normal flora. Indiscriminate antimicrobial use by physicians and the community, over-the-counter availability, and use of antimicrobials as growth promoters in agriculture and animal husbandry are a cause of concern.

It is important to understand the dynamics of antimicrobial use and resistance. National and international policy decisions backed by political and social will are needed to provide a more accurate assessment of the problem and interrupt the unacceptable trends. The two main factors that drive the rise and spread of resistant organisms are overuse and misuse of antimicrobials, and the spread of resistant organisms between individuals, communities, and countries. Surveillance of antimicrobial resistance and use is an essential prerequisite to monitor the situation, for effective prevention and containment of antimicrobial resistance and rational antimicrobial use. The WHO has supported the Indian Network for Surveillance of Antimicrobial Resistance (INSAR) by providing a platform for representative Indian microbiology laboratories, in both public and private sectors, to share and monitor the trends of antimicrobial resistance in few organisms of public health importance. There is a need to strengthen the capacity of laboratories in the quality analysis of antimicrobial resistance by providing reliable data for use at the local level as well as for national guidelines. Microbiologists could play a key role in antimicrobial stewardship by standardising antimicrobial susceptibility testing and sharing their data and trends in antibiograms.

The emerging multi-drug resistance and its global spread is a grim reminder that antimicrobial resistance and infection control are crosscutting issues that can only be tackled effectively through a health system's approach. Concerted action is needed at the local, national, and global level by all stakeholders, working in both human and animal health, to ensure the adequate treatment of patients today and the preservation of the life-saving power of antimicrobials for future generations.

The World Health Day, 2011 provides an opportunity to launch sustainable action to contain resistance, to raise awareness and education, and to track and contain the spread of resistance with improved informatics, and clinical decision support through the development and use of better diagnostics. WHO will provide technical support to all stakeholders to implement the policies and practices needed to prevent and counter the emergence of antimicrobial resistance.

To avoid the spectre of a post-antibiotic era, this is the time for action. WHO is committed to support the government in tackling this challenging public health problem to safeguard the health of all.

Document 2

Healthy Growth for U.S. Farms

Congress and the FDA must upend the nation's agricultural policies to keep its food supply safe.

Agriculture has fueled the eruption of human civilization. Efficiently raised, affordable crops and livestock feed our growing population, and hunger has largely been banished from the developed world as a result. Yet there are reasons to believe that we are

beginning to lose control of our great agricultural machine. The security of our food supply is at risk – in ways more noxious than anyone had feared.

The trouble starts with crops. Orange groves in Florida and California are falling to fast-moving blights with no known cure. Cavendish-variety bananas – the global standard, each genetically identical to the next – will almost certainly be wiped out by emerging infectious disease, just as the Cavendish's predecessor was six decades ago. And as entomologists Diana Cox-Foster and Dennis vanEngelsdorp describe in "Saving the Honeybee" [in the same issue], a mysterious affliction has ravaged honeybee colonies around the U.S., jeopardizing an agricultural system that is utterly dependent on farmed, traveling hives to pollinate vast swaths of monoculture. The ailment may be in part the result of the stresses imposed on hives by this uniquely modern system.

Plants and animals are not the only ones getting sick, however. New evidence indicates that our agricultural practices are leading directly to the spread of human disease.

Much has been made in recent years of MRSA, the antibiotic-resistant strain of Staphylococcus bacteria, and for good reason. In 2005, the most recent year for which figures are available, about 95,000 MRSA infections caused the deaths of nearly 19,000 Americans. The disease first incubated in hospitals – the killer bacterium is an inevitable evolutionary response to the widespread use of antibiotics – but has since found a home in locker rooms, prisons and child care facilities. Now the bacteria have spread to the farm.

Perhaps we should not be surprised. Modern factory farms keep so many animals in such a small space that the animals must be given low doses of antibiotics to shield them from the fetid conditions. The drug-resistant bacteria that emerge have now entered our food supply. The first study to investigate farm-bred MRSA in the U.S. – amazingly, the Food and Drug Administration has shown little interest in testing the nation's livestock for this disease – recently found that: 49 percent of pigs and 45 percent of pig workers in the survey harbored the bacteria. Unfortunately, these infections can spread. According to a report published in *Emerging Infectious Diseases*, MRSA from animals is now thought to be responsible for more than 20 percent of all human MRSA cases in the Netherlands.

In April 2008 a high-profile commission of scientists, farmers, doctors and veterinarians recommended that the FDA phase out the nontherapeutic use of antibiotics in farm animal production, to "preserve these drugs to treat sick animals, not healthy ones" in the words of former Kansas governor John Carlin, the commission's chair. The FDA agreed and soon announced that it would ban the use of one widespread antibiotic except for strictly delineated medical purposes. But five days before the ban was set to take effect, the agency quietly reversed its position. Although no official reason was given, the opposition of the powerful farm lobby is widely thought to have played a role.

This is just one example of a food production system that protects a narrow set of interests over the nation's public health. Simple measures such as the reinstatement of the FDA's initial ruling are necessary and important steps. But Congress needs to take a far more comprehensive approach to realign the country's agricultural priorities with its

health priorities, to eliminate subsidies that encourage factory farming, and to encourage the growth of polyculture and good old-fashioned crop rotation in the U.S. As the world is quickly learning, a civilization can only be as healthy as its food supply.

Task 2

Write an essay on the following topic within **40** minutes.

You are a commentator working for *The Globe*, a magazine that includes columns about important international issues. The G20 Summit was hosted by China in 2016 under the theme “Building an innovative, invigorated, interconnected and inclusive world economy”. Write a **commentary** to interpret the theme.

Write about **350** words.

Task 3

The following is an excerpt from a report on China’s nuclear emergency preparedness. Translate it into English suitable for publishing within **40** minutes.

中国是国际原子能机构成员国，始终致力于同各国一道推动建立国际核安全应急体系，促进各国共享和平利用核能事业成果，坚定不移支持和推进核应急领域国际合作与交流。中国与国际原子能机构等国际组织在核应急领域开展多层次、全方位合作，与世界有关国家核应急领域合作与交流不断拓展。中国积极履行核应急国际义务，支持国际原子能机构在促进核能与核技术应用、加强核安全、加强核应急、实施保障监督等领域发挥主导作用。中国积极履行有关国际公约规定的国际义务，响应国际原子能机构理事会、大会提出的各项倡议，多次参加国际原子能机构组织的公约演习活动，并推荐中国核应急领域的专家学者数百人次参加国际原子能机构开展的工作，为全球核应急领域合作献计献策。

二、“国才高端”真题作答样例



口头沟通

Task 1

The lecture responds to the passage in three aspects. First, in terms of the nutritional values, the organically grown food does have significantly higher levels of nutrients than conventionally grown food in that it has higher antioxidant micronutrients, higher mineral content and beneficial flavonoids as well as higher concentrations of several important nutrients, while the reading passage only mentions a small number of differences. Second, organic food offers more varieties for people to choose because it's always more visually appealing and more flavorful, but this point is not mentioned by the reading passage. Third, the lecture points out one more beneficial consequence of eating organic food is that it has a smaller residue of pesticides or herbicides. The conventional food may be sprayed as many as 16 times with 30 kinds of pesticides which are greatly damaging to human's health, and in a research the amount of pesticide metabolites found in children with a conventional diet also exceeds that of the organic diet group and the official guidelines.

Task 2

There're two reasons for us to believe developed countries should pay more for the global costs of damage caused by climate change. First is the historical accumulation. We know that in the last hundred years, developed countries prospered with the fast development of heavy industry. In other words, they have already emitted a large quantity of carbon dioxide gases and greenhouse gases, while developing countries had a much less carbon dioxide emission because they were still in the stage of agricultural society. Hence, in these cases we believe developed countries have accumulated a debt in the past, which they should pay now and in the future. A second reason for us to believe developed countries should pay more is the actual consumption. As we all know, the main reason for global warming is the emission of carbon dioxide. Compared with developing countries, developed countries emit much more carbon dioxide because they have more cars, more air conditioners, which are the main source of greenhouse gases. Considering this, we can say developing countries only accelerate the process of global warming while developed countries are the more to blame. Based on these two reasons, I believe developed nations should pay more for damage caused by climate change.

Task 3

Distinguished guests, ladies and gentlemen,

Good morning! I'm very delighted to come to Zhuhai to communicate with you on the topic of family and development, share each country's experience in this regard and discuss the international development agenda in the future.

Family is the basic unit of the society and it has a lot of important functions, for example, to bring up babies, to help our juveniles and our youth to adapt to society and also to support and care for the elderly. Thus family plays a key role in achieving our Millennium Development Goals. China is a country with the largest population in the world and it also has the most families in the world. So the development of Chinese families is highly relevant to the development of our world and progressive cause.

Over the past 30 years of reform and opening-up, the Chinese population has undergone tremendous changes. For example, our population has witnessed a historical change in terms of reproduction and we have effectively controlled the rapid growth of population. Our fertility rate has been lowered under the replacement rate, and our population pressure on resources and environment has been greatly reduced. So we have created a very enabling environment for our economic and social development.

But we also see clearly that China is still a developing country. China's development is still imbalanced, uncoordinated and unsustainable and these issues are very outstanding. Currently we still have about 200 million people living below the poverty line in about 129,000 poor villages, and many families are still struggling to be well fed and clad. Meantime, aging of population is becoming more and more serious. In 2014, China has a population of 1,367 million, and among them we have 212 million people aged 60 or over, which accounts for 15.5% of our total population. And for those who are 65 or older, we have 137 million, which accounts for 10.1% of the total population. So, with this trend of population aging, we now suffer a lack of labor force. China is now facing the problem of aging before being rich.

Ladies and gentlemen, this summit provides a very important platform for all of us. China is willing to work with the international community to contribute more to set new development goals and increase the well-being of the whole world.



Task 1

Question a)

Document 1 mentions the problem of antimicrobial resistance which poses a significant challenge to public health. Specifically, the threat interferes with physicians' treatment and has grave effects on disease control programmes such as control of malaria, tuberculosis and HIV. The driving factors behind the emergence of antimicrobial resistance are mainly overuse and misuse of antimicrobials that cause the antimicrobial selection pressure and spread of resistant organisms. In order to tackle this problematic trend, necessary measures such as surveillance of antimicrobial use and professional guide by microbiologists are needed. Moreover, because antimicrobial resistance is a global concern, coordination on all levels is also important.

Question b)

The strengths of the reasoning of Document 1 include its logic sequencing. It first states clearly the threat of antimicrobial resistance, which is the main theme of this document. Then the article illustrates its negative effect on public health, and digs into its root causes. After identifying the causes, it proposes possible solutions to the problem and raises initiatives at the end. By unfolding the argument in this way, the article provides the readers a clear and comprehensive picture of antimicrobial resistance. However, it is not without weaknesses. The solution part of the document is a bit self-contradictory. In the third paragraph backwards, the author mentions multi-drug resistance "can only be tackled effectively through a health system's approach", but when it comes to the specific measures, the author only proposes a surveillance network and professional help, without mentioning any feasible reform of public health service.

Question c)

The policy proposals provided by Document 1 are more feasible. Document 2 puts main focus on describing the phenomenon of the spread of super bacteria such as MRSA among crop, animals and even humans because of the use of widespread antibiotic in agricultural practices. This document only mentions at the very end about some very broad directions towards which we can work, for example, taking both agricultural priorities and health priorities into consideration, encouraging natural way of farming, etc. But these are not "feasible policies", not even practical proposals, and the author does not

manage to align solutions with causes accordingly. In contrast, Document 1 proposes more narrow-focused and feasible measures. By this I mean the measures mentioned in Document 1 can be put into practice immediately once the initiatives have passed. Moreover, Document 1 seems like an official initiative issued by WHO in which the organization promises to provide technical support to implement the relevant policies and practices, which makes this document not only more feasible but more credible to readers.

Task 2

G20 Summit – a World Economy with Four “Ins”

In the beautiful city of Hangzhou, the G20 Summit has been successfully held by China, under the theme “Building an innovative, invigorated, interconnected and inclusive world economy”, which is of great importance and relevance to the call of our times.

To begin with, a new business model of innovation has gained in popularity in today’s world. We have witnessed the fall of many traditional industries featuring high energy consumption and pollution. Innovation has been playing a bigger role in the economic growth in the 21st century. To some extent, it could be perceived as “the key to future success” in not only the economic field, but also sectors of our society. In this connection, taking the innovation as a main part of the Summit will help encourage countries to engage in innovative thinking, upgrade their ways of doing business and provide with more creative products and services. And that is also conducive for countries to upgrade their industrial mix into a green economy.

Besides, since the world economy has yet struggled off the aftermath of the financial crisis, a lot of economies are still in chronicle recession due to the lack of impetus. Compared with the bad performance of many developed economies, some emerging economies like China have enjoyed enormous development in recent years, thanks to the incentive policies they adopt and the inner vitality they enjoy. To promote the economic development, the government should apply favorable policies to encourage the stakeholders to invigorate themselves, thus maintaining growth momentum and achieving better performance.

In addition, with the deepening of economic globalization and integration, all countries in the world are more closely connected to each other than ever before. With more competition in the international market, countries should follow the trend instead of resisting it. In order to gain a firm foothold in that highly interconnected world economy, countries are supposed to draw on the strengths of others, and never try to isolate themselves from the international competition, since integration with the world economy will be a good opportunity for them to make further progress.

Last but not least, in this highly interdependent and interconnected world, we are exposed to all kinds of cultures, religions, social structures and ideologies. And different countries are at distinct development stages with different ways of doing business. We are supposed to adopt an inclusive attitude towards those differences and learn to respect them. Because such diversity will generate more impetus and momentum of growth, from which we can also learn from the essence of others to strengthen ourselves.

In this connection, the G20 Summit theme has epitomized the trend of our times, and also posed requirements for every member of the international market. Reflect on the meaning of this theme, and you will win in the future.

Task 3

As a member of International Atomic Energy Agency (IAEA), China is devoted to establishing an international emergency system of nuclear security together with other countries, promoting the sharing of the fruits of the nuclear energy for each country and fully supporting and propelling international nuclear emergency cooperation and communication all the time. China has cooperated with international organizations such as IAEA in the field of nuclear emergency in a multi-tiered and all-encompassing way. Cooperation and exchanges in this field have also been expanded between China and other relevant countries. China proactively takes responsibility for international nuclear emergency and supports IAEA's dominant role in many fields such as promoting the application of nuclear energy and nuclear technology, reinforcing nuclear security and emergency as well as regulating and supervising nuclear energy. In addition, China also plays an active role in observing international obligations carried out by international contracts, upholding each proposal put forward by IAEA's Board of Governors and the General Conference. What's more, China has participated in drills based on international contracts for many times and recommended hundreds of Chinese scholars and experts in nuclear emergency to take part in IAEA's activities and contribute to global cooperation in nuclear emergency.

考生请注意：本书提供的作答样例仅为示例，并非标准答案。为保证其真实性，并未做过多修改。

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国际人才 英语考试

高翻
笔译

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考试说明

一、考试简介

“国际人才英语考试”（English Test for International Communication, ETIC[®]），简称“国才考试”，是北京外国语大学中国外语测评中心研发的英语沟通能力认证考试体系，包括初级、中级、高级、高端、高翻五个类别。“国才考试”旨在评价、认定考生在各类国际交流活动中的英语沟通能力，为国际组织、政府机构、跨国企业等单位招聘、选拔人才提供参考依据。

国际人才英语考试（高翻），简称“国才高翻”，分笔译、交替传译和同声传译三类。“国才高翻（笔译）”用于评价、认定高校学生及社会人士从事科技、法律、商务、经贸等专业性文本翻译以及各类国际会议一般性文件翻译的能力。

二、考试内容与要求

“国才高翻（笔译）”由四项任务组成。考试采用计算机辅助形式。考试时间约180分钟。

“国才高翻（笔译）”考试内容与时间

考试内容		考试时间
任务一	英译汉	180分钟
任务二		
任务三	汉译英	
任务四		

任务一和二要求考生在规定时间内将两篇各约300词的英语文章译成汉语；任务三和四要求考生在规定时间内将两篇各约300字的汉语文章译成英语。

三、评分标准

“国才高翻（笔译）”评分标准

分数档	内容	形式
A档	<ul style="list-style-type: none">译文忠实于原文完整译出原文内容充分传递原文意图	<ul style="list-style-type: none">译文自然流畅语言规范，用词准确符合原文风格
B档	<ul style="list-style-type: none">译文较忠实于原文较完整译出原文内容较好传递原文意图	<ul style="list-style-type: none">译文通顺语言较规范，用词较准确较符合原文风格
C档	<ul style="list-style-type: none">译文基本忠实于原文基本译出原文内容基本传递原文意图	<ul style="list-style-type: none">译文基本通顺语言基本规范，用词基本准确基本符合原文风格
D档	<ul style="list-style-type: none">译文仅部分忠实于原文仅译出少量原文内容未传递原文意图	<ul style="list-style-type: none">译文不通顺语言错误较多，用词不太准确不符合原文风格
E档	<ul style="list-style-type: none">仅译出零星原文内容	<ul style="list-style-type: none">仅译出少量词语或句子
F档	<ul style="list-style-type: none">译文与原文无关或未作答	

四、成绩汇报与证书颁发

“国才高翻（笔译）”的成绩报告单包括考试成绩和成绩等级。考试成绩以“国才考试”量表分汇报。成绩等级分为优秀、合格、基本合格和不合格。等级与成绩（量表分）对应关系如下：

等级	优秀	合格	基本合格	不合格
成绩	338分-360分	315分-337分	300分-314分	300分以下

考生达到基本合格及以上等级，方可获得证书。请注意，取得“基本合格”证书说明考生具备基本的翻译技能，但尚需一定的实践和锻炼才能熟练工作。

样题及解析

一、“国才高翻（笔译）”样题

Translation from English into Chinese

Task 1

The following is an introduction to the Report on *Preventing Disease through Healthy Environments*. Translate it into Chinese.

This report presents a wide-ranging assessment and detailed findings to show by how much and in what ways improving the environment can promote health and well-being. The realization of just how much disease and ill health can be prevented by focusing on environmental risk factors should add impetus to global efforts to encourage preventive health measures through all available policies, strategies, interventions, technologies and knowledge. Armed with the evidence of what is achievable – and needed – healthcare policy-makers and practitioners alike should be encouraged in their efforts to promote healthy environments.

This second edition of *Preventing Disease through Healthy Environments*:

- Updates the 2006 publication and presents the latest evidence on environment-disease links and their devastating impact on global health.
- Systematically analyzes and quantifies how different diseases are impacted by environmental risks, detailing the regions and populations most vulnerable to environmentally mediated death, disease and injury.
- Is exhaustive in its coverage – the health impacts of environmental risks across more than 100 diseases and injuries are covered. Some of these environmental factors are well known, such as unsafe drinking water and sanitation, and air

pollution and indoor stoves; others less so, such as climate change or the built environment.

- Highlights promising areas for immediate intervention and gaps where further research is needed to establish the linkages and quantify the burden of disease for various environmental risk factors.

The report's findings result from a systematic process: literature reviews for all the disease categories addressed; compilation of available risk factor-disease estimates; and surveys of more than 100 experts worldwide. The best available scientific evidence together with approximations and expert evaluations for knowledge gaps are combined to provide up-to-date estimates. The data and methods underlying the health statistics for the previous and current editions have, however, undergone major modifications, and thus the trend analysis is restricted to selected parameters.

