

商务英语初级模拟试题（10）

(1/5)READINGPART ONE ● Look at the questions 1--5 ● In each question, which sentence is correct? ● For each question, mark one letter (A、B、or C) on your Answer Sheet.

第 1 题

EXPRESS PRINT has opened a new office in this area.

Please call in to discuss your photocopying requirements.

A.Telephone our new office if you want to order anything.

B.Visit our new office and talk to us about what you need.

C.Contact us with your requirements when you open a new office.

下一题

(2/5)READINGPART ONE ● Look at the questions 1--5 ● In each question, which sentence is correct? ● For each question, mark one letter (A、B、or C) on your Answer Sheet.

第 2 题

Sales growth at Medico plc is 1.8% this year, compared to an earlier forecast of 2.5%.

The company's sales growth for this year is

A.lower than expected.

B.the same as expected.

C.higher than expected.

上一题 下一题

(3/5)READINGPART ONE ● Look at the questions 1--5 ● In each question, which sentence is correct? ● For each question, mark one letter (A、B、or C) on your Answer Sheet.

第 3 题

图片

A.Curry Beef in a case is not as heavy as Sliced Pork.

B.There are more tins in a case for Stewed Pork Ribs than Stewed Pork.

C.One case of Stewed Pork Ribs is heavier than one case of Sliced Pork.

上一题 下一题

(4/5)READINGPART ONE ● Look at the questions 1--5 ● In each question, which sentence is correct? ● For each question, mark one letter (A、B、or C) on your Answer Sheet.

第 4 题

URGENT MESSAGE FOR JENNIFER RUSSELL.

YOUR FLIGHT TO ISTANBUL TOMORROW IS NOW POSTPONED

From June 15 / to June 28.

When will Mrs Russell fly to Istanbul?

A.26 June.

B.27 June.

C.28 June.

上一题 下一题

(5/5)READINGPART ONE ● Look at the questions 1--5 ● In each question, which sentence is correct? ● For each question, mark one letter (A、B、or C) on your Answer Sheet.

第 5 题

Mayfield College

Italian for Business

5×three-hour lessons

twice weekly

beginning Tuesday 28 September

Each lesson will last

A.2 hours.

B.3 hours.

C.5 hours.

[上一题](#) [下一题](#)

(6~10/共 5 题)PART TWO

Office Plan

[A] Mr Hampson Accountant

[B] Mrs Edwards Buyer

[C] Mr Havers Quality Controller

[D] Ms Wright Receptionist

[E] Mr Brown Sales Representative

[F] Mr Law Clerk

[G] Miss Turner Typist

[H] Miss Alice Sales Manager

第 6 题

Who welcomes visitors and makes sure they go to the right office? _____

第 7 题

Who visits customers to show them samples? _____

第 8 题

Who purchases supplies for the company? _____

第 9 题

Who makes sure the company's products are well made? _____

第 10 题

Who looks at the company's costs and its profits? _____

[上一题](#) [下一题](#)

(11~15/共 5 题)PART THREE

第 11 题

Sales didn't change from 2006 to 2008. _____

第 12 题

There was hardly any change in the sales throughout the period except for a slight rise on 2007.

第 13 题

Sales fell on 2007 and rose again to reach the 2006 sales. _____

第 14 题

Sales increased steadily from 2006 to 2008. _____

第 15 题

Sales fluctuated from 2006 to 2008. _____

[上一题](#) [下一题](#)

(16~22/共 7 题)PART FOUR

NEW PRODUCT WILL SAVE LIVES

Drinking water that looks clean may still contain bugs, which can cause illness. A small company

called Genera Technologies has produced a testing method in three stages, which shows whether water is safe. The new test shows if water needs chemicals added to it to destroy anything harmful. It was invented by scientist Dr Adrian Parton, who started Genera Technology five years ago. He and his employees have developed the test together with a British water company.

Andy Headland, Genera's marketing director, recently presented the test at a conference in the USA and forecasts good American sales for it. Genera has already sold 11 of its tests at £42,500 a time in the UK and has a further four on order. It expects to sell another 25 tests before the end of March. The company says it is the only test in the UK to be approved by the government.

Genera was formed five years ago and until October last year had only five employees; it now employs 14. Mr Headland believes the company should make around £1.9 million by the end of the year in the UK alone.

第 16 题

Genera Technologies produces a product which cleans dirty water.

- A.Right
- B.Wrong
- C.Doesn't say

第 17 题

Before he set up Genera, Dr Parton used to work for a British water company.

- A.Right
- B.Wrong
- C.Doesn't say

第 18 题

The new product has been a commercial success in the USA.

- A.Right
- B.Wrong
- C.Doesn't say

第 19 题

Each of the tests costs £42,500.

- A.Right
- B.Wrong
- C.Doesn't say

第 20 题

Genera Technologies has orders for 25 more tests.

- A.Right
- B.Wrong
- C.Doesn't say

第 21 题

The British government is helping Dr Parton to sell the test abroad.

- A.Right
- B.Wrong
- C.Doesn't say

第 22 题

The number of employees at Genera Technologies has recently increased.

- A.Right

B.Wrong

C.Doesn't say

上一题 下一题

(23~28/共 6 题)PART FIVE

Chairman's Statement

Despite the appearance of a new competitor on the market, the company continued to grow and increase its market share throughout 2000. Partly in response to this new threat, but more importantly, as part of a strategy for growth, several key decisions were taken this year. The most significant new developments included a range of vitamin-rich drinks for children and low calorie diet drinks, which both proved very popular.

The company is still best known for its range of refreshing fruit drinks and, not surprisingly, these were our biggest sellers once more. There were two new additions to the range last year, Squish! and Liquid Sunshine, both of which have a distinctive Caribbean flavour. The first sales figures suggest that our expensive TV advertising campaign was very successful and that these products will soon be as popular as the rest of the fruit drink range.

Growth in the keep-fit and health markets meant our energy drinks did well in 2000. Sales of one brand, Booster were second only to fruit drinks in April. The strength of this particular market also explains the success of our new diet drinks.

There were, however, big differences in the performance of our older products. The company's oldest product, mineral water, continued to enjoy a healthy share of a very profitable mass market. It seems our customers are still happy to stay with the brand despite the increasing number of competitors' products. Unfortunately, the same cannot be said of our Ice-T and Chocomania drinks. Sales showed an initial increase in the summer after we re-launched both products but customers soon bought other brands and total annual sales for both product ranges were disappointing.

The company also said goodbye to its own brand of cola, launched in 1998. After two unsuccessful years of trying to break into the huge cola market, 2000 looked like being another poor year. The company finally accepted that it had made a wrong decision and stopped production in September of that year.

第 23 题

What was the main reason the company decided to launch its new product ranges?

A.It faced increased competition.

B.It wanted to enter new markets.

C.It initiated a policy of expansion.

第 24 题

The new fruit drinks cost a lot of money to

A.develop.

B.produce.

C.launch.

第 25 题

The best selling drinks in April were

A.energy drinks.

B.fruit drinks.

C.diet drinks.

第 26 题

The company's brand of mineral water has a

- A.small share of a small market.
- B.large share of a small market.
- C.large share of a large market.

第 27 题

Sales for Ice-T and Chocomania

- A.rose and then fell again