Task 2

The following is an excerpt from a UN document on the rule of law and transitional justice in conflict and post-conflict societies. Translate it into Chinese.

Recent years have seen an increased focus by the United Nations on questions of transitional justice and the rule of law in conflict and post-conflict societies, yielding important lessons for our future activities. Success will depend on a number of critical factors, among them the need to ensure a common basis in international norms and standards and to mobilize the necessary resources for a sustainable investment in justice. We must learn as well to eschew one-size-fits-all formulas and the importation of foreign models, and, instead, base our support on national assessments, national participation and national needs and aspirations. Effective strategies will seek to support both technical capacity for reform and political will for reform. The United Nations must therefore support domestic reform constituencies, help build the capacity of national justice sector institutions, facilitate national consultations on justice reform and transitional justice and help fill the rule of law vacuum evident in so many post-conflict societies.

Justice, peace and democracy are not mutually exclusive objectives, but rather mutually reinforcing imperatives. Advancing all three in fragile post-conflict settings requires strategic planning, careful integration and sensible sequencing of activities. Approaches focusing only on one or another institution, or ignoring civil society or victims, will not be effective. Our approach to the justice sector must be comprehensive in its attention to all of its interdependent institutions, sensitive to the needs of key groups and mindful of the need for complementarity between transitional justice mechanisms. Our main role is not to build international substitutes for national structures, but to help build domestic justice capacities. In some cases, international or mixed tribunals have been established to address past crimes in war-torn societies. These tribunals have helped bring justice and hope to victims, combat the impunity of perpetrators and enrich the jurisprudence of international criminal law.

Translation from Chinese into English

Task 3

The following is an excerpt from the white paper on China's BeiDou Navigation Satellite System. Translate it into English.

北斗卫星导航系统（以下简称北斗系统）是中国着眼于国家安全和经济社会发展需要，自主建设、独立运行的卫星导航系统，是为全球用户提供全天候、全天时、高精度的定位、导航和授时服务的国家重要空间基础设施。

随着北斗系统建设和服务能力的发展，相关产品已广泛应用于交通运输、气象预报、通信时统、救灾减灾、应急搜救等领域，逐步渗透到人类社会生产和人们生活的方方面面，为全球经济和社会发展注入新的活力。

卫星导航系统是全球性公共资源，多系统兼容与互操作已成为发展趋势。中国始终秉持和践行“中国的北斗，世界的北斗”的发展理念，服务“一带一路”建设发展，积极推进北斗系统国际合作。与其他卫星导航系统携手，与各个国家、地区和国际组织一起，共同推动全球卫星导航事业发展，让北斗系统更好地服务全球、造福人类。

Task 4

The following is an excerpt from an official document about China's viewpoints on the 2030 Agenda for Sustainable Development. Translate it into English.

今年是落实“2030年可持续发展议程”的开局之年。各国领导人在这次会议上就推动世界经济增长达成共识，为构建创新、活力、联动、包容的世界经济描绘了愿景。

我们认为，可持续发展必须包容联动。当前，可持续发展面临严峻挑战。地区冲突和热点问题此起彼伏，传统和非传统安全威胁相互交织，可持续发展环境堪忧。世界经济复苏乏力，经济全球化阻力加大，可持续发展动力不足。重大疫情、自然灾害频发等问题日益突出，能源资源安全、粮食安全、金融安全问题交织，可持续发展任务艰巨。越是在艰难时刻，越要提振信心。人类总是有智慧找到办法、有能力突破困境的，关键是要相互合作、同舟共济。国际社会应以命运共同体、利益攸关者的新视角，采取一致行动，共同应对全球性挑战。

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二、“国才高翻（笔译）”样题解析

任务说明

“国才高翻（笔译）”考查考生从事科技、法律、商务、经贸等专业性文本翻译以及各类国际会议一般性文件翻译的能力。考试由两大部分组成，第一部分是英译汉，第二部分是汉译英。每个部分包含两项任务，第一个是翻译专题文件，第二个是翻译官方文件。共四项任务，每项任务长度300字/词左右，考试总时长180分钟。

参考译文

Task 1

本报告提供了广泛的评估和详细的调查结果，旨在说明改善环境能在多大程度上，及以何种方式促进健康和幸福。认识到重视环境风险因素能在多大程度上预防疾病和健康不佳的状态，必将促进全球通过一切现有的政策、战略、干预手段、技术和知识，来鼓励疾病预防措施。了解了可以取得的成果和当前所需，就可以据此鼓励医疗卫生政策的制定者以及类似的从业者努力去创造健康的环境。

《通过健康的环境预防疾病》第二版：

- 更新了2006年的版本，提出了关于环境与疾病的关系及其对全球健康有严重影响的最新证据。
- 系统地分析和量化了不同疾病如何受到环境风险的影响，并详细说明了最易受到环境影响而导致死亡、疾病和损伤的地区和人群。
- 报告内容翔实，讨论了环境风险对100多种疾病和损伤的影响。有些环境因素众所周知，如不安全的饮用水、环卫设施、空气污染和室内炉灶等；而有些环境因素并不为人所熟知，如气候变化和建筑环境等。
- 列出了有望立即采取干预行动的领域，并说明了需要进一步研究的空白领域，以确定各种环境风险因素之间的联系并量化这些风险因素造成的疾病负担。

本报告的调查结果建立在系统的研究之上；文献综述涵盖所有提及的疾病类别，报告收集了现有的对环境风险因素相关疾病的评估，并对全世界的100多位专家进行了访问调查。本报告将目前最先进的科学证据与近似估算和专家对知识缺口的评估相结合，做出了反映当前现实的最新判断。然而，本报告的旧版本和现行版本中用于卫生统计的资料和研究方法均经历了重大修改，因此，本报告所做的趋势分析仅限制在指定的范围之内。

Task 2

近年来，联合国对冲突中和冲突后社会的过渡司法和法治问题给予了更多重视，为我们今后的活动提供了重要的经验。成功取决于若干关键因素，其中包括，必须确保为国际规范和标准提供一

个共同的基础，并调动必要的资源，以便在司法领域进行可持续的投入。我们还必须懂得，应避免同一个办法套用所有情况和完全照搬外国模式，而要把我们提供的支持建立在国内评估、国民参与以及国家需要和愿望的基础上。凡行之有效的战略都寻求既支持进行改革的技术能力，也支持进行改革的政治意愿。因此，联合国必须向国内改革的所有拥护者提供支助，帮助国家司法部门各机构的能力建设，促进关于司法改革和过渡司法的全国协商，并协助填补在许多冲突后社会中存在的法治真空。

司法、和平与民主并不是相互排斥的目标，而是相辅相成的必要因素。为了在脆弱的冲突后环境中推进这三个目标，必须对各项活动进行战略规划，精心整合，合理排序。仅侧重某一个机构，或忽视民间团体和受害者的方法都不会奏效。我们在司法领域采取的方法必须是全面的，应注重其中所有相互依存的机构，关注主要群体的需要，并重视在各个过渡司法机制之间实现互补的必要性。我们的主要作用不是用国际体制来代替国家体制，而是帮助构建本国的司法能力。在某些情况下采取的方法是建立国际法庭或混合法庭，在饱受战乱的社会中审理过去的犯罪行为。这些法庭有助于为被害人伸张正义，给他们带来希望，消除罪犯逍遥法外的现象，并丰富国际刑事法学的法律体系。

Task 3

The BeiDou Navigation Satellite System (hereinafter referred to as the BDS) has been independently constructed and operated by China with an eye to the needs of the country's national security and economic and social development. As a space infrastructure of national significance, the BDS provides all-time, all-weather and high-accuracy positioning, navigation and timing services to global users.

Along with the development of the BDS project and service ability, related products have been widely applied in communication and transportation, weather forecasting, time synchronization for communication systems, disaster mitigation and relief, emergency search and rescue, and other fields. These products are gradually penetrating every aspect of social production and people's life, injecting new vitality into the global economy and social development.

Navigation satellite systems are public resources shared by the whole globe, and multi-system compatibility and interoperability has become a trend. China applies the principle that "the BDS is developed by China, and dedicated to the world" to serve the development of the Silk Road Economic Belt and the 21st-century Maritime Silk Road ("the Belt and Road Initiative" for short), and actively pushes forward international cooperation related to the BDS. As the BDS joins hands with other navigation satellite systems, China will work with all other countries, regions and international organizations to promote global satellite navigation development and make the BDS better serve the world and benefit mankind.

Task 4

This year marks the beginning of the implementation of the 2030 Agenda for Sustainable Development. Leaders from all over the world have reached a consensus on world economic growth at this conference. A blueprint has been drawn for building an innovative, invigorated, interconnected and inclusive world economy.

We believe that sustainable development must be inclusive and interconnected. Currently, the sustainable development endeavor is faced with grave challenges: regional conflicts and hotspot issues are incessant, traditional and non-traditional security threats intertwine, and the environment for sustainable development gives no reason for optimism. World economic recovery remains lukewarm, economic globalization faces strong headwind, and the momentum for sustainable development is weak. Frequent occurrence of major infectious diseases and natural disasters is increasingly prominent, the issues of energy and resource security, food security and financial security are interwoven, and sustainable development remains an uphill journey. Difficult moments call for stronger confidence. Mankind has the wisdom and capability to find a way out of difficulty. For that to happen, there must be cooperation and a spirit of working together to tide over difficulties. It is time that the international community take on a new perspective. It should see itself as a community of shared future in which all are stakeholders, and should make concerted efforts to jointly tackle global challenges.

📌 总体点评

(一) 英译汉

英译汉任务一是将一篇选自专题文件的英语文章译成汉语。这项任务首先要求考生了解一些专业基本知识,以及相关专业词汇的含义和译法。样题是一份专业报告的简介,讲的是预防疾病与清洁环境的关系,这要求考生大致了解环境因素,诸如空气和饮用水的质量对健康的影响。一些词语,例如 environmental risk factor(环境风险因素)、environmentally mediated disease(环境导致的疾病)等,需要考生理解它们的词义,并掌握其汉语对应词。由于这篇简介涉及专业研究,因此,与学术研究相关的一些词语也需要掌握,例如 literature review(文献综述)、knowledge gap(知识缺口/空白)、approximation(近似估算)、selected parameters(指定的范围)等。

英译汉任务二是将一篇选自官方文件的英语文章译成汉语。这项任务涉及的主题相对而言更宽泛一些,例如样题讲的是在冲突地区实施法治的一般原则。虽然不涉及更专业的司法知识,但也需要考生掌握相关的基本概念和词汇,例如 transitional justice(过渡司法)、reform constituencies(改革的拥护者)、law vacuum(法律真空)、international tribunal(国际法庭)等。另外,此类文件通常会用抽象名词表达一些概念,需要考生准确理解和恰当表达,例如 careful integration(精心整合)、complementarity between...(……之间的相互补充)、impunity of perpetrators(罪犯不受惩罚/逍遥法外)等。

除了词汇之外，英译汉的两项任务还要求考生将正确理解的原文含义用通顺明了的汉语表达出来。这就需要考生了解英汉两种语言的句法差异，能够进行熟练的转换。以任务一为例，这篇报告简介里多处使用了含被动语态的句式，例如how much disease and ill health can be prevented by focusing on environmental risk factors(重视环境风险因素能在多大程度上预防疾病和健康不佳的状态)、healthcare policy-makers and practitioners alike should be encouraged in their efforts...(鼓励医疗卫生政策的制定者以及类似的从业者努力去……)、gaps where further research is needed(需要进一步研究的空白领域)、The best available scientific evidence together with approximations and expert evaluations for knowledge gaps are combined(本报告将目前最先进的科学证据与近似估算和专家对知识缺口的评估相结合)。一般来说，英语的正式文体中使用被动句式较多，但是汉语中被动句使用得相对较少。如果不顾英汉句法的这种差异，将英语的被动句式生硬地译成汉语，就会影响译文的通顺；我们看到，以上例句在参考译文中都没有译成被动句。

在英译汉任务一和任务二这样的正式文件中，通常会有较长的句子，如果不加处理直接译成汉语，可能会不堪卒读；因此，考生往往需要将英文长句进行适当的分解，转换成汉语中的短语或短句，例如任务一中的This report presents a wide-ranging assessment and detailed findings to show by how much and in what ways improving the environment can promote health and well-being(本报告提供了广泛的评估和详细的调查结果，旨在说明改善环境能在多大程度上，及以何种方式促进健康和幸福)。修饰语较长也是英语的一个特点，译成汉语时也应该做适当的分解和处理，例如任务二中的Our approach to the justice sector must be comprehensive in its attention to all of its interdependent institutions(我们在司法领域采取的方法必须是全面的，应注重其中所有相互依存的机制)。

(二) 汉译英

汉译英的第一个任务是将一篇选自专题文件的汉语文章译成英语。和英译汉任务一类似，这项任务同样要求考生了解一些基本的专业知识及专业词汇的含义和译法。样题中，任务三介绍的是我国研制的北斗卫星导航系统，考生需要大致了解这个系统的基本功能；同时，也需要掌握相关的词汇，例如“定位”(positioning)、“导航”(navigation)、“授时服务”(timing services)、“通信时统”(time synchronization for communication systems)、“多系统兼容与互操作”(multi-system compatibility and interoperability)等。除此之外，考生也需要知道一些非专业词汇的译法，例如“救灾减灾”(disaster mitigation and relief)、“应急搜救”(emergency search and rescue)、“一带一路”(the Belt and Road Initiative)等。

掌握了必需的词汇，考生还要具备理解分析原文句子结构以及灵活变通的译文转换能力。这要求考生把握原文的内在逻辑，并有能力运用英语的各种表达手段，将逻辑关系体现出来。例如，任务三的第一段只有一句话，其中包含两个短句。这个句子并不算长，但参考译文却将其分开译成了两个句子。之所以这样做，是因为两个短句分别介绍了导航系统两个不同的方面，其一是系统的建立目的和建设运行方式，其二是系统的功能和重要性。在做断句处理后，参考译文也没有照搬原文句子结构，而是根据具体情况做了适当调整。第一个短句若按原文句式译成带to

be句型的判断句，译文的定语就会过长；在分析了原文的长定语之后，译者选取了更为重要的讲述建设运行方式的修饰语，即“中国自主建设、独立运行的”，作为句子的主干内容，将其译成第一句的谓语结构；而表示目的的修饰语“着眼于国家安全和经济社会发展需要”，则用表示目的的短语 with an eye to... 译成了句子的状语。原文第二个短句，同样是定语比较长；译者在对原文进行分析后，把其中相对静态的表语，即“国家重要空间基础设施”，用表示身份的 as 连接，译成介词短语，放在句首作状语；而更具动态性的介绍导航系统功能的修饰语，即“提供全天候、全天时、高精度的定位、导航和授时服务的”，则作为需要突出的内容，译成了句子的动宾结构。

汉译英的第二个任务是将一篇选自官方文件的汉语文章译成英语。这项任务不涉及比较专业的内容，但一些与时政议题相关的词汇是需要掌握的，例如，样题中的“创新、活力、联动、包容”（innovative, invigorated, interconnected and inclusive）、“命运共同体”（community of shared future/common destiny）、“利益攸关者”（stakeholder）等。还有一些官方文件中常用的说法，考生也需要熟悉，例如，样题中的“达成共识”（reach a consensus）、“此起彼伏”（be incessant/rise from time to time）、“相互交织”（intertwine）、“共同应对”（jointly tackle/fight）等。

在句法层面上，官方文件通常会出现较长的句子，虽然结构不太复杂，但也需要考生细致地分析语义及行文逻辑，调整原文结构，用恰当的英语表达手段，将原文语义里隐含的逻辑关系体现出来。一般而言，文件中的长句常会出现较多的并列结构，例如任务三第二段、任务三最后一句和任务四最后一句。在翻译以上三个句子时，参考译文都没有照搬原文结构。其中，任务三第二段做了一分为二的断句处理，并把最后一个短语“为全球经济和社会发展注入新的活力”，作为主干“S+V”结构 These products are gradually penetrating... 的结果，以独立结构的方式译出（injecting new vitality into...）。任务三最后一句也做了类似处理，译者没有按照原文结构把最后两个短语译成句子的谓语，而是用英语中表示目的的 to do 结构，把它们译成主干结构 work with all other countries... 的目的（to promote... and make the BDS better serve...）。同样，任务四最后一句的处理也没有照搬原文的并列结构，而是对原文语义及短语间的关系进行分析，利用英语的表达手段，如定语从句（in which...）和不定式短语（to jointly tackle...），恰如其分地表达出原文语义中包含的逻辑关系。

🔗 备考建议

从以上分析可以看出，考生要完成好“高翻笔译”的各项任务，需要具备较广的知识面，对考试涉及的科技、法律、商务、经贸等领域和时事话题有所了解。在词语方面，考生应掌握一些基本的专业词汇和时事话题的常用词汇；在句法层面，考生要熟悉英汉语言的差异，恰当地运用双语知识和各种翻译技巧。这些考试必备的能力，需要考生在平时的工作和学习中不断地练习和积累。除此之外，多读多看也是提高翻译能力的一个方法。例如，用原文和已发表的译文进行对照阅读，或比较不同版本的译文，都能从中学习并借鉴别人的翻译思路和方法。

真题及作答样例

一、“国才高翻（笔译）”真题

Translation from English into Chinese

Task 1

The following is an excerpt from a review on UN's peacekeeping operations. Translate it into Chinese.

In 1948, the first peacekeeping mission and the first high-profile mediator were deployed as innovative solutions by a young United Nations. Nearly 70 years later, United Nations peace operations, which span peacekeeping operations to special political missions, good offices and mediation initiatives, are a central part of the Organization's efforts to improve the lives of people around the world. United Nations peace operations have proven highly adaptable and have contributed significantly to the successful resolution of conflicts and to a declining number of conflicts over two decades. Today, however, there is evidence of a worrisome reversal of some of that trend and a widely shared concern that changes in conflict may be outpacing the ability of United Nations peace operations to respond. The spread of violent extremism, overlaid onto long-simmering local or regional conflicts and the growing aspirations of populations for change, is placing pressure on Governments and the international system to respond.

As United Nations peace operations struggle to achieve their objectives, change is required to adapt them to new circumstances and to ensure their increased effectiveness and appropriate use in future. A number of peace operations today are deployed in an environment where there is little or no peace to keep. In many settings

today, the strain on their operational capabilities and support systems is showing, and political support is often stretched thin. There is a clear sense of a widening gap between what is being asked of United Nations peace operations today and what they are able to deliver. That gap can be, must be, narrowed to ensure that the Organization's peace operations are able to respond effectively and appropriately to the challenges to come. With a current generation of conflicts proving difficult to resolve and with new ones emerging, it is essential that United Nations peace operations, along with regional and other partners, combine their respective comparative advantages and unite their strengths in the service of peace and security.

Task 2

The following is an introduction to the World Report on Ageing and Health. Translate it into Chinese.

As the foundation for its recommendations, the World Report on Ageing and Health looks at what the latest evidence has to say about the ageing process, noting that many common perceptions and assumptions about older people are based on outdated stereotypes. As the evidence shows, the loss of ability typically associated with ageing is only loosely related to a person's chronological age. There is no "typical" older person. The resulting diversity in the capacities and health needs of older people is not random, but rooted in events throughout the life course that can often be modified, underscoring the importance of a life-course approach to health care.

Though most older people will eventually experience multiple health problems, older age does not imply dependence. Guided by this evidence, the report aims to move the debate about the most appropriate public health response to population ageing into new – and much broader – territory. The overarching message is optimistic: with the right policies and services in place, population ageing can be viewed as a rich new opportunity for both individuals and societies. The resulting framework for taking public health action offers a menu of concrete steps that can be adapted for use in countries at all levels of economic development.

In setting out this framework, the report emphasises that healthy ageing is more than just the absence of disease. For most older people, the maintenance of functional ability has the highest importance. The greatest costs to society are not the expenditures made to foster this functional ability, but the benefits that might be missed if we fail to make the appropriate adaptations and investments. The recommended societal approach to population ageing, which includes the goal of building an age-friendly world, requires a transformation of health systems away from disease-based curative models and towards the provision of integrated care that is centred on the needs of older people.

Translation from Chinese into English

Task 3

The following is an official statement about China's standpoint on the European Commission's new trade policy. Translate it into English.

欧委会提出的新模式将实施贸易救济措施和产能过剩挂钩，把是否存在市场扭曲作为是否采用被调查国成本和价格作为反倾销比较基础的前提，把政府政策影响力、国有企业的分布度以及金融机构的独立性等因素作为衡量市场扭曲的要素，对未指控的政府补贴项目采取反补贴措施。这些新做法在世贸组织规则中都没有依据，容易成为贸易保护的工具体。各个国家由于国情不同，经济发展模式和经济管理模式也不相同，不能超出世贸组织规则设立市场扭曲的标准，更不能借此采取偏离世贸组织规则的反倾销方法。根据《中国加入世贸组织议定书》规定，世贸组织成员应于2016年12月11日终止对华反倾销“替代国”做法，这是所有世贸组织成员必须履行的国际义务，各成员应当如期、善意、不打折扣地履行有关义务。

Task 4

The following is an excerpt from an article on the resource input for the implementation of the 2030 Agenda for Sustainable Development. Translate it into English.

资源投入旨在充分利用国内外两个市场、两种资源并发挥体制、市场等方面的优势，为落实2030年可持续发展议程提供资源保障。资源投入的重点包括以下三个方面：一是聚焦财税体制改革、金融体制改革等，合理安排和保障落实发展议程的财政投入。健全商业性金融、开发性金融、政策性金融、合作性金融，形成分工合理、相互补充的金融机构体系，引导金融行业服务向可持续发展领域倾斜，发展普惠金融。二是创新合作模式，积极推动政府和社会资本合作，通过完善法律法规、实施政策优惠、优化政府服务、加强宣传指导等方式，动员和引导全社会资源投向可持续发展领域。三是加强与国际社会的交流合作，秉持开放、包容的态度，积极引入国际先进理念、技术经验和优质发展资源，服务国内可持续发展事业。

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二、“国才高翻（笔译）”真题作答样例

Task 1

1948年，刚刚成立不久的联合国创造性地进行了首次维和行动和高调斡旋行动。近乎70年后的今天，联合国的维和行动扩展到了特殊政治任务、调停和斡旋行动，成为联合国提高世界人民生活水平的主要行动。事实证明，联合国的维和行动具有高度的适应性，在过去的20年中为冲突的成功解决和不断减少做出了重要贡献。然而，如今也有迹象表明，这种好的趋势在某些方面正在向坏的方向发展，这令人担忧。而且，人们普遍担心，冲突发生变化的速度可能会超过联合国维和行动反应能力的提升速度。此外，暴力极端主义不断蔓延，加之地方或地区冲突酝酿已久、人们对变革的渴望不断增强，为各国政府和国际体系的应对带来了压力。

联合国在推动维和行动来实现目标的同时，也需要对维和行动采取变革措施，使维和行动能更好地应对新形势，确保维和行动在未来发挥更高的效力，得到恰当的运用。如今，联合国部署维和行动的很多地区都几乎没有或根本没有和平可言。很多时候，维和行动的运作能力和支持体系都在减弱，所能得到的政治支持也越来越薄弱。人们明显感受到，联合国维和行动的使命和实际能力之间的差距正在逐渐加大。要确保联合国的维和行动能够有效并恰当应对未来的挑战，联合国必须要缩小这一差距，这是可以做到的。目前，世界各地的冲突难以应对，新的冲突也在不断出现，为此，联合国的维和行动必须同各地区和其他各方一道，结合各自优势，共同促进和平与稳定。

Task 2

通过研究老龄化进程的最新证据，“世界人口老龄化和健康报告”以此为基础提出了一些建议。报告指出，许多针对老年人的普遍观念和猜测都是基于过时的研究模型。证据显示，“年龄的增长通常伴随着能力的丧失”这一现象和一个人的实际年龄并没有太大关联。没有谁会是一个“典型”的老年人。老龄人口能力上的差距和对健康方面的需求不是随机性的，而是会受生命历程的影响，这往往是可以改进的。我们低估了生命历程在制定医疗措施中的重要性。

尽管大部分老年人总会遭遇多种健康问题，但是变老并不意味着依赖。在这项证据的支持下，该报告将讨论的重点从最适合老龄人口的公共医疗对策转向一个全新且更为宽泛的领域。其中所传达的主要信息很乐观：如果配备了合适的政策与及时的服务，人口老龄化不论对于个体还是社会而言都应该是一个新的机遇。随后的公共医疗措施框架中提供了一系列具体步骤，处于经济发展任何阶段的国家都可以针对自身国情加以改进和运用。

在制定这个框架时，该报告强调，健康的老龄化不仅仅是指消除疾病。对大部分老年人而言，维持身体功能才是最为重要的。社会在促进老年人身体功能上投入的开支并不是最大的代价，而一旦我们没能做出适当的改变，没有对此进行投资，就会错过许多潜在的利益，这才是社会付出的最大代价。社会需要将疾病治疗导向型的医疗体系转变为一个以老年人需求为核心的综合保障体系，例如，创建一个老年人友好型社会，这才是针对老龄人口最应采取的社会途径。

Task 3

The European Commission puts forward a new model where the implementation of bail-out policies for trade is linked to over-capacity. The Commission regards market distortion as a pre-condition for whether or not to adopt the cost and price of investigated countries as the comparative basis of anti-dumping. The influence of government policies, the distribution of state-owned enterprises and the independence of financial institutions are seen as the main factors to decide whether there is market distortion. The Commission adopts anti-funding measures towards those non-charged government-funded programmes. These new initiatives are not based on the rules of the World Trade Organization (WTO), and can easily turn into the tools for trade protectionism. Each country has different national conditions, and has various models for economic growth and management, so the standards on market distortion cannot be established beyond the rules of the WTO; anti-dumping measures that deviate from the rules of the WTO cannot be adopted either. According to the Agreements of China's Entry into the WTO, WTO members should stop their anti-dumping practice of "Replacement Country" against China in December 11th, 2016. All WTO members shall fulfill these international obligations; each member shall fulfill their obligations in a timely, friendly and effective manner.

Task 4

The resource input aims at taking full advantages of both the domestic and foreign markets and resources, and unleashing the strengths in aspects like the system and the market, thus providing resource guarantee for the implementation of the 2030 Agenda for Sustainable Development. The resource input focuses on the following three aspects: Firstly, highlight the fiscal and tax system reform, financial system reform and so on, appropriately arrange and safeguard the fiscal investment in the implementation of the development agenda. It will also improve the finance of commerce, development, policy and cooperation, formulate the financial institution system featuring properly distributed work and complementarity, guide the financial services to achieve sustainable growth, and develop the financial model that blesses all. Secondly, innovate the cooperation model, actively promote the cooperation between government and social capital, and motivate and guide the input of social resources into the sustainable fields through such measures as improving laws and regulations, providing policy incentives, upgrading government services and strengthening publicizing and guidance. Thirdly, intensify cooperation and exchanges with the international community, uphold an open and inclusive attitude, and actively introduce advanced international ideas, technologies, expertise and prominent development resources, in an effort to serve the sustainable development of our country.

考生请注意：本书提供的作答样例仅为示例，并非标准答案。为保证其真实性，并未做过多修改。

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国际人才 英语考试

高翻
交传

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考试说明

一、考试简介

“国际人才英语考试”(English Test for International Communication, ETIC[®]), 简称“国才考试”, 是北京外国语大学中国外语测评中心研发的英语沟通能力认证考试体系, 包括初级、中级、高级、高端、高翻五个类别。“国才考试”旨在评价、认定考生在各类国际交流活动中的英语沟通能力, 为国际组织、政府机构、跨国企业等单位招聘、选拔人才提供参考依据。

国际人才英语考试(高翻), 简称“国才高翻”, 分笔译、交替传译和同声传译三类。“国才高翻(交传)”用于评价、认定高校学生及社会人士在会议、会谈等各类场合中进行交替传译的能力。

二、考试内容与要求

“国才高翻(交传)”由两项任务组成。考试采用计算机辅助形式。考试时间约30分钟。

“国才高翻(交传)”考试内容与时间

	考试内容	考试时间
任务一	英译汉 会议发言	30分钟
任务二	汉译英 会议发言	

任务一要求考生将一段600词左右的英语讲话译成汉语; 任务二要求考生将一段800字左右的汉语讲话译成英语。

三、评分标准

“国才高翻（交传）”评分标准

分数档	内容匹配	形式匹配
A档	<ul style="list-style-type: none">译出内容忠实于原文完整译出原文内容充分传递原文意图	<ul style="list-style-type: none">发音清晰，表达流利，语流连贯术语、词汇、语法运用准确符合原文风格句式灵活，口译技能娴熟允许极个别口误
B档	<ul style="list-style-type: none">译出内容较忠实于原文较完整译出原文内容较好传递原文意图	<ul style="list-style-type: none">发音较清晰，表达较流利，语流较连贯术语、词汇、语法运用较准确较符合原文风格句式较灵活，口译技能较熟练允许个别口误
C档	<ul style="list-style-type: none">译出内容基本忠实于原文基本译出原文内容基本传递原文意图	<ul style="list-style-type: none">发音基本清晰，表达基本流利，语流基本连贯术语、词汇、语法运用基本准确基本符合原文风格掌握一定的口译技能语言错误明显，有时影响理解
D档	<ul style="list-style-type: none">译出内容仅部分忠实于原文仅译出少量原文内容未传递原文意图	<ul style="list-style-type: none">发音不清晰，表达不流利，语流不连贯术语、词汇、语法运用不准确不符合原文风格基本没有口译技能语言错误较多，影响理解
E档	<ul style="list-style-type: none">仅译出零星原文内容	<ul style="list-style-type: none">仅说出少量词语或句子
F档	<ul style="list-style-type: none">译出内容与原文无关或未作答	

四、成绩汇报与证书颁发

“国才高翻（交传）”的成绩报告单包括考试成绩和成绩等级。考试成绩以“国才考试”量表分汇报。成绩等级分为优秀、合格、基本合格和不合格。等级与成绩（量表分）对应关系如下：

等级	优秀	合格	基本合格	不合格
成绩	338分-360分	315分-337分	300分-314分	300分以下

考生达到基本合格及以上等级，方可获得证书。请注意，取得“基本合格”证书说明考生具备基本的翻译技能，但尚需一定的实践和锻炼才能熟练工作。

样题及解析

一、“国才高翻（交传）”样题

Task 1

Consecutive Interpreting: English to Chinese

In this part, you will hear a speech by U.S. investor and entrepreneur Mr. Jack Perkowski at a conference on China's future development trends. The speech is divided into a number of segments and at the end of each segment you'll hear a tone. You are expected to start interpreting after the tone. Now interpret the speech into Chinese.

Thank you very much. It's always a pleasure for me to come to China and address the investors' community. The organizer asked me if I could come and talk about how I see China developing over the next 10 years. So what I would like to do this afternoon is to share with you some of the thoughts that I have about where the Chinese economy and industries are headed. [TONE]//[TONE]

The first thing to realize is that the China economy is in transition. People always talk about China as export driven, but if you really look at the net export, it only accounts for less than 5% of GDP. Although exports do create jobs and so forth, as far as the value adds to the economy, exports are really not the key economic driver in China. [TONE]//[TONE]

The other thing that people don't quite realize is that China today is by far the biggest consumption story in the world. McKinsey estimates that over the next 10 years, China will account for 36% of the entire global growth in consumer spending. [TONE]//[TONE]

The other big trend is that urbanization will continue. About half of the population now lives in the cities. Over the next number of years, another 260 million people are

going to move from the rural areas into the China cities. [TONE]//[TONE] The fact that basically the 260 million people are going to go off the farms and into the cities will spell tremendous opportunity particularly for companies operating in the tier 2, 3 or 4 cities around China. Over the last 30 years, most of the growth has been happening in the tier one cities and in the coast. That's going to start to move inwards. [TONE]//[TONE]

Environmental protection is going to be a huge trend. China's air quality is really becoming a real problem. There are other problems, such as water. China has 20% of the world's population but only 6% of the global water supply. [TONE]//[TONE] About 90% of China's ground water is polluted. That's why the government is spending 500 billion plus over the 12th five-year plan to improve and clean up the water and improve the water supply. So there will be tremendous emphasis on environmental protection because now the quality of life is as important as more income. [TONE]//[TONE]

Given the trends I just talked about, here are four industries that I think are going to do particularly well. Consumer goods and services. You know at 5,500 dollars which are the average per capita income in China now, China is now still at a low level. China is like number 90 in the world in terms of per capita income. [TONE]//[TONE] It's the second largest economy but its number 90 as far as the level of per capita income is concerned. Despite that, China is now probably the largest market for just about any consumer product that you can think about. [TONE]//[TONE]

Technology companies. China no longer wants to sell the world tennis shoes. They want to sell the world cars, jumbo jet liners. So any companies around that have technology they can bring to China will have opportunities. Any Chinese companies that can innovate and develop technology are going to have a very good future. Particularly in the environmental arena. [TONE]//[TONE]

Healthcare. This is one of the last big industries for the government to open up to outside investment and outside technology. When people make more money, it's quite natural that they want to live longer. So they are willing to spend more money on healthcare. So China's healthcare system is going to change. [TONE]//[TONE]

Agriculture. If you take 260 million people off the farm and you cut the farm population by half, what has to happen? Productivity in the agricultural sector has to go up. [TONE]//[TONE]

Let me just close by saying one of the questions people often ask me. They say Jack, China has been through this economic reform program for over 30 years. China's economy has grown from one that's been very poor to now the second largest economy in the world. [TONE]//[TONE] Is it too late? I say no. It's still early. As Winston Churchill said, we are not at the beginning of the end, we are really at the end of the beginning.

Thank you for your attention. [TONE]//[TONE]

Task 2

Consecutive Interpreting: Chinese to English

In this part, you will hear a speech by Mr. Zhou Jun from the National Health and Family Planning Commission at a conference on tackling visual impairment. The speech is divided into a number of segments and at the end of each segment you'll hear a tone. You are expected to start interpreting after the tone. Now interpret the speech into English.

尊敬的各位:

大家晚上好! 非常高兴能有这样一个机会来参加这个会议, 就中国的防盲的现状和面临的一些挑战问题呢, 和大家做一个简要的分享。刚才, 何伟教授对盲所带来的危害、严重程度以及它的可避免性做了一个很好的高度概括。[TONE]//[TONE] 因为的确, 大家试想, 在残疾中, 我觉得盲应该是属于残疾之首。看不到世界, 看不到光明, 大家可能难以想象, 因为大家都是正常的人, 难以想象他们的痛苦。但是也的确, 在这个里面, 很多盲都是可以避免的, 或者说是可以治愈的。[TONE]//[TONE]

世界卫生组织和国际防盲协会提出了2020年消除可避免盲的全球性战略目标。同时, 在2013年, 世界卫生组织又通过了面向普通的眼健康, 提出了2014-2019年全球行动计划的决议, 提出了争取到2019年, 将可避免视力损害的患病率, 在2010年确立的基线基础上要降低25%。[TONE]//[TONE]

应该说, 中国政府一直高度重视防盲工作, 尤其是在过去的五年期间, 我们中国叫第十二个五年规划, 就是五年一规划, 在“十二五”规划期间, 中国政府大力推进防盲工作, 不断地加强防盲治盲的网络体系, 还有我们专业技术人员队伍的建

设，提高了主要致盲性眼病的防治效率，[TONE]//[TONE] 建立并不断完善国家、省和市级的防盲治盲的管理体系、技术指导体系和服务体系，构建了以我们政府为主导的体系，开展防盲治盲工作，同时积极争取社会各方面参与到这项工作中来。应该说从目前来讲，我们已经基本形成了一套适合我国国情的防盲治盲工作模式。主要致盲性的一些眼疾得到了有效控制。[TONE]//[TONE]

中国政府从2009-2013年，中央财政投入了11.39亿人民币，用来实施百万贫困白内障复明工程这样一个项目，我们在全国一共有175万的贫困白内障患者做了这样的手术，使他们重新见到了光明。[TONE]//[TONE] 目前呢，中国的百万白内障手术率，我们有个指标就是CSR，大家如果是从事这个专业的应该比较清楚，它是评价白内障治疗的一个指标。我们的这个指标从2000年的370，也就是百万人中有370个人能够接受白内障复明的手术，现在是上升到了2015年，也就是今年啊，我们最新的数字是1400，进步还是很大的。[TONE]//[TONE]

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二、“国才高翻（交传）”样题解析

任务说明

“国才高翻（交传）”考查考生在会议、会谈等各类场合中进行交替传译的能力。考试采用计算机辅助形式，时长约30分钟，包括两项任务：任务一为英译汉，要求考生将一段约600词的英语讲话译成汉语；任务二为汉译英，要求考生将一段约800字的汉语讲话译成英语。每项任务的题目说明在考试系统中以文字和音频的形式同时呈现，向考生介绍即将听到并为之翻译的会议讲话场景、发言人身份等口译工作背景信息，供考生更好地了解口译任务的总体情况，确定相应的翻译策略，迅速将自己融入口译工作场景。此外，任务一和任务二都是将一段相对完整的会议讲话按讲话内容和长度自然切分成若干个小的语段（segment），语段后有提示音（tone），提示“发言暂时中断”，考生应在接下来的时间内进行翻译，考试系统会自动进行录音。考试过程中考生可按自己的口译工作习惯使用考场提供的纸张做笔记。本考试考题选材均为一般常见题材的会议发言，旨在综合考查考生的通用知识水平（general knowledge）、英汉双语语言能力（language competence）和口译能力（interpretation skill）。

Task 1

参考译文

非常感谢（主持人的介绍）。每次来中国并在投资界的会议上发言都让我感到很高兴。主办方让我来谈谈对于未来十年中国发展的看法，所以今天下午我想和大家分享一下自己对于中国今后的经济和产业走向的一些想法。

首先要认识到的是，中国经济正在转型。人们总说中国经济是由出口驱动的，但如果你认真研究一下中国的净出口的话，会发现它在GDP中的比重还不到5%。尽管出口的确创造了就业岗位等等，但就其对于经济的贡献而言，出口真的不是中国经济的主要驱动力。

还有一点是人们没有真正认识到的，那就是中国现在已经是世界上最大的消费国了。麦肯锡预测，今后十年，中国在全球消费支出增长中的比重将达到36%。

另一个重大趋势是城市化将会持续进行。现在有大半的中国人在城市生活。在接下来的几年中，又会有2.6亿中国人将从农村迁移到城市生活。这新增的2.6亿城市人口将会带来大量的经济发展机会，对于中国二线、三线甚至四线城市的企业来说尤其如此。在过去的30年里，绝大部分的经济发展出现在一线城市和沿海地区。今后的经济发展将更多地转向内陆地区。

环境保护将会成为一个重大趋势。人们越来越关注中国的空气质量问题。中国还面临着一些其他问题，比如水。中国人口占世界人口的20%，但却只能获得全球6%的水资源。中国约90%的地下水已被污染，因此，政府在“十二五”期间拨出5000多亿资金来净化水质，改善供水。中国今后将会特别重视环境保护，因为人们现在认识到良好的生活质量和获得更多收入一样重要。

鉴于上面提到的这些趋势，我非常看好下面四个产业。首先是消费品和服务业。大家知道，中国现在的人均收入为5500美元，还处于一个较低的水平，在全球国家排名中大约是第90名。中国是

世界上第二大经济体，但人均收入水平却排到了第90名。尽管如此，对于你能想到的任何消费品来说，中国现在可能是最大的市场了。

然后我看好技术行业。中国想卖给世界的不再是网球鞋了，而是汽车、大飞机。所以世界上任何可以把自己的技术带给中国的企业将有机会大展身手，而任何能够创新和开发技术的中国企业将会蒸蒸日上，特别是在环境领域。

我还看好医疗健康产业。这是政府向外国投资和技术开放的最后几个大产业之一。当人们有了更多的收入后，自然就希望长寿，就会愿意在医疗健康上支出更多。因此中国的医疗卫生体系将会发生变化。

还有农业。如果你让2.6亿人离开农村并把农业人口减半，然后会怎么样？农业生产率一定得提高。

最后，我想谈一个自己经常被问到的问题，那就是：中国的经济改革已经进行了30多年了，中国经济从一穷二白发展到了如今的全球第二。现在投资中国是不是太晚了？我的回答是“不！”现在并不晚，正像丘吉尔所说，我们现在并不是开始谢幕，而是刚刚拉开了帷幕。

谢谢大家。

👉 逐段点评

通过本任务的题目说明，考生应能迅速了解到将会为一位带有美式英语口语的发言人进行翻译。该发言人名叫Jack Perkowski，是一名投资家和企业家（investor and entrepreneur），将就中国未来的若干发展趋势（on China's future development trends）这一话题进行发言，因此可以推测得知这是一位拥有丰富的投资和企业运营成功经验的“中国通”，对中国的宏观经济状况非常熟悉，而且此次发言的目的是受邀与大家分享自己对于中国未来发展趋势的一些思考和判断，因此会描述状况，陈述并论证自己的观点。考生进行翻译时要特别注意准确翻译发言人描述的事实，正确把握发言人的观点，帮助发言人说服听众接受其观点。

第一段是典型的开场白。发言内容较为简单，语言风格轻松自然。考生翻译时不必拘泥于原文的语序（It's always a pleasure for me to come to China...不必翻译成“我总是很高兴地来到中国……”），也不必生硬地照译原文的每一个单词（The organizer asked me if I could come...不必翻译成“组织者问我是否可以来……”）。address the investors' community可译为“在投资界的会议上发言”或“与投资界的朋友进行交流”等符合汉语会议发言习惯的表达。where the Chinese economy and industries are headed可译为“中国经济和各个产业发展的方向”或“中国今后的经济 and 产业走向”。

发言人的第一个观点是“中国经济处于转型中，而且出口不是中国经济的主要驱动力”。听辨理解第二段时考生要迅速领会发言人不同意“中国经济由出口驱动”这类观点。另外，由于本任务旨在考查考生的口译能力，因此在试题选材和编制时尽可能贴近现实口译工作场景，试题音频中会保留会议现场即兴发言的一些特点，比如有自然的停顿、插入语、用词的调整等等，考生应将听辨理解的重点放在语义上，充分达成发言人的沟通目的。

考生在听辨和翻译第三段时，切忌生硬地将story译成“故事”，而应联系上下文翻译成“国家”。翻译第二句时除应保证数字36%能够准确译出外，还要能够正确译出“全球消费支出增长中的比重(entire global growth in consumer spending)”，而不是错译成“全球消费支出中的比重”。McKinsey为全球著名咨询公司，考生应具备这样的常识。

翻译第四段时要特别注意使用正确的时态，例如，“城市化将会持续进行”，“大约一半的中国人(现在)在城市生活”，“又会有2.6亿中国人将从农村迁移到城市生活”。数字260 million应正确转换为“2.6亿”。spell tremendous opportunity即“意味着/会带来大量的(经济发展)机会”。most of the growth has been happening in the tier one cities and in the coast也可译为“经济发展较快的大部分地区都是一线城市和沿海城市”。move inwards在这里是指经济快速发展的现象将会转向内陆。

第五段中China's air quality is really becoming a real problem部分看似简单，但不宜直接生硬地译成“中国的空气质量确实正在成为一个真正的问题”(这样的译文不符合汉语规范和语言习惯)，也不宜译成“中国的空气质量真的很糟糕”(这可能会引起听众的抵触情绪，有碍沟通)。ground water是指地下水，而不是地表水(surface water)。数字500 billion plus应准确转换成“5000多亿”。to improve and clean up the water and improve the water supply不宜按原文的两次重复improve来重复译成“改进/改善”，而应按照汉语的语言规范和搭配习惯来使用不同动词，比如译成“净化水质，改善供水”。最后一句在原文中为无主句，翻译时可补充主语“中国”，并为了保持语言的流畅和自然，补充“人们认识到”。

第六段第一句是承上启下的过渡句，提示考生接下来转入谈论发言人尤其看好的四个产业(four industries that I think are going to do particularly well)。为了使译语流畅自然，可补充“首先是”。“人均收入为5500美元”应准确译出，并应了解这是一个较低水平的人均收入状况。in terms of per capita income可略去不译，否则译语会显得不够简洁。本段中除了要保证数字the second largest和number 90翻译准确之外，还应注意不要混淆中国是“第二大经济体”和任何消费品的“最大的市场”。

虽然发言人直接以Technology companies来做第七段的第一句话，现场口译时应遵循“语篇连贯”的原则，结合上文补充“然后我看好”，并把technology companies译成“技术行业”。jumbo jet liner即大型喷气式客机，这里涉及中国近年来自主研发制造大飞机的背景知识，考生译出“大飞机”即可。接着发言人分别提及了国外企业和国内企业享有的机会，口译时应注意完整翻译，不要遗漏。

第八段中的healthcare一词应根据上下文灵活译成“医疗保健/医疗健康/医疗卫生”。本段最后两句中发言人重复使用so来开启句子，但翻译时要尽可能避免重复“所以”。

第九段中的数字260 million以及cut by half要正确译出。设问句what has to happen也可以不译出，直接译成“这就意味着必须提高农业生产率”。

第十段第一句提示发言人即将总结自己的发言，口译时应译出“最后”。They say Jack可略去不译，以使译文简洁明快。Is it too late这个问题非常短，但联系上文口译应补充“现在投资中国/现在

看好中国”这样的意思。It's still early如果译成“现在还早”会产生“现在时机还不成熟”的歧义，译成“现在并不晚/现在仍是好时机”比较准确和妥当。接下来引用的英国前首相丘吉尔的话应采取意译的策略进行口译。

Task 2

参考译文

Distinguished delegates,

Good evening. It gives me great pleasure to take part in this conference and share with you the current situation of blindness prevention in China and various challenges we are faced with in this regard. Prof. He Wei has just given you a very good summary of the harm and severity of blindness as well as the possibility to avoid it. Indeed, among all the disabilities, I believe blindness must be the worst one. You may find it hard to imagine the suffering of the blind people who are unable to see the world or the light, because you are not them and you enjoy good eye health. However, as a matter of fact, a lot of blindness cases can be avoided or cured.

The World Health Organization (WHO) and the International Agency for the Prevention of Blindness (IAPB) have established a global strategic objective to eliminate preventable blindness by 2020. Furthermore, in 2013, WHO adopted a resolution on universal eye health which contains a global action plan for the period 2014-2019 and proposes to reduce by 2019 the avoidable visual impairment by 25% from the 2010 baseline.

It should be noted that the Chinese government has attached great importance to blindness prevention. In particular, in the past five years or the previous five-year development period, the 12th five-year as you may know, the Chinese government has put a lot of efforts in blindness prevention. It has continuously strengthened the blindness prevention and treatment network and built the capacity of eye health professionals and technicians. Various initiatives have been conducted to improve the prevention and treatment efficiency of blinding diseases. Systems of administration, technical guidance and services against blindness have been established and improved at the national, provincial and city levels. The government is playing the leading role while all the stakeholders are engaged in blindness prevention and treatment. It is fair to say that an adequate model of work, appropriate for the situation in China against blindness, has taken shape. Major blinding illnesses have been put under effective control.

From 2009 to 2013, the Chinese government allocated 1,139 million yuan from the central fiscal budget to pay for the cataract surgical operations of the poor patients. Altogether 1.75 million poor patients of cataract received the operations and restored their sights. As you may know, the indicator CSR (Cataract Surgical Rate) is often used to evaluate the treatment of cataract. In 2000, it was 370, meaning that for every one million

people, 370 people could receive the cataract surgical operations. It has been increased to 1,400 in 2015, which is the latest figure of this year, indicating the big progress we have made.

👉 逐段点评

通过本任务的题目说明，考生应能迅速了解到将会为一位中央政府卫生部门（国家卫生和计划生育委员会 National Health and Family Planning Commission）的中文发言人进行翻译，该发言的内容是如何应对视力损伤（visual impairment），因此可以推测该发言将会谈及目前中国遭受视力损伤的人群的总体情况和相关的政策方针等等。考生进行翻译时要特别注意准确翻译发言人描述的事实，正确和完整地传递发言人的观点（即政府的相关政策方向），实现发言人的沟通目的。

汉译英口译时要特别注意保证信息传递的完整性，不要因为汉语音节短而有所遗漏。在听辨和做笔记时，应特别留意原文的语言结构和层次。例如第一段中，发言人要和大家分享的是防盲工作的“现状”和“挑战”，而之前发言的何教授已经总结概括了盲症的“危害”、“严重程度”和“可避免性”。汉语重“意合”而英语重“形合”，这一区别在进行现场即兴发言的汉译英工作中尤为明显，考生翻译时要迅速理清汉语发言的含义与层次，及时搭建合适的英文句子结构，必要时增补出连接成分。“盲应该是属于残疾之首”如果译成 blindness should be the top disability 含义不清且不符合英文搭配习惯，译成 the worst 更合适。“正常”一词在这里不宜译作 normal，因为这就意味着视力受损的人 abnormal。此处可具体化地译成 enjoy good eye health 或 do not suffer from the problem。

第二段中的“世界卫生组织” the World Health Organization (WHO) 是卫生领域最重要的联合国专门机构，考生应能够迅速译出其英文名称或缩写。“国际防盲协会” the International Agency for the Prevention of Blindness (IAPB) 可能不是一个众所周知的国际组织，但考生应能大致译出这个国际组织的名称和工作领域。联合国“决议”在英文中有固定译法：resolution。本段最后一句出现了几个数字，除数字本身要译准确之外，一定要正确译出其所表示的含义“2019年的患病率要比2010年的基线水平低25%”。

第三段前半部分开始体现出较明显的公文文体特点，措辞较为正式，句子较长且信息密集。翻译时要适当断句，必要时补出主语。后半部分继续使用公文语体来描述防盲治盲工作所取得的宏观政策性成就。口译时要主动断句，搭建出简洁明快的句式，完整清楚地传达原文内容。同时要特别注意选用正确的英语时态。描述和介绍成绩时宜选用一般过去时或现在完成时。

第四段要求准确完成常见的数量级单位转换（“11.39亿” 1,139 million, “175万” 1.75 million），同时应使用过去时。白内障为常见病，要求考生了解其英文 cataract。第二句中，考生在听辨完成后应能迅速理解 CSR 所代表的含义是“评价白内障治疗的指标”（Cataract Surgical Rate）。这一句的汉语结构比较松散，口译时应做适当的整合处理。第三句中应准确译出数字和“CSR 指标上升即意味着工作进步”的含义。

真题及作答样例

一、“国才高翻（交传）”真题

Task 1

Consecutive Interpreting: English to Chinese

In this part, you will hear a speech delivered by an American economist on biology and the survival of companies. The speech is divided into a number of segments and at the end of each segment you'll hear a tone. You are expected to start interpreting after the tone. Now interpret the speech into Chinese.

I first became interested in biology and business, and longevity and resilience, when I was asked a very unusual question by the CEO of a global tech company. And the question was: What do we have to do to make sure that our company lasts 100 years? A seemingly innocent question, but actually, it's a little trickier than you might think, considering that the average U.S. public company can now expect a life span of only 30 years. That is less than half of the life span that its employees can expect to enjoy. [TONE]//[TONE]

Now, if you were the CEO of such a company, badgered by investors and buffeted by change, we might forgive you for not even worrying too much about what happens 30 years out. But here's something that should keep you awake at night: The probability that your company will not be around in five years' time, on average, is now a staggering 32 percent. That's a one in three chance that your company will be taken over or will fail within just five years. [TONE]//[TONE]

Let's come back to our tech CEO's question. Where better to turn for advice than nature, that's been in the business of life and death for longer than any company? So, I decided to immediately call a real biologist, my friend John McDonald, Professor of Biology at Princeton University. Together, we looked at a variety of biological systems,

ranging from natural tropical rainforests through to managed forests and fisheries. And we asked ourselves the question: What makes these systems resilient and enduring? [TONE]// [TONE]

And what we found was that the same six principles that we saw underpinning the miracle of the human immune system actually cropped up again and again, from redundancy through to embeddedness. In fact, we saw these principles not only in biologically enduring systems, we also found them being very characteristic of long-lived social systems, like the Roman Empire and the Catholic Church, believe it or not. We also went on to look at business, and found that these very same properties also characterized businesses that were resilient and long-lived, and we noted their absence from ones which were short-lived. [TONE]//[TONE]

Let's first take a look at what happens when the corporate immune system collapses. One of the oldest temples in Japan was built by a temple-building company which was still around 1,428 years later. In fact, it became the oldest continuously operating company in the world. [TONE]//[TONE]

But how is it doing today? Not too well, I'm afraid. It borrowed very heavily during the bubble period of the Japanese economy, to invest in real estate. And when the bubble burst, it couldn't refinance its loans. The company failed, and it was taken over by a major construction company. Tragically, after 40 generations of very careful stewardship by the founding family, it succumbed to a spectacular lapse in the ability to apply a principle of prudence. [TONE]//[TONE]

Speaking of company failures, we're all familiar with the failure of Kodak, the company that declared bankruptcy in January 2012. Much more interesting, however, is the question: Why did Fujifilm – same product, same pressures from digital technology, same time – why was Fujifilm able to survive and flourish? [TONE]//[TONE]

Fujifilm used its capabilities in chemistry, material science and optics to diversify into a number of areas, ranging from cosmetics to pharmaceuticals, to medical systems to biomaterials. Some of these diversification attempts failed. But in aggregate, it was able to adapt its portfolio sufficiently to survive and flourish. As the CEO of the company put it, the strategy succeeded because it had “more pockets and drawers” than the rivals. He meant, of course, that they were able to create more options than the rivals. Fujifilm survived because it applied the principles of prudence, diversity and adaptation. [TONE]//[TONE]

Task 2

Consecutive Interpreting: Chinese to English

In this part, you will hear a speech delivered by a Chinese official at the World Economic Forum on China's economy. The speech is divided into a number of segments and at the end of each segment you'll hear a tone. You are expected to start interpreting after the tone. Now interpret the speech into English.

很高兴出席世界经济论坛年会。感谢论坛方的盛情邀请，以及为中国经济专场活动所做的精心安排。世界经济正处于动力转换的重要阶段，中国经济发展进入新常态。中国国家主席习近平指出，新常态下的中国经济，增长将更趋平稳，动力将更为多元。今天，我愿借这个平台介绍当前中国的经济情况和今后一个时期的政策导向。[TONE]//[TONE]

第一，2015年中国经济实现了平稳增长，仍是全球增长重要动力。一是实现了国内生产总值6.9%的中高速增长。二是实现了人民生活持续改善的增长。全国居民人均可支配收入增长7.4%，快于经济增速0.5个百分点。全国城镇新增就业1312万人，超出预定目标。[TONE]//[TONE]三是实现了结构优化的增长。服务业占GDP比重提高2.4个百分点，达50.5%，比工业高16.7个百分点。四是实现了开放、互利、共赢的增长。2015年中国进口总额1.68万亿美元，继续位居世界第2位。对外直接投资1276亿美元，同比增长10%。这些增长既满足了中国自身发展需求，也为全球经济增长做出了超过四分之一的贡献，中国发展仍是全球经济增长的重要动力。[TONE]//[TONE]

第二，中国有信心有能力保持经济中高速增长的趋势。当前，中国经济发展进入了新常态。在这个新常态中，大专及以上学历文化程度人数超过1亿人，每年新毕业大学生700多万，高质量发展具有充裕的人力资源基础。而且中国GDP总量已上升至10万多亿美元，为发展奠定了雄厚的物质基础。我们将着力实现有质量、有效益、可持续的增长，推动中国经济走得更好、更稳、更远。[TONE]//[TONE]

第三，中国将着力通过改革创新培育经济发展新动能。今后一个时期，中国发展的重要目标是，经济保持中高速增长、产业迈向中高端水平，为世界经济发展提供新动能，我们要做、可做的事情有很多。[TONE]//[TONE]

第四，中国将与世界各国共同应对挑战，实现合作共赢。中国古人讲，“惧危者常安，忧亡者恒存”。今后5年，中国将致力于与世界各国谋求更多伙伴式的经济合作。中国将继续推动“一带一路”沿线国家和地区共商共建共享，实现共同发展。

让我们同舟共济，携手并肩，为世界经济发展提供新动能，共同创造世界经济发展的新春天！[TONE]//[TONE]

二、“国才高翻（交传）”真题作答样例

Task 1

我第一次对生物、商业以及长寿和弹性产生兴趣，是因为我被一位全球高科技公司的CEO问了一个非常与众不同的问题。问题是这样的：我们必须做些什么才能确保我们的公司持续发展一百年呢？这个问题看似简单，但是其实它比你想象的要更加复杂，毕竟美国的上市公司平均只有三十年左右的寿命。这一时间还不到公司员工预期寿命的一半。

现在，假如你是这样一家公司的CEO，正受到投资者的烦扰，要在变化中不断拼搏，那么我们会原谅你对于三十年后的事情所表现出的不甚担忧。不过，仍有一件事情是现在的你必须要注意的，那就是：你的公司很可能不能维持五年，而这种可能性现在惊人地达到了32%。也就是说，你的公司有三分之一的可能会在五年内被其他的公司并购或者破产。

现在我们回到高科技公司CEO的问题当中。要寻找答案，还有什么能比求助于总是在寻求更长生命的大自然更好的地方呢？所以，我决定立即咨询一位真正的生物学家，我的朋友约翰·麦克唐纳，他是普林斯顿大学的一位生物学教授。我们一起研究了各种生物系统，从天然热带雨林到人工管理的森林和渔场。我们问自己：是什么使这些系统长久维持的呢？

我们发现，支撑人类免疫系统的六个原则，从冗余到嵌入，一次次不断出现。实际上，不仅在持久的生物系统中能看到这些原则，我们发现它们也是那些能够长久维持的社会系统的特征，比如罗马帝国和天主教会，不管你信不信。再看一下企业，会发现那些坚韧、长期发展的企业也带有相同的特质，我们注意到这些特质也正是那些短命企业所缺乏的。

我们不妨先来看一看当企业免疫系统崩溃时会发生什么。日本有一座最古老的寺庙是由一家寺庙建筑公司建造的，这家公司历经1428年后依然存在。事实上，这家公司也是世界上运营时间最久的公司。

但现在这家公司的发展怎么样呢？恐怕不太好。它在日本经济的泡沫时期借了大量的钱投资房地产。在经济泡沫破裂后，公司无法偿还债务。于是，公司破产，然后被一家大型建筑公司并购。可悲的是，经过了创始家族四十代人的精心管理，这家公司还是因为不够谨慎而倒闭。

说到公司倒闭，我们都熟悉柯达公司的倒闭，该公司在2012年1月宣布破产。但更有意思的问题是：为什么生产同样的产品、顶受同样的数字技术压力、处在相同时代的富士胶片公司却能够得以生存和发展呢？

富士胶片公司利用其在化学、材料科学和光学领域的优势，将业务拓展到化妆品、药品、医疗系统和生物材料等许多领域。这其中有一些尝试失败了。但总的来说，它能够充分调整其投资组合，从而得以生存和发展。正如富士胶片公司的CEO所说，他们公司之所以能够成功是因为它比竞争对手拥有“更多的口袋和抽屉”。他的意思是，他们能够创造比竞争对手更多的选择。富士胶片公司的成功是因为它奉行了谨慎、多样化和适应的原则。

Task 2

It is my great pleasure to attend the annual meeting of World Economic Forum. Firstly I would like to extend my sincere gratitude to the hospitality of the host, and their thoughtful preparations for hosting the meetings on China's economy. The world economy is now at a crucial stage of changing its dynamism and China's economy has entered what we call the new normal. As Chinese President Xi Jinping put forward, under the new normal, China's economy will develop more steadily and enjoy its diverse impetus. Today, I would like to introduce China's present economic situation and the policies in the next period.

Firstly, in the year of 2015, China's economy has achieved a steady growth and has played an important role in world economic growth. First, China's GDP has achieved a medium-high rate of growth of 6.9%. Second, the lives of Chinese people have achieved a continuous improvement. The per-capita disposable income has increased by 7.4%, growing 0.5% faster than the economy. And a total of 13.12 million new jobs have been created in urban areas, far beyond the scheduled target. Third, the economic structure has been continuously upgraded. The share of service industry has increased by 2.4% and took up 50.5% of the GDP, which is 16.7% higher than that of the industry. Fourth, we have realized a growth featuring openness, mutual benefit and win-win cooperation. In 2015, the value of import reached \$1.68 trillion, remaining China the second place in the world. Foreign direct investment reached \$127.6 billion, an increase of 10% over the previous year. Such kind of growth has met the need of China's development; meanwhile, it also has made over a quarter of contributions to the world economic growth. China's progress has lent much momentum to the growth of world economy.

Secondly, China has the confidence and ability to maintain a medium-high economic growth. At present, China's economic development has entered the new normal, in which people graduating from the college or above has exceeded 100 million, and new graduates from universities have reached more than 7 million every year, which lays a sufficient human resources groundwork for the high-quality development. Moreover, China's GDP has now risen to more than \$10 trillion, laying a solid material foundation for China's development. We will focus on a high-quality, effective and sustainable development to promote China's economy in the long run and in a better way.

Thirdly, China will foster new drivers of growth through reform and innovation. In the next period, we aim to achieve a medium-high rate of growth and upgrade the economy to mid-high end, and provide new drivers for world economic development. There are still a lot of things for us to do and we can do.

Fourthly, China is ready to work with other countries to deal with challenges and realize win-win cooperation. As the Chinese saying goes, people who always worry about the future will live longer. In

the next 5 years, China will devote itself to working together with other countries to build economic partnership. And China will keep working with the countries and areas along the Belt and Road to realize common development.

China is ready to work hand in hand to provide new drivers for world economic development, and embrace a new spring for the world economic development.

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考生请注意：本书提供的作答样例仅为示例，并非标准答案。为保证其真实性，并未做过多修改。

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国际人才 英语考试

高翻同传

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考试说明

一、考试简介

“国际人才英语考试”(English Test for International Communication, ETIC[®]), 简称“国才考试”, 是北京外国语大学中国外语测评中心研发的英语沟通能力认证考试体系, 包括初级、中级、高级、高端、高翻五个类别。“国才考试”旨在评价、认定考生在各类国际交流活动中的英语沟通能力, 为国际组织、政府机构、跨国企业等单位招聘、选拔人才提供参考依据。

国际人才英语考试(高翻), 简称“国才高翻”, 分笔译、交替传译和同声传译三类。“国才高翻(同传)”用于评价、认定高校学生及社会人士在会议、会谈等各类场合中进行同声传译的能力。

二、考试内容与要求

“国才高翻(同传)”由两项任务组成。考试采用计算机辅助形式。考试时间约30分钟。

“国才高翻(同传)”考试内容与时间

	考试内容	考试时间
任务一	英译汉 会议发言	30分钟
任务二	汉译英 会议发言	

任务一要求考生将一段1000词左右的英语讲话译成汉语; 任务二要求考生将一段1400字左右的汉语讲话译成英语。

三、评分标准

“国才高翻（同传）”评分标准

分数档	内容匹配	形式匹配
A档	<ul style="list-style-type: none">译出内容忠实于原文较完整译出原文内容充分传递原文意图	<ul style="list-style-type: none">发音清晰，表达流利，语流连贯术语、词汇、语法运用准确符合原文风格句式灵活，口译技能娴熟允许极个别口误
B档	<ul style="list-style-type: none">译出内容较忠实于原文基本译出原文内容较好传递原文意图	<ul style="list-style-type: none">发音较清晰，表达较流利，语流较连贯术语、词汇、语法运用较准确较符合原文风格句式较灵活，口译技能较熟练允许个别口误
C档	<ul style="list-style-type: none">译出内容基本忠实于原文仅译出部分原文内容基本传递原文意图	<ul style="list-style-type: none">发音基本清晰，表达基本流利，语流基本连贯术语、词汇、语法运用基本准确基本符合原文风格掌握一定的口译技能语言错误明显，有时影响理解
D档	<ul style="list-style-type: none">译出内容仅部分忠实于原文仅译出少量原文内容未传递原文意图	<ul style="list-style-type: none">发音不清晰，表达不流利，语流不连贯术语、词汇、语法运用不准确不符合原文风格基本没有口译技能语言错误较多，影响理解
E档	<ul style="list-style-type: none">仅译出零星原文内容	<ul style="list-style-type: none">仅说出少量词语或句子
F档	<ul style="list-style-type: none">译出内容与原文无关或未作答	

四、成绩汇报与证书颁发

“国才高翻（同传）”的成绩报告单包括考试成绩和成绩等级。考试成绩以“国才考试”量表分汇报。成绩等级分为优秀、合格、基本合格和不合格。等级与成绩（量表分）对应关系如下：

等级	优秀	合格	基本合格	不合格
成绩	338分-360分	315分-337分	300分-314分	300分以下

考生达到基本合格及以上等级，方可获得证书。请注意，取得“基本合格”证书说明考生具备基本的翻译技能，但尚需一定的实践和锻炼才能熟练工作。

样题及解析

一、“国才高翻（同传）”样题

Task 1

Simultaneous Interpreting: English to Chinese

In this part, you will hear a speech by Mr. Rudolf Hundstorfer, Federal Minister for Labour, Social Affairs and Consumer Protection of the Republic of Austria, delivered on the opening plenary of the High Level Political Forum on Sustainable Development under the auspices of ECOSOC and titled “Strengthening integration, implementation and review – HLPF after 2015”. Please interpret the speech into Chinese while the speaker speaks.

Mr. Chairman, Excellencies, Ladies and Gentlemen,

First of all, I would like to thank you for inviting me to this Forum. It is a great honor to address you on this important occasion.

2015 is a crucial year for sustainable development as the end of the year also marks the end of the Millennium Development Goals. The MDGs have helped to mobilize collective action and international cooperation, producing remarkable successes. Extreme poverty has been halved, more than 3 million deaths from malaria have been avoided and more than 20 million lives have been saved from tuberculosis.

But there is plenty of work left to be done. In addition to poverty, hunger and diseases, the pressing challenges we still face include growing inequality, as well as rising unemployment and precarious employment situations, to name just a few.

As you know, we are in the middle of elaborating a new global development agenda for the period after 2015. The Open Working Group on sustainable development goals defined 17 sustainable development goals in its report last year. These goals cover all three dimensions of sustainable development, namely its social,

economic and environmental pillars. Based on this report, the Secretary General has presented his vision of a universal, integrated and transformative agenda for sustainable development. At the end of September the Heads of State and Government will convene in New York to adopt the post-2015 agenda.

Ladies and gentlemen, one thing is certain: For the implementation of this new development agenda to be successful, an effective follow-up and review mechanism is necessary.

It is this forum, the High-Level Political Forum, which will take on this important function on the global level, together with the Economic and Social Council. The Forum will play a decisive role in following up on the implementation of sustainable development commitments and reviewing the progress made. Multi-stakeholder cooperation, as well as the participation of all major groups and all relevant actors, is essential in this context.

The High-Level Political Forum will have to play a key oversight role in order to maintain political commitment, provide guidance, share best-practice, and make recommendations for further action at the national, regional and global levels. Great importance must also be given to developing suitable indicators, as well as providing reliable data and statistics.

Ladies and gentlemen, as Minister for Social Affairs, allow me to share with you some thoughts regarding the social dimension of sustainable development.

The Open Working Group's report contains ambitious goals in this respect. After all, the global challenges are enormous. Personally, I attach great importance to the following four issues:

Firstly, eradicating poverty in all its forms must be at the heart of all our policies. According to recent World Bank statistics, 1 billion people have to live on less than 1.25 US dollars a day. Tackling poverty, social exclusion and inequality – across and within countries – must be at the top of our political agenda. And our anti-poverty strategies must reflect the multi-dimensional nature of poverty. We must develop effective policies through which poor people can improve their livelihoods and get access to health and social services, as well as education.

Secondly, we need decent work and full, productive employment for all. Employment and an adequate income are the best protection against poverty,

and they are key in addressing inequality and social exclusion. Worldwide, over 200 million women and men are currently unemployed; 74 million young people were looking for work last year. Youth unemployment is almost three times as high as unemployment in adults. Women, young people, migrants and other disadvantaged groups are over-represented when it comes to precarious work and insecure jobs, often in the informal sector.

We must promote the Decent Work Agenda and the implementation of the ILO's Global Jobs Pact. We need strong international cooperation in order to develop employment-promoting strategies. And youth employment must be a top priority.

Social dialogue is very helpful in this context. In Austria, for example, trade unions and employers' organizations successfully cooperate with each other and the government in developing social, economic and employment policy.

Thirdly, social protection is fundamental for sustainable development. Some of the world's most advanced economies are successful because they have good social protection systems. ILO Recommendation 202 regarding "social protection floors" puts forward the concept of a fundamental basis for social protection for all citizens in accordance with national conditions.

Investment in social protection pays as the money spent on it eventually flows back through increased demand. In addition to revenues, this requires sound national policies, strong institutions and the rule of law. International cooperation and support can effectively contribute to capacity and institution building. The informal sector needs to be formalized, and fiscal and social policies must be coordinated. Social protection for all by 2030 is feasible, ladies and gentlemen. It depends entirely on political will.

Finally, we must promote the social inclusion of disadvantaged and marginalized groups.

This is a crucial strategy in fighting poverty as it affects large segments of our societies. For example, nearly 50 percent of all people of pensionable age do not receive a pension. Many children and young people lack access to high-quality education and vocational training. People with disabilities are over-represented among the poor. Women do not find a level playing field in many areas.

The social exclusion of these and other groups means a waste of potential and high costs for society as a whole. Non-discrimination, equal rights and social inclusion must therefore be our guiding principles in implementing sustainable policies.

In conclusion, I am deeply convinced that social policies are just as important as economic and environmental policies in connection with sustainable development. I appeal to you, ladies and gentlemen, to ensure that the social dimension plays a key role in the upcoming follow-up and review process. This will be crucial if we want to reach our common goal – life in dignity for all.

In this spirit, ladies and gentlemen, let me wish you rewarding discussions over the next two weeks. Thank you very much for your attention.

Task 2

Simultaneous Interpreting: Chinese to English

In this part, you will hear a speech by President Xi Jinping on the joint opening ceremony for the eighth China-US dialogue and seventh consultation on people-to-people exchange. Please interpret the speech into English while the speaker speaks.

克里国务卿、雅各布·卢财长、各位来宾、女士们、先生们、朋友们：

今天，第八轮中美战略与经济对话和第七轮中美人文交流高层磋商在北京举行。首先，我对对话和磋商的开幕，表示衷心的祝贺！对远道而来的美国朋友，表示热烈的欢迎！

三年前的这个时节，我同奥巴马总统在安纳伯格庄园举行会晤，双方同意加强战略沟通，拓展务实合作，妥善管控分歧，努力构建中美新型大国关系。

一分耕耘，一分收获。三年耕耘，我们有了不少收获。在双方努力下，中美两国在双边、地区、全球层面众多领域开展合作，推动两国关系发展取得新成果。这些合作给中美双方带来了实实在在的利益，也有力促进了亚太地区及世界和平、稳定、发展。

三年的成果来之不易，也给了我们很多启示，最根本的一条就是双方要坚持不冲突、不对抗、相互尊重、合作共赢的原则，坚定不移推进中美新型大国关系建设。无论国际风云如何变幻，我们都应该坚持这个大方向，毫不动摇为之努力。

现在，世界多极化、经济全球化、社会信息化深入推进，各种挑战层出不穷，各国利益紧密相连。零和博弈、冲突对抗早已不合时宜，同舟共济、合作共赢成为时代要求。作为世界上最大的发展中国家、最大的发达国家和前两大经济体，中美两国更应该从两国人民和各国人民根本利益出发，勇于担当，朝着构建中美新型大

国关系的方向奋力前行。

我们要增强两国互信。我们要防止浮云遮眼，避免战略误判，就要通过经常性沟通，积累战略互信。

我们要积极拓展两国互利合作。要秉持共赢理念，不断提高合作水平。当前，要着力加强宏观经济政策协调，同有关各方一道推动二十国集团领导人杭州峰会取得积极成果，向国际社会传递信心，为世界经济注入动力。要全力争取早日达成互利共赢的中美投资协定。要深化两国在气候变化、发展、网络、反恐、防扩散、两军、执法等领域交流合作，加强双方在重大国际和地区以及全球性问题上的沟通和协调。

我们要妥善管控分歧和敏感问题。双方存在一些分歧是难以避免的。双方应该以务实和建设性的态度加以管控。只要双方遵循相互尊重、平等相待原则，坚持求同存异、聚同化异，中美两国关系就能避免受到大的干扰。

我们要就亚太事务加强沟通和合作。宽广的太平洋不应该成为各国博弈的竞技场，而应该成为大家包容合作的大平台。中国奉行亲诚惠容的周边外交理念，始终致力于促进亚太和平、稳定、发展。中美在亚太地区拥有广泛共同利益，应该保持经常性对话，开展更多合作，应对各种挑战，努力培育两国共同而非排他的“朋友圈”，都做地区繁荣稳定的建设者和守护者。

我们要厚植两国人民友谊。双方要为两国各界交往搭建更多平台、提供更多便利，让中美友好薪火相传、生生不息。

女士们、先生们、朋友们！

今年是中国实施“十三五”规划开局之年。我们对实现中国经济社会发展既定目标充满信心。中国将会为世界提供更多发展机遇，将会同包括美国在内的世界各国开展更密切的合作。

中国坚定不移走和平发展道路，倡导构建以合作共赢为核心的新型国际关系。我们愿同世界各国加强合作，共同维护以联合国宪章宗旨和原则为核心的国际秩序和国际体系，推动国际秩序朝着更加公正合理的方向发展。

女士们、先生们、朋友们！

中美战略与经济对话和人文交流高层磋商机制为增进两国战略互信、拓展互利合作、加深两国人民友谊发挥了重要作用。中国宋代诗人辛弃疾有一句名句，叫作“青山遮不住，毕竟东流去”。意思是天下的大江大河千回百转，历经多少曲折，最终都会奔流到海。只要我们坚定方向、锲而不舍，就一定能推动中美新型大国关系建设得到更大发展，更好造福两国人民和各国人民。

最后，祝本轮中美战略与经济对话和人文交流高层磋商取得圆满成功！

谢谢大家。

二、“国才高翻（同传）”样题解析

🔊 任务说明

“国才高翻（同传）”考查考生在会议、会谈等各类场合中进行同声传译的能力。任务一要求考生将一段1000词左右的英语讲话译成汉语；任务二要求考生将一段1400字左右的汉语讲话译成英语。考试采用机考形式，考试时间约30分钟。

🔊 参考译文

Task 1

主席先生、各位阁下、女士们、先生们：

首先，我想要感谢各位邀请我来到此次论坛。我非常荣幸对各位发表演讲，尤其是在这一重要的场合。

2015年对可持续发展来说是重要的年份，因为2015年年终也是“千年发展目标”到期的时候。“千年发展目标”帮助我们组织集体行动与开展国际合作，取得了令人瞩目的成就。极端贫困减半，超过300万人幸免于疟疾，超过2000万人幸免于肺结核。

但我们仍然任重道远。除了贫困、饥饿和疾病之外，紧迫的挑战仍然摆在我们面前，包括不断加剧的不平等、上涨的失业率以及不稳定的就业状况，这只是试举几例。

大家知道，我们正在制定一项新的全球发展议程，瞄准后2015时期。公开工作小组专注于可持续发展目标，并提出17项可持续发展目标，写在去年的报告里。这些目标囊括了可持续发展的全部三个维度，即社会、经济和环境维度。根据该报告，秘书长提出了一个全面、融合和具有变革意义的可持续发展议程。9月底，各国元首和政府首脑将齐聚纽约，通过后2015时期议程。

女士们、先生们，有一点是可以肯定的：为了执行这一新的发展议程，并使之成功，有效的后续工作和评估机制是必要的。

此次论坛，此次高层政治论坛，将要发挥这一重要功能，在全球层面同经济与社会委员会通力合作。此次论坛将起到决定性作用，跟进履行可持续发展承诺，并评估业已取得的进展。多个利益攸关方之间展开合作，所有的主要群体和相关人士参与其中，这在当前背景下至关重要。

此次高层政治论坛必将起到关键的监管作用，从而兑现政治承诺，提供指导，分享最优方法，提出建议，推动进一步的行动在国家、区域和全球层面展开。同时也需要高度重视制定恰当指标，以及提供可靠的原始数据和数据分析。

女士们、先生们，作为社会事务部长，请允许我与各位分享我的一些思考，这是关于可持续发展的社会维度的。

公开工作小组的报告提出了远大的目标，希望在社会领域达成。毕竟，这个领域的全球挑战是巨大的。从我本人的角度出发，我非常重视以下四个问题：

第一，根除所有形式的贫困必须成为我们政策的中心。根据世界银行最近的数据，有10亿人只能依靠不到1.25美元维系一天的生计。减贫、消除社会排斥和不平等——在跨国层面和国内都实现以上目标——必须成为各国政府的首要议题。我们的减贫策略必须体现贫困的多维性。我们必须制定更加有效的政策，通过这些政策，贫困人口可以改善生活，可以获得健康和社会服务，以及教育机会。

第二，我们需要提供体面工作以及充分的生产性就业，提供给所有人。就业和充足的收入能够提供最好的保障，防止贫困，而且它们还起到一个关键作用，即应对不平等和社会排斥。在全世界范围内，有超过2亿人失业，7400万年轻人处于待业状态，这是去年的统计数据。年轻人失业率几乎是成年人失业率的三倍。女性、青年、移民和其他弱势群体的人数太多，在危险工种、不稳定的工作，尤其是非正规部门的就业中，上述群体的代表人数过多了。

我们必须推动体面工作议程，执行国际劳工组织的全球就业协议。我们需要强有力的国际合作，才能制定推动就业的战略。而青年就业必须成为首要议程。

社会对话非常有帮助，尤其是在这一背景下。例如，在奥地利，工会和雇主组织成功地实现相互合作，同时也实现了与政府的合作，一起制定社会、经济和就业政策。

第三，社会保护是基础，在此基础上才能实现可持续发展。世界上一些最发达的经济体取得了成功，因为他们有着良好的社会保护体系。国际劳工组织第202号建议有关“社会保护底线”，该建议提出了社会保护作为根本基础这一概念，为所有公民提供社会保护，并与其所在国情相适应。

对于社会保护的投资能够带来回报，因为投入的资金最终会回流，这是由于需求增加。除了财政收入的投入之外，这还需要良好的国家政策，强有力的制度以及法治作为支撑。国际合作与支持能够有效推动能力建设和制度建设。非正规部门需要正规化，财政和社会政策必须相互协调。为所有人提供社会保护这一目标到2030年是可以实现的，女士们、先生们——该目标的实现完全取决于政治意愿。

最后，我们必须推动社会融入，帮助弱势和边缘群体融入社会。

这是一项重要战略，能够抗击贫困，因为它影响到我们社会的多个领域。比如，几乎一半达到领取养老金年龄的人没有领到养老金。很多儿童和青年无法获得优质教育和职业培训。残障人士集中出现在贫困人口中。女性无法获得公平的竞争环境，在很多领域都是如此。

社会排斥发生在这些人群及其他人群身上，这意味着潜力的浪费，造成高昂的代价，需要全社会来承担。无歧视、权利平等和社会融入必须成为我们的指导原则，指导我们执行可持续性的政策。

最后，我深信社会政策的重要性不亚于经济和环境政策，它对于可持续发展同样重要。女士们、先生们，我呼吁各位，确保社会维度起到关键作用，在接下来的后续跟进和评估过程中起到关键作用。这一点至关重要，只有这样我们才能达成我们共同的目标——让所有人过上有尊严的生活。

女士们、先生们，本着这一精神，我祝愿各位展开卓有成效的讨论，在未来两周成果丰硕。非常感谢！

Task 2

Secretary of State John Kerry,

Secretary of the Treasury Jacob Lew,

Distinguished Guests,

Ladies and Gentlemen,

Friends,

Today, the eighth round of the China-US Strategic and Economic Dialogue (S&ED) and the seventh round of the China-US High-Level Consultation on People-to-People Exchange (CPE) are held here in Beijing. On the opening of the S&ED and the CPE, let me extend hearty congratulations. To our American friends who have traveled all the way to China, I extend my warm welcome.

This time three years ago, President Obama and I met at the Annenberg Estate. Our two sides agreed to step up strategic communication, expand practical cooperation, properly manage differences and build a new model of China-US major-country relations.

Hard work pays off, and our efforts over the past three years have come to fruition. Thanks to our concerted efforts, our two countries have focused on bilateral, regional and global aspects by cooperating in a wide range of areas, propelling our relations to new heights. Such cooperation has brought tangible benefits to both countries and boosted peace, stability and development in the Asia-Pacific and beyond.

Three years' gains have not been easy, and provided us with important lessons. Most importantly, our two sides need to stay committed to non-confrontation, non-conflict, mutual respect and win-win cooperation, and work steadily toward this new model of major-country relations. Whatever changes in the international landscape, we need to stay on track and work unswervingly toward this overarching goal.

Now, multi-polarity, globalization, and social informatization are deepening, all kinds of challenges are cropping up, and countries' interests are closely intertwined. Ideas of zero-sum games, conflicts and confrontation are behind the times, and common development and win-win cooperation have become the demands of the time. As the largest developing and developed country respectively, and the two largest economies in the world, China and the US should act in the fundamental interests of our people and people everywhere, and move steadily forward towards building this new model of major-country relations.

We need to increase mutual trust. To prevent temporary problems from affecting our overall relations and avoid strategic misjudgment, we need to maintain frequent communication and build up strategic mutual trust.

We must expand mutually-beneficial cooperation. We need to embrace a win-win mindset and move our cooperation to a higher level. Currently, we must increase macro-economic policy coordination and work together with other parties concerned to ensure that the G20 Hangzhou Summit delivers

positive outcomes to inject the international community with confidence and invigorate global growth. We must do our best to conclude, at the earliest possible date, a mutually-beneficial bilateral investment treaty. In climate change, development, cyber issues, counter-terrorism, non-proliferation, military-to-military relations and law enforcement, we should deepen exchange and cooperation. And on major international and regional issues as well as issues of global significance, we must step up communication and coordination.

We must properly manage differences and sensitive issues. Differing views between us are hard to avoid. Our two sides need to act in a pragmatic and constructive fashion and manage these differences. As long as both sides observe the principles of mutual respect and equality, seek common grounds and put aside differences, and try to build consensus by closing gaps, bilateral relations will be free from major disruptions.

We need to focus on Asian-Pacific affairs to enhance communication and cooperation. The vast Pacific should not be an arena for competition, but a stage for inclusive cooperation. China pursues amity, sincerity, mutual benefit and inclusiveness in its neighborhood diplomacy, and is committed to the Asia-Pacific region's peace, stability and development. China and the US enjoy extensive common interests in the Asia-Pacific. We should maintain frequent communication, step up cooperation, and jointly respond to challenges. Our two countries may work together to foster a "circle of friends" that is inclusive rather than exclusive, and both countries should build and maintain prosperity and stability in this region.

China and the US need to foster close friendship among the people. We should promote constant exchanges among different circles of both societies by building more platforms and providing more conveniences. In this way, our friendship will not only last but also be handed down generation by generation.

Ladies and Gentlemen,

Friends,

This year marks the beginning of China's 13th Five-Year Plan. Regarding goals set for economic and social development, we are confident that they will be met as planned. China's development will mean more opportunities for the world, and we will work with the US and the whole world to achieve even closer cooperation.

China is committed to peaceful development. China proposes to take win-win cooperation as the core of a new model of international relations. China will strengthen cooperation with other countries to jointly uphold the purposes and principles of the UN Charter as the core of the international order and system, and make the existing international order more just and equitable.

Ladies and Gentlemen,

Friends,

The S&ED and the CPE have increased strategic mutual trust, expanded mutually-beneficial

cooperation, and deepened friendship among our people. Xin Qiji, a poet in China's Song Dynasty, once wrote, "High mountains can never prevent the river from flowing", meaning all rivers have to travel a meandering course before reaching the sea. As long as we stay focused on our goal and persevere in our efforts, we will be able to promote the new model of China-US major-country relations and make even greater progress, delivering greater benefits not just to the people of our two countries, but to people all over the world.

Finally, I wish this round of the China-US S&ED and CPE a complete success.

Thank you.

考点说明

Task 1

1. 2015 is a crucial year for sustainable development as the end of the year also marks the end of the Millennium Development Goals.

本句的翻译在语言层面没有难度，但考生需要了解背景知识。联合国在2000年的峰会上通过了“千年发展目标”（Millennium Development Goals），所有目标的完成时间定为2015年。之后，世界各国领导人在2015年9月的联合国峰会上再次达成协议，通过了“可持续发展目标”（Sustainable Development Goals）。考生如果缺少这些背景知识，在翻译过程中可能会出现问題。本句可译为：2015年对可持续发展来说是重要的年份，因为2015年年终也是“千年发展目标”到期的时候。

2. Based on this report, the Secretary General has presented his vision of a universal, integrated and transformative agenda for sustainable development.

本句结构并不复杂，关键是对原文中用以修饰agenda的几个形容词的传译。同一个形容词在不同的语境中有不同的传译选择，例如，本句中的universal, integrated和transformative可以分别译为：全面、融合和具有变革意义的。本句可译为：根据该报告，秘书长提出了一个全面、融合和具有变革意义的可持续发展议程。

3. Tackling poverty, social exclusion and inequality – across and within countries – must be at the top of our political agenda. And our anti-poverty strategies must reflect the multi-dimensional nature of poverty.

此处有三个考查点。一是对插入语的妥善处理。across and within countries如果仅译为“在跨国层面和国内”，会使译文很不自然，考生需要补充句子。二是英文搭配的汉译。英文中的动宾搭配往往不能直接移植到汉语中，需要换词。本句中的tackling就需根据后接名词，改换说法。三是知识面。multi-dimensional nature of poverty是贫困研究领域的重要概念。多维贫困是说人的贫困不仅仅指收入贫困，还应该包括诸如可接入基础设施所提供的服务（如自来水、道路、卫生设施）、获得的社会福利及保障等指标，以及对这些福利的主观感受的贫

困。此处可译为：减贫、消除社会排斥和不平等——在跨国层面和国内都实现以上目标——必须成为各国政府的首要议题。我们的减贫策略必须体现贫困的多维性。

4. We must develop effective policies through which poor people can improve their livelihoods and get access to health and social services, as well as education.

本句是英文演讲中常见的定语从句结构。同传时为实现顺句驱动，一般采用重复先行词的策略。本句可译为：我们必须制定更加有效的政策，通过这些政策，贫困人口可以改善生活，可以获得健康和社会服务，以及教育机会。

5. Worldwide, over 200 million women and men are currently unemployed; 74 million young people were looking for work last year. Youth unemployment is almost three times as high as unemployment in adults.

此处连续出现了数字。由于中英数字体系的差异以及数字本身的特点，数字是同传中的难点之一。在数字连续出现时，考生应分配更多精力聆听数字，避免因精力不足而错译。此处可译为：在全世界范围内，有超过2亿人失业，7400万年轻人处于待业状态，这是去年的统计数据。年轻人失业率几乎是成年人失业率的三倍。

6. Women, young people, migrants and other disadvantaged groups are over-represented when it comes to precarious work and insecure jobs, often in the informal sector.

本句中 over-represented 一词的使用不同寻常。因此在择词传译时需要有所考虑。但在同传过程中乍听到 over-represented 时，考生并不知道后面的内容，如果此时不能确定精确的译法，可以考虑先用语义模糊一些的词来替代，再根据后文确定准确译法。本句可译为：女性、青年、移民和其他弱势群体的人数太多，在危险工种、不稳定的工作，尤其是非正规部门的就业中，上述群体的代表人数过多了。

7. We must promote the Decent Work Agenda and the implementation of the ILO's Global Jobs Pact.

ILO Recommendation 202 regarding "social protection floors" puts forward the concept of a fundamental basis for social protection for all citizens in accordance with national conditions.

以上两句中出现了与ILO（国际劳工组织）相关的一些政策概念，如Decent Work Agenda（体面工作议程），Global Jobs Pact（全球就业协议），social protection floors（社会保护底线）等。遇到陌生概念时，考生如果不能准确说出标准译文，可以先说出原文，再翻译概念的意义。

8. In Austria, for example, trade unions and employers' organizations successfully cooperate with each other and the government in developing social, economic and employment policy.

同传表达阶段，须特别注意句子的衔接与连贯。例如，本句中的... and the government的翻译就需加以斟酌。本句可译为：例如，在奥地利，工会和雇主组织成功地实现相互合作，同时也实现了与政府的合作，一起制定社会、经济和就业政策。

Task 2

1. 今天，第八轮中美战略与经济对话和第七轮中美人文交流高层磋商在北京举行。

本句考查时事常识。“中美战略与经济对话”和“中美人文交流高层磋商”是近年来媒体关注度较高的年度事件。对于此类时事事件，考生应在平时多关注其中英文对应表达。本句可译为：Today, the eighth round of the China-US Strategic and Economic Dialogue (S&ED) and the seventh round of the China-US High-level Consultation on People-to-People Exchange (CPE) are held here in Beijing.

2. 一分耕耘，一分收获。三年耕耘，我们有了不少收获。

第一句使用了中文俗语“一分耕耘，一分收获”，在英文中可以较为容易地找到对应表达：No pains, no gains, 因此传译难度不大。但第二句话是对俗语的化用，需要考生临场找到适宜的说法。“耕耘”可以考虑译为 efforts, hard work 等。此处可译为：As we often say, no pains, no gains. The efforts we made over the past three years have paid off. (译文增加 as we often say, 是为了在口语表达中让语气变得更为顺畅。) 也可译为：Hard work pays off, and our efforts over the past three years have come to fruition.

3. 零和博弈、冲突对抗早已不合时宜，同舟共济、合作共赢成为时代要求。

本句中出现的“零和博弈”(zero-sum game)是经济学词汇，考生需在平常学习时关注中文讲话中常出现的概念及其英文表达法，例如：“供给侧改革”(supply-side reform)，“囚徒困境”(the prisoner's dilemma)等。本句可译为：Ideas of zero-sum games, conflicts and confrontation are behind the times, and common development and win-win cooperation have become the demands of the time.

4. 我们要增强两国互信。我们要防止浮云遮眼，避免战略误判，就要通过经常性沟通，积累战略互信。

此处化用了王安石的诗句“不畏浮云遮望眼，自缘身在最高层”。“浮云遮眼”说的是在登高后，云层遮住了视线。这种表达方式在中文演讲中经常见到。同传时，考生必须在瞬间找到较为恰当的英文表达，具体用词视情况而定，不一定要保留原文中的比喻或形象用法。例如，本句若直接将“浮云”译为 floating clouds, 恐怕在没有具体解释的情况下，听众并不能听懂原文的意图，因此最好直接译出其意。此处可译为：We need to increase mutual trust. To prevent temporary problems from affecting our overall relations and avoid strategic misjudgment, we need to maintain frequent communication and build up strategic mutual trust.

5. 要深化两国在气候变化、发展、网络、反恐、防扩散、两军、执法等领域交流合作，加强双方在重大国际和地区以及全球性问题上的沟通和协调。

本句在同传时有两个处理重点：一个是无主句，另一个是“在”字结构。中文无主句的英译，一般可采用“*We*作主语”、“被动态”、“*There be*句型”或“*It*句型”等几种方案。以本句为例，可以有以下几种表达方式：a. We should deepen...; b. Exchange and cooperation should be deepened...; c. There is a need to deepen...; d. It is important that we deepen...。中文里的“在”字隔开了“深化”

和“交流合作”，考生在同传时，无法等到听见“交流合作”再开始翻译，所以也必须采取“迂回”手段，常见的方式有：a. 预测（预测两国在这些领域可能开展的行为）；b. 等待（先不翻译“深化”，等听到“交流合作”再翻译）。中文里还有“把”、“将”等词都可能产生这种结构。本句可译为：

a. It is important that we deepen exchange and cooperation in climate change, development, cyber issues, counter-terrorism, non-proliferation, military-to-military relations and law enforcement, and step up communication and coordination on major international and regional issues as well as issues of global significance.

b. In climate change, development, cyber issues, counter-terrorism, non-proliferation, military-to-military relations and law enforcement, we should deepen exchange and cooperation. And on major international and regional issues as well as issues of global significance, we must step up communication and coordination.

6. 只要双方遵循相互尊重、平等相待原则，坚持求同存异、聚同化异，中美两国关系就能避免受到大的干扰。

本句中出现典型的中文四字连珠结构。中文的四字语精炼但内涵丰富，需在理解的基础上选择适宜的表达方法。本句可译为：As long as both sides observe the principles of mutual respect and equality, seek common grounds and put aside differences, and try to build consensus by closing gaps, bilateral relations will be free from major disruptions.

7. 中国奉行亲诚惠容的周边外交理念，始终致力于促进亚太和平、稳定、发展。

本句中的“亲诚惠容”是我国政府近年提出的周边外交新政策。考生需对其中文原意及英文表达法有所了解。并且，考生平时应对时事热词、事件、背景等保持敏感和兴趣，做到随时学习、随时积累。本句可译为：China pursues amity, sincerity, mutual benefit and inclusiveness in its neighborhood diplomacy, and is committed to the Asia-Pacific region's peace, stability and development.

8. 中美在亚太地区拥有广泛共同利益，应该保持经常性对话，开展更多合作，应对各种挑战，努力培育两国共同而非排他的“朋友圈”，都做地区繁荣稳定的建设者和守护者。

网络新词、热词常出现在我国领导人的讲话中，体现了亲民的特点。本句中的“朋友圈”，还有出现在其他场合的“点赞”、“蛮拼的”、“风口”等都用得恰如其分、活泼生动。考生需紧跟时代步伐，对可能出现在演讲中的网络用语及其英文表达法有所了解。本句可译为：China and the US enjoy extensive common interests in the Asia-Pacific. We should maintain frequent communication, step up cooperation, and jointly respond to challenges. Our two countries may work together to foster a “circle of friends” that is inclusive rather than exclusive, and both countries should build and maintain prosperity and stability in this region. 请注意，译文尽量保持了原句语序，这样更符合同传实际。

9. 我们要厚植两国人民友谊。双方要为两国各界交往搭建更多平台、提供更多便利，让中美友好薪火相传、生生不息。

此处出现了“厚植”这个考生可能感觉陌生的词汇，又使用了“薪火相传”这样具有中文特色的比喻说法。考生要在临场时想到较适宜的表达方式，既传达讲话人的意图，又能让听众在瞬间理解。“厚植”是指“深厚地培育”，可用foster对译，而“薪火相传”意在强调双方友谊的根基广泛，流传久远。此处可译为：China and the US need to foster close friendship among the people. We should promote constant exchanges among different circles of both societies by building more platforms and providing more conveniences. In this way, our friendship will not only last but also be handed down generation by generation.

10. 中国宋代诗人辛弃疾有一句名句，叫作“青山遮不住，毕竟东流去”。意思是天下的大江大河千回百转，历经多少曲折，最终都会奔流到海。

此处出现对古诗全句的引用。引用古诗文时，演讲人往往会对文意做解释，即使没有解释，引用古诗文也是为了说明演讲人的意图。考生如果没有听懂古诗文原意，一般也可以从上下文中推测其意。此处可译为：Xin Qiji, a poet in China's Song Dynasty, once wrote, "High mountains can never prevent the river from flowing", meaning all rivers have to travel a meandering course before reaching the sea.

📌 备考建议

“国才高翻（同传）”考查考生的语言词汇、背景知识、口译技能和临场技巧，测定考生从事同传工作的能力水平。考生在平时学习中需要注意积累，具体说明如下：

1. 语言词汇：语言基本功，常见概念和词汇，如专业名词、网络新词、特定概念等。例如：Millennium Development Goals，第八轮中美战略与经济对话和第七轮中美人文交流高层磋商。
2. 背景知识：各常见领域，如外交、经济、金融、文化、法律、环保、卫生等的基础知识，对时事事件的跟踪与敏感度。例如：multi-dimensional nature of poverty，零和博弈。
3. 口译技能：同传基本技能有顺译、增补、省略等，需在传译过程中灵活运用。例如：样题Task 1 考点4，样题Task 2 考点8。
4. 临场技巧：对讲话中出现的复杂句式的处理，对讲话人的特定风格的适应，对现场各种挑战（如快语速、多数字等）的灵活应对。例如：样题Task 1 考点5，样题Task 2 考点5。

真题及作答样例

一、“国才高翻（同传）”真题

Task 1

Simultaneous Interpreting: English to Chinese

In this part, you will hear a speech by President Obama, delivered at the First Session of COP21 of the United Nations Framework Convention on Climate Change held in Paris. Please interpret the speech into Chinese while the speaker speaks.

President Hollande, Mr. Secretary General, fellow leaders,

We have come to Paris to show our resolve. We offer our condolences to the people of France for the barbaric attacks on this beautiful city. We stand united in solidarity not only to deliver justice to the terrorist network responsible for those attacks but to protect our people and uphold the enduring values that keep us strong and keep us free. And we salute the people of Paris for insisting this crucial conference go on – an act of defiance that proves nothing will deter us from building the future we want for our children. What greater rejection of those who would tear down our world than marshaling our best efforts to save it?

Nearly 200 nations have assembled here this week – a declaration that for all the challenges we face, the growing threat of climate change could define the contours of this century more dramatically than any other. What should give us hope that this is a turning point, that this is the moment we finally determined we would save our planet, is the fact that our nations share a sense of urgency about this challenge and a growing realization that it is within our power to do something about it.

Our understanding of the ways human beings disrupt the climate advances by the day. Fourteen of the fifteen warmest years on record have occurred since the year

2000 – and 2015 is on pace to be the warmest year of all. No nation – large or small, wealthy or poor – is immune to what this means.

This summer, I saw the effects of climate change firsthand in our northernmost state, Alaska, where the sea is already swallowing villages and eroding shorelines; where permafrost thaws and the tundra burns; where glaciers are melting at a pace unprecedented in modern times. And it was a preview of one possible future – a glimpse of our children’s fate if the climate keeps changing faster than our efforts to address it. Submerged countries. Abandoned cities. Fields that no longer grow. Political disruptions that trigger new conflict, and even more floods of desperate peoples seeking the sanctuary of nations not their own.

That future is not one of strong economies, nor is it one where fragile states can find their footing. That future is one that we have the power to change. Right here. Right now. But only if we rise to this moment. As one of America’s governors (Jay Inslee from Washington) has said, “We are the first generation to feel the impact of climate change, and the last generation that can do something about it.”

I’ve come here personally, as the leader of the world’s largest economy and the second-largest emitter, to say that the United States of America not only recognizes our role in creating this problem, we embrace our responsibility to do something about it.

Over the last seven years, we’ve made ambitious investments in clean energy, and ambitious reductions in our carbon emissions. We’ve multiplied wind power threefold, solar power more than twentyfold, helping create parts of America where these clean power sources are finally cheaper than dirtier, conventional power. We’ve invested in energy efficiency in every way we imagine. We’ve said no to infrastructure that would pull high-carbon fossil fuels from the ground, and we’ve said yes to the first-ever set of national standards limiting the amount of carbon pollution our power plants can release into the sky.

The advances we’ve made have helped drive our economic output to all-time highs, and drive our carbon pollution to its lowest levels in nearly two decades.

But the good news is this is not an American trend alone. Last year, the global economy grew while global carbon emissions from burning fossil fuels stayed flat. And what this means can’t be overstated. We have broken the old arguments for inaction. We have proved that strong economic growth and a safer environment no longer have to conflict with one another; they can work in concert with one another.

And that should give us hope. One of the enemies that we'll be fighting at this conference is cynicism, the notion we can't do anything about climate change. Our progress should give us hope during these two weeks – hope that is rooted in collective action.

Earlier this month in Dubai, after years of delay, the world agreed to work together to cut the super-pollutants known as HFCs. That's progress. Already, prior to Paris, more than 180 countries representing nearly 95 percent of global emissions have put forward their own climate targets. That is progress. For our part, America is on track to reach the emissions targets that I set six years ago in Copenhagen – we will reduce our carbon emissions in the range of 17 percent below 2005 levels by 2020. And that's why, last year, I set a new target: America will reduce our emissions 26 to 28 percent below 2005 levels within 10 years from now.

So our task here in Paris is to turn these achievements into an enduring framework for human progress – not a stopgap solution, but a long-term strategy that gives the world confidence in a low-carbon future.

Here in Paris, let's secure an agreement that builds in ambition, where progress paves the way for regularly updated targets – targets that are not set for each of us but by each of us, taking into account the differences that each nation is facing.

Here in Paris, let's agree to a strong system of transparency that gives each of us the confidence that all of us are meeting our commitments. And let's make sure that the countries who don't yet have the full capacity to report on their targets receive the support that they need.

Here in Paris, let's reaffirm our commitment that resources will be there for countries willing to do their part to skip the dirty phase of development. And I recognize this will not be easy. It will take a commitment to innovation and the capital to continue driving down the cost of clean energy. And that's why, this afternoon, I'll join many of you to announce a historic joint effort to accelerate public and private clean energy innovation on a global scale.

Here in Paris, let's also make sure that these resources flow to the countries that need help preparing for the impacts of climate change that we can no longer avoid. We know the truth that many nations have contributed little to climate change but will be the first to feel its most destructive effects. For some, particularly island nations – whose leaders I'll meet with tomorrow – climate change is a threat to their very existence.

And that's why today, in concert with other nations, America confirms our strong and ongoing commitment to the Least Developed Countries Fund. And tomorrow, we'll pledge new contributions to risk insurance initiatives that help vulnerable populations rebuild stronger after climate-related disasters.

And finally, here in Paris, let's show businesses and investors that the global economy is on a firm path towards a low-carbon future. If we put the right rules and incentives in place, we'll unleash the creative power of our best scientists and engineers and entrepreneurs to deploy clean energy technologies and the new jobs and new opportunities that they create all around the world. There are hundreds of billions of dollars ready to deploy to countries around the world if they get the signal that we mean business this time. Let's send that signal.

Task 2

Simultaneous Interpreting: Chinese to English

In this part, you will hear a speech by President Xi Jinping at the opening ceremony of G20. Please interpret the speech into English while the speaker speaks.

女士们、先生们、朋友们：

下午好！很高兴同大家在杭州相聚。明天，二十国集团领导人杭州峰会就要拉开帷幕。国际社会期待着这一次的峰会，工商、智库、劳动、妇女、青年等社会各界也期待着这次的峰会。大家的目标高度的一致，就是推动杭州峰会取得丰硕的成果。

杭州是中国的一个历史文化重镇和商贸中心，有千年以上的历史了。千百年来，从白居易到苏东坡，从西湖到大运河，杭州悠久历史和文化传说引人入胜。杭州是创新活力之城，电子商务蓬勃发展，在杭州点击鼠标，联通的是整个世界。杭州也是生态文明之都，山明水秀，晴好雨奇，浸透着江南的韵味，凝结着世代匠心。

我曾经在这里工作了6个年头，我熟悉这里的山水草木、风土人情，不要说杭州的水，杭州的山我都走过，参与和见证了这里的发展。在中国，像杭州这样的城市有很多，在过去几十年经历了大发展、大变化，许许多多普通家庭用勤劳的双手改变了自己的生活。这一点一滴的变化，集合起来就是磅礴的力量，推动着中国的发展进步，折射着中国改革开放的伟大的进程。

——这是探索前行的进程。一个13亿人的大国实现现代化，这在人类历史上是没有先例可循的。中国的发展注定要走一条属于自己的道路。我们“摸着石头过河”，不断地深化改革开放，不断地探索前进，开创和发展了中国特色社会主义。

——这是真抓实干的进程。我们紧紧抓住了经济建设这个中心不放松，与时俱进，开拓创新，靠着拼劲、闯劲、干劲，靠着钉钉子的精神，把中国建成世界上第二大经济体、最大的货物贸易国、第三大对外直接投资国，人均国内生产总值接近8000美元。

——这是共同富裕的进程。发展为了人民、发展依靠人民、发展的成果由人民共享，这是中国推进改革开放社会主义现代化建设的根本目的。改革开放以来，中国有7亿多人口脱贫，13亿多人民的生活质量和水平大幅度地提升，用了几十年的时间完成了其他国家几百年走过的发展历程。

——这是中国走向世界、世界走向中国的进程。我们奉行独立自主的和平外交政策，坚持对外开放的基本国策，敞开大门搞建设，从大规模引进来到大踏步走出去，积极推动建设更加公正合理的国际秩序，中国同外部世界的互动持续地加深，中国的朋友遍布世界。

女士们、先生们、朋友们！改革开放30多年过去，弹指一挥间。今天，随着中国经济体量的增大以及同世界合作不断地加深，中国的经济走向受到外界的关注。很多人都关心，中国的经济能否实现持续稳定的增长？比如我们在座的各位国际组织的负责人。中国能否把改革开放推进下去？中国能否避免陷入“中等收入的陷阱”？

行胜于言。中国用实际行动对这些问题做了回答。今年年初，中国出台了国民经济和社会发展第十三个五年规划纲要，围绕全面建成小康社会奋斗目标，针对发展不平衡、不协调、不可持续等突出的问题，强调要牢固树立和坚决贯彻创新、协调、绿色、开放、共享的发展理念。这是我们第十三个五年规划的精髓，就是这五大发展理念。

今天的中国，已经站在了新的历史起点上。这个新起点，就是中国全面深化改革、增加经济社会发展新动力的新起点，就是中国适应经济发展新常态、转变经济发展方式的新起点，就是中国同世界深度互动、向世界深度开放的新起点。我们有信心、有能力保持经济中高速增长，继续在实现自身发展的同时为世界带来更多的发展机遇。

二、“国才高翻（同传）”真题作答样例

Task 1

尊敬的奥朗德总统、秘书长、各国领导人：

我们来到巴黎以示我们的决心。我们对巴黎人民所遭受到的袭击表示沉痛的哀悼。我们团结一致，不仅是为了要伸张正义，将恐怖分子绳之以法，而且是为了保护我们的人民，维护使我们强大、自由的价值观。同时，我们也要向巴黎人民致敬，是你们的坚持使得这次重要的会议得以进行——你们的行为证明了任何人或事情都无法阻挡我们为孩子创造未来。恐怖主义不能够摧毁我们的世界，只会让我们变得更加强大，来守护这个世界。

本周有近200个国家聚集在此，这说明在我们面临的所有挑战中，日益严重的气候变化最为显著地勾勒出本世纪的轮廓。这是一个转折点，我们终于在这一刻决定要保护我们的地球，我们应当对这一点充满希望，因为我们各国对这一挑战有共同的紧迫感，并越来越认识到我们应该贡献出自己的力量。

我们越来越了解人类破坏气候的方式。全球历史上15个最热的年份有14个都出现在2000年以后，其中2015年是最热的一年。无论大国或小国、富国或穷国，都知道这意味着什么。

今年夏天，我亲眼看到气候变化对美国最北端的阿拉斯加州的影响，海水吞噬了村庄和海岸线，永冻土融化，苔原燃烧，冰川正在以前所未有的速度融化。我们似乎可以预见到这样一种未来——如果我们解决问题的速度赶不上气候变暖的趋势，那可想而知我们后代的命运将会怎样。国家将会被淹没，城市被遗弃，作物不再生长。政治混乱将催生更多冲突，更多绝望的难民将会涌入别国寻求庇护。

这样的未来不会是一个强大的经济体，也不是弱国可以寻求立足之地的未来。但是，这个未来是我们有能力改变的。就在此时、此地做出改变。正如一位美国州长（华盛顿州州长杰伊·英斯利）所说：“我们是感受气候变化影响的第一代，也是可以解决气候问题的最后一代。”

作为世界上最大的经济体和第二大排放国的领导人，我想说，美国不仅意识到对全球变暖所造成的影响，也决定承担我们的责任。

在过去的七年中，我们大力发展清洁能源，并大幅度降低了碳排放。我们的风能增加了三倍，太阳能增加了二十多倍，使美国的部分地区使用上了比传统、有污染的能源更加便宜的清洁能源。我们以各种可以想象的方式投资于能源效率。我们禁止使用高碳化石燃料的基础设施，鼓励出台首例国家标准，严格限制发电厂的碳排放量。

我们所做的努力，推动我们的经济产出达到历史最高点，并使我们的碳污染下降到近二十年来最低点。

好消息是，并不是只有美国这样做。去年，全球经济增长，而使用化石燃料引起的全球碳排放量持平。这一点绝不容小觑。我们打破了过去无所作为的论断。我们已经证明了，强劲的经济增长势头和更安全的环境不再相互冲突，而是可以相互协调的。

这应该给予我们希望。在这次会议上，我们必须摒弃认为我们在气候变化问题上一无所能的这样一种怀疑。在这两个星期内，我们取得的进步使我们看到希望，我们在全球共同努力的合作当中看到了希望。

本月初在迪拜，经过多年的拖延，各国一致达成共识，同意减少HFC的排放，这是一个进步。在来巴黎之前，超过180个国家，他们的碳排放量将近占全球的95%，提出了各自的气候目标。这也是一个进步。就我们而言，美国正在逐步实现六年前我在哥本哈根设定的排放目标，我们将在2020年之前将碳排放量降低到比2005年低17%的水平。这也是为什么，去年我又设定了一个新目标：美国将在今后10年内将碳排放量减少到低于2005年的26%至28%。

因此，我们在巴黎的任务是将这些成就转化为人类进步的持久框架协议——不是一个临时解决方案，而是一个长期战略，使世界对低碳未来充满信心。

在巴黎，让我们满怀斗志达成一致，在现有成果的基础上不断更新目标——这些目标不是为各国设定，而是考虑到每个国家的差异，由各国共同设定。

在巴黎，让我们共建一个透明的机制，让我们相信每个国家都在履行承诺。让我们确保那些尚未完全有能力完成目标的国家能够获得他们需要的支持。

在巴黎，让我们重申我们的承诺，即那些愿意尽力摆脱污染发展的国家将会获得资源。我知道这并不容易。这需要创新，需要投入大量资金来持续降低清洁能源的成本。这也是为什么今天下午我将与大家一同宣布一项历史性的共同努力，以加速全球范围内的公共和私人清洁能源创新。

在巴黎，我们还要确保这些资源流向那些已经无法避免气候变化的影响的国家。我们知道，许多国家对气候变化造成很小的影响，却会首先感受到其最具破坏性的影响。对于这些国家，特别是岛国，气候变化将直接威胁他们的生存。明天我也将同这些岛国的领导人会面。这也是为什么今天，美国与其他国家一起坚持申明对于最不发达国家基金的长久承诺。明天，我们还将讨论创建风险保险，帮助受灾人群在气候灾害后重建信心。

最后，在巴黎，让我们向企业界和投资者表明，全球经济正坚定地走在低碳未来的道路上。如果我们制定正确的规则和激励措施，我们就能发挥我们最优秀的科学家、工程师和企业家的创造力，以发展清洁能源技术，并在世界各地创造新工作和新机会。如果他们知道我们这次是认真的，便将会有数千亿美元资金配置到世界各国。让我们释放这个信号！

Task 2

Ladies and gentlemen, dear friends,

Good afternoon! I am so glad to have all of you here in Hangzhou. The G20 summit will begin tomorrow. The international community is looking forward to this summit, as well as in the fields of business, think tank, labor, women, youth and so on. We all share the same goal, which is to promote the Hangzhou summit to achieve fruitful results.

Hangzhou is a historical and cultural town and a business center in China, with a history of more than a thousand years. For thousands of years, from Bai Juyi to Su Dongpo, from the West Lake to the Grand Canal, Hangzhou has attracted people for its long history and cultural heritage. Hangzhou is the city of innovation and vitality, with booming e-commerce. Just click on the mouse in Hangzhou, and you connect the whole world. Hangzhou is also the capital of ecological civilization. Its beautiful mountains and blue rivers, along with its comfortable weather, are typical of South China charm, and the condensation of ingenuity for generations.

I spent six years working in Hangzhou. And I was personally familiar with the landscape and the customs. I have been to every mountain and every river, and I have been involved in and witnessed the development of Hangzhou. In China, there are many cities like Hangzhou. In the past few decades, these cities have undergone great development. Millions of ordinary Chinese families have changed their lives through hard-working. These small changes together form majestic power, promoting China's development and progress, and reflecting the great process of China's reform and opening up.

This is a process of exploring new trail. China's modernization with a population of more than 1.3 billion has no precedent in human history. And this means China's development must pursue a road of its own. What we have done is, as the old Chinese saying goes, "crossing the river through feeling the stones". We have deepened reform and opening up, and we have explored forward to establish and develop socialism with Chinese characteristics.

This is a process of doing solid work. We firmly hold the economic construction as the top priority. We have moved with the time and kept innovation. With our struggle and our spirit of driving nails, we have succeeded in turning China into the world's second biggest economy, the biggest trader of goods, and the third biggest foreign direct investment country, with per capita GDP close to \$8,000.

This is the process of achieving common prosperity. Development for the people, development with the people and the results of development shared by the people, that is the fundamental purpose of China reform and opening up and socialist modernization construction. Thanks to the reform and opening up, China has shaken more than 700 million people out of poverty, and significantly improved the life of more than 1.3 billion people. Within a few decades, China has achieved what took other countries hundreds of years to achieve.

This is the process of China and the world embracing each other. We have pursued an independent foreign policy of peace, and a fundamental policy of opening up. We have engaged in construction with an open environment, starting from large-scale introduction to the great strides to go out. We have actively promoted the construction of a more just and reasonable international order. China's interaction with the outside world continues to deepen, and we have friends all over the world.

Ladies and gentlemen, dear friends! Thirty years of reform and opening up have passed like a stroke. Today, as China's economy grows and China's cooperation with the world continuously deepens, the prospect of China's economy has attracted attention from the world. Many people are concerned whether Chinese economy can maintain sustainable and steady growth. Heads of international organizations here are wondering whether China can continue its reform and opening up and avoid falling into a "middle income trap".

Actions speak louder than words. China has responded to these questions with practical action. Earlier this year, China introduced the 13th Five-Year Plan for National Economic and Social Development. Focusing on the goal of building a well-off society in an all-round way, and on the problems like unequal, unbalanced and unsustainable development, China firmly establishes and carries out the innovative, coordinated, green, open and shared development concept. This is the core of our 13th Five-Year Plan, that is, these five points of development concept.

China has reached a new historical starting point today. It is a new starting point for China to deepen reform and increase the new impetus of economic and social development. It is a new starting point for China to adapt to the new normal economic development and change the mode of economic development. It is a new starting point for China's deep interaction with the world and opening up wider to the world. We have the confidence, the ability to maintain a medium-high rate of growth and bring more development opportunities to the world while ensuring our own development.

考生请注意：本书提供的作答样例仅为示例，并非标准答案。为保证其真实性，并未做过多修改。

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附 录

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机考操作说明

“国才考试”采用机考形式，考生可登录“国才考试”官网（etic.claonline.cn）下载使用机考模拟系统，提前熟悉机考环境和答题方式。机考模拟系统中试题内容和正式考试无关。机考模拟系统可反复使用，不限次数。

机考模拟系统下载方式

登录“国才考试”官网，点击“备考资料”，点击“数字课程”，找到“【模拟系统】‘国才考试’机考模拟系统下载”，点击即可下载。



一、考生上机操作流程

现以“国才高端”考试为例，介绍考生上机如何操作答题。

考生按准考证上的座位号对号入座，座位号对应考试机右上角的“机位号”。入座后，在考试机的登录界面（图1）输入准考证上的准考证号，确认无误后，点击“Login”按钮进入考生信息界面（图2）。



图1



图2

(使用机考模拟系统操作时,请在准考证号栏输入“demo”,点击“Login”即可登录。)

在考生信息界面(图2)进行考生个人信息的核对,如发现信息有误,请及时向监考人员反映,重新登记正确信息。核对信息无误后,考生点击“**Yes**”按钮进入耳麦测试界面(图3)。

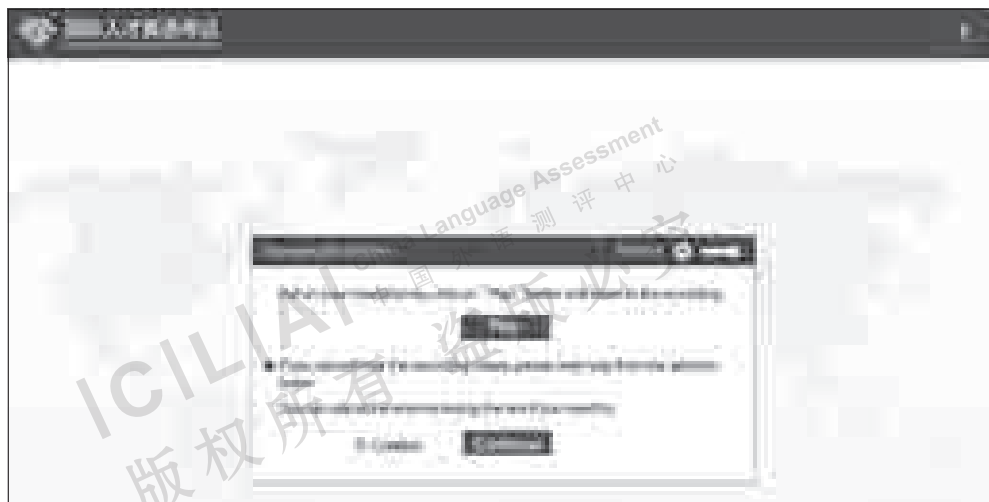


图3

请注意戴好耳麦,点击“**Play**”键开始用耳麦测听。待按钮重新亮起,表示播放结束。考生如果没有听到声音,请举手示意监考老师协助或更换耳麦。听到声音后,请勾选“**Confirm**”,然后点击“**Continue**”,进入口语试音界面(图4)。



图4

点击“Record”开始录音，请注意嘴要对准耳麦的录音位置，轻声读“1, 2, 3, 4, 5”（作答口头沟通任务时，轻声回答即可，录音设备灵敏，不需要大声喊着说），“Record”按钮由灰色变亮表示录音结束。

点击“Play the recording”，确认是否可以听到刚才的录音。考生如果没有听到声音，请举手示意监考老师协助或更换耳麦。听到声音后勾选“Confirm”，然后点击“Continue”，进入考生须知界面（图5），确认须知后点击“Start”。

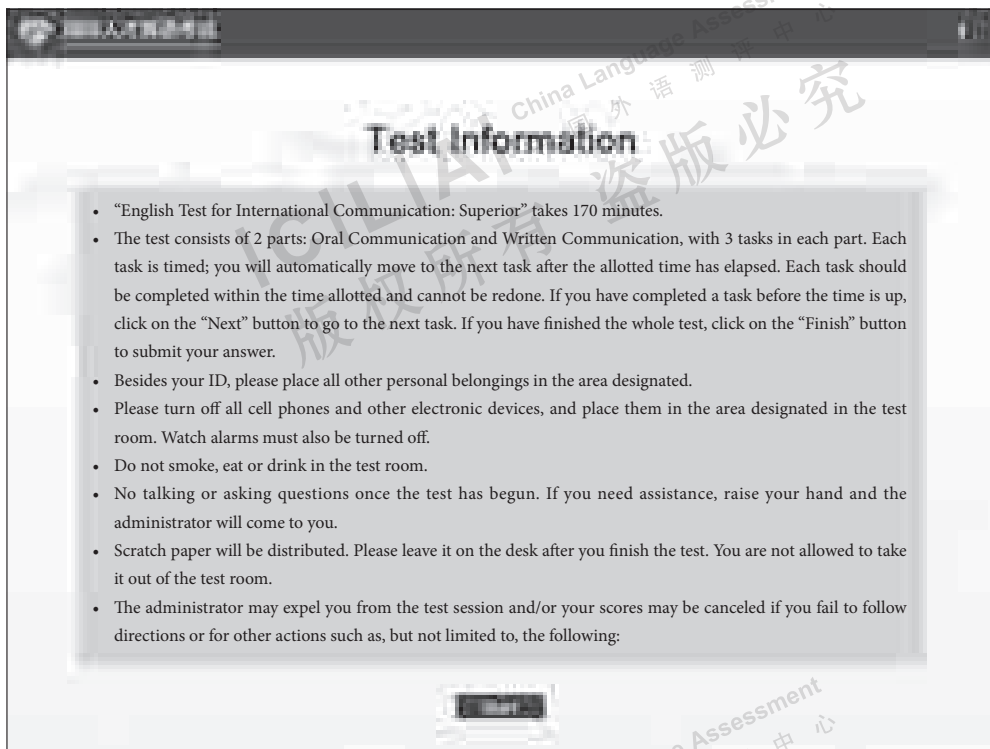


图5

自此，正式进入作答界面。

口头沟通

“国才高端”考试包括口头沟通和书面沟通两部分。其中，口头沟通包括三项任务。任务一为阅读文章并听完录音后，进行口头答题。任务二为阅读文章后直接进行口头答题。任务三为交替传译，即每听完一小段录音后开始口头答题。

现以口头沟通任务一和任务三为例示意。

进入任务一后，出现任务说明界面（图6）。

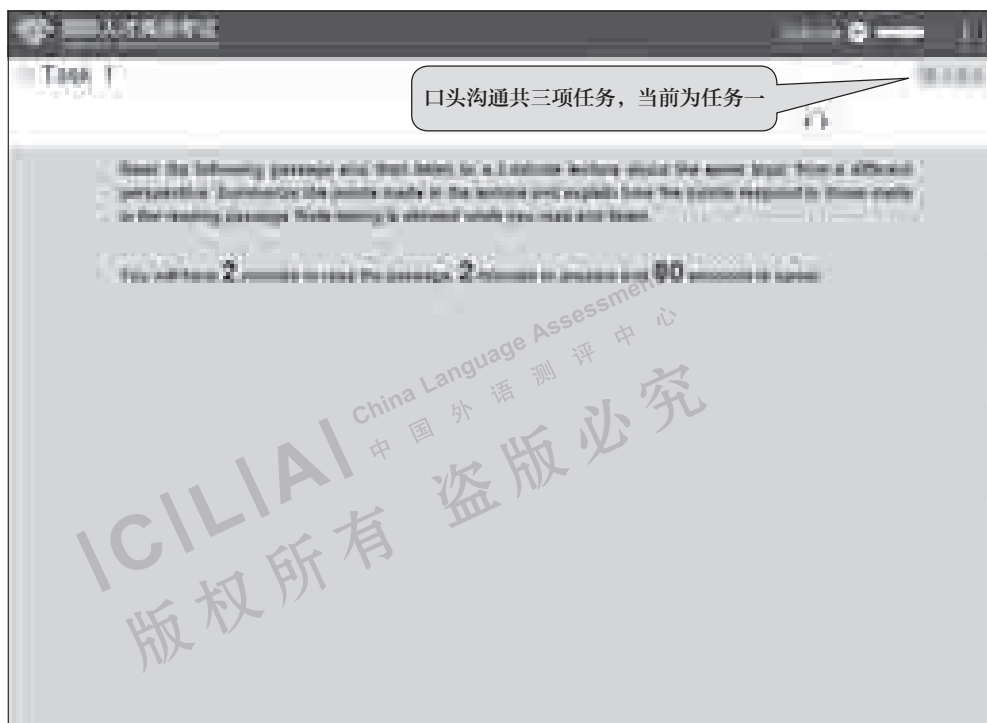


图6

请认真阅读指令，30秒后进入阅读文章界面（图7）。



图7

阅读时间到后，开始播放音频（图8）。



图8

播放完成，进入作答准备界面（图9）。



图9

准备时间到后，进入正式作答界面（图10），考生开始作答。请注意嘴要对准耳麦的录音位置。



图10

作答时间到后，任务一完成，进入任务二。任务二操作步骤类似于任务一。前两项任务完成后，进入任务三界面（图11）。

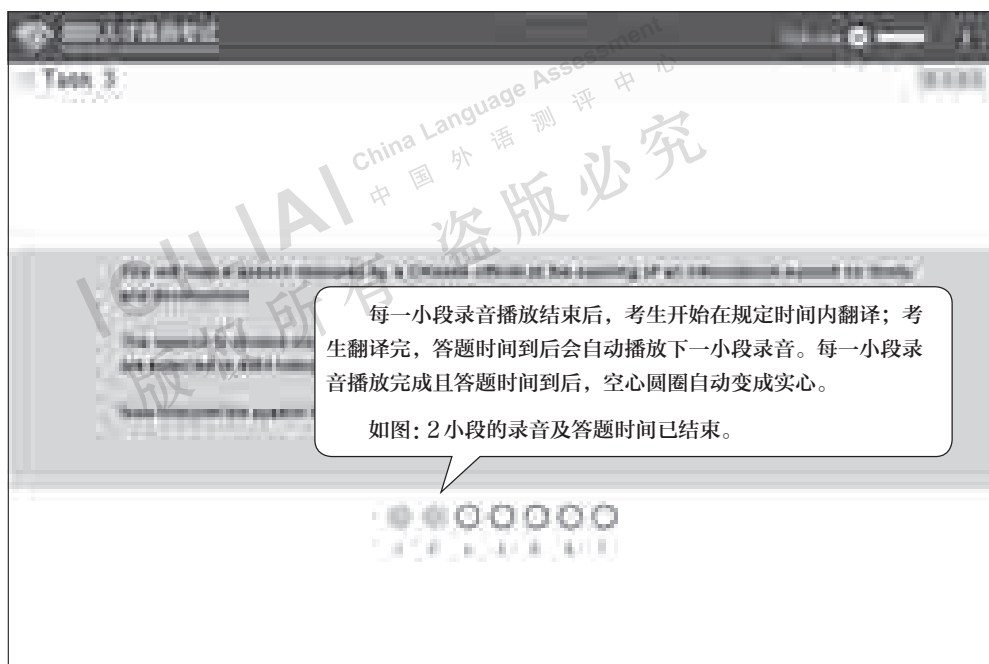


图11

任务三是交替传译。一道题会有多段录音，分多次播放。每播放完一小段录音，考生即可开始翻译，答题时间到后会自动播放下一小段录音。每段录音只播放一次，不会重播。如此往下直至所有题目都完成，即所有圆圈自动变成实心（图12）。



图12

任务三完成后，系统出现提示界面（图13），点击“Next”后，进入书面沟通部分。



图13

书面沟通

书面沟通包括三项任务，操作界面基本相同。此处以书面沟通任务二的作答界面（图14）示意。

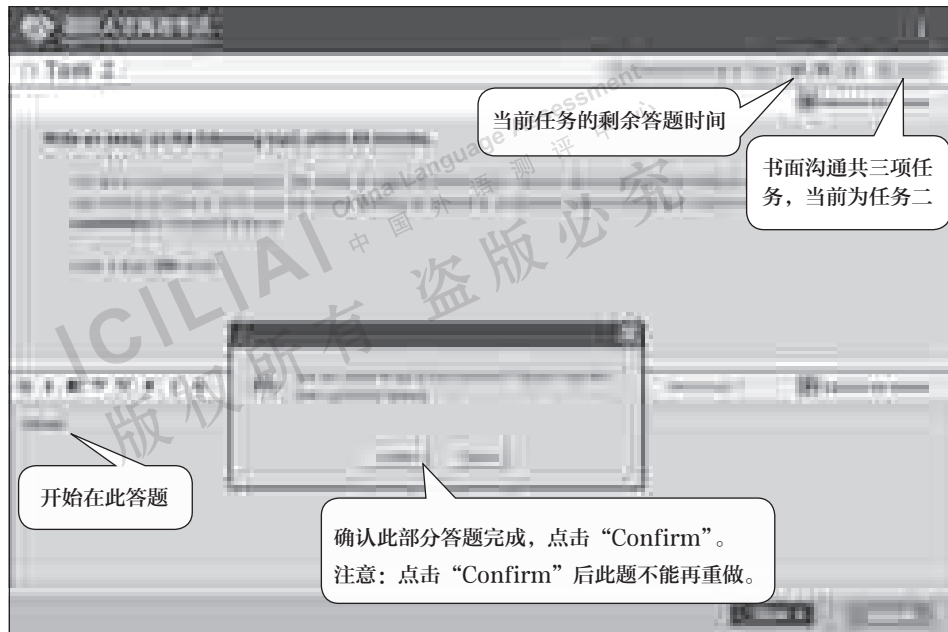


图14

当三项任务都完成后，答题部分至此全部结束，进入调查问卷界面（图15）。

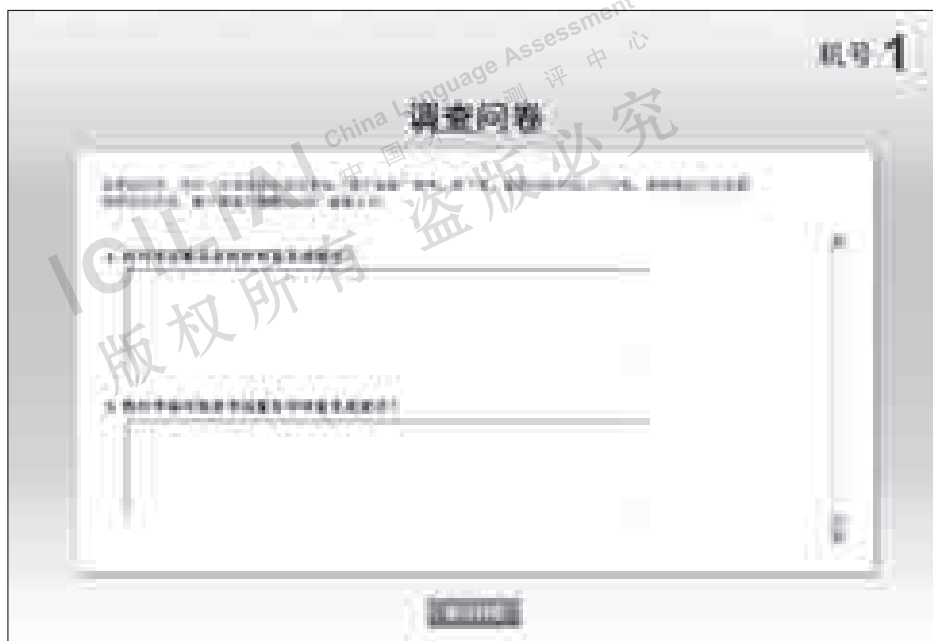


图15

请考生认真填写完成问卷，点击“提交问卷”后，出现考试结束界面（图16）。离场前，请务必检查随身物品是否有遗漏，带齐随身物品后，离开考场。



图16

以上是以“国才高端”考试为例的操作说明。

“国才初级”、“国才中级”、“国才高级”答题界面可参考“国才高端”口头沟通和书面沟通。

“国才高翻（笔译）”答题界面可参考“国才高端”书面沟通部分。

“国才高翻（交传）”答题界面可参考“国才高端”口头沟通部分任务三。

“国才高翻（同传）”包括两个任务，两个任务都是边听播放的录音边同步作答。

二、常用按钮使用说明



图17

鼠标左右移动“Volume”键，可自由调节音量大小。

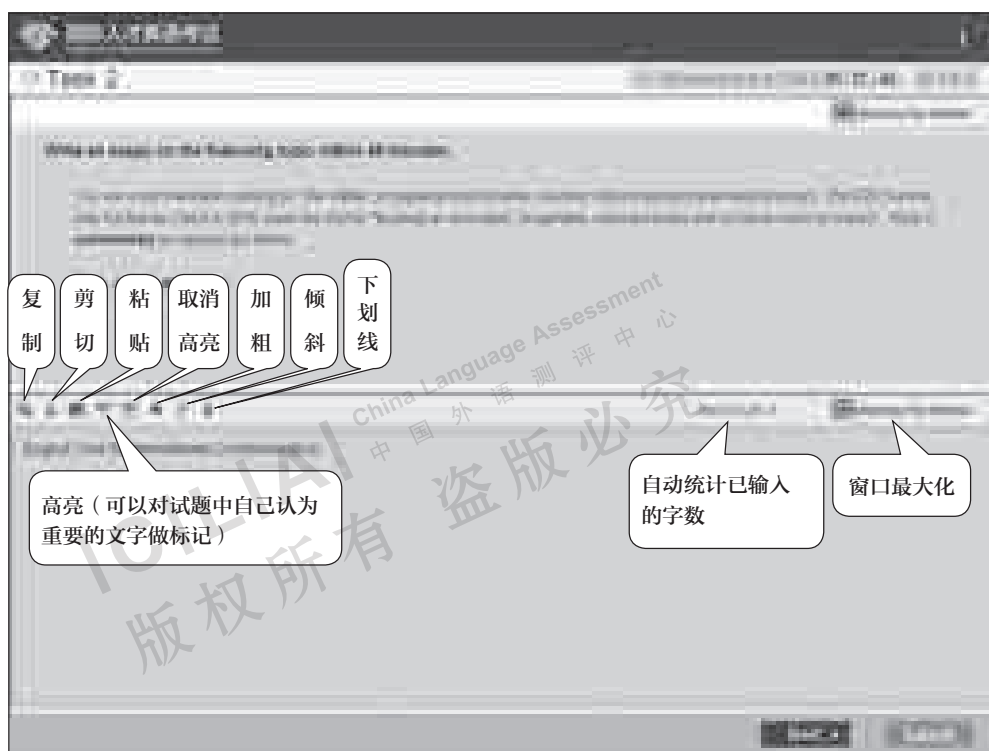


图18

答题区左侧按钮依次代表“Copy”、“Cut”、“Paste”、“Highlight”、“Cancel Highlight”、“Bold”、“Italic”和“Underline”，点击进行相应操作。右侧“Word Count”会在考生输入内容时自动计算字数，“Maximize the Window”可使窗口最大化。

三、考生常见问题答疑

1. 答过的题目是否可以重做？
不能重做。一旦答题时间到，考试系统会自动进入下一道题目，请考生抓紧时间仔细答题。
2. 是否有选题按钮，可以自由选择题目顺序？
没有。只能按照考试安排的顺序答题，且不能随意返回上一题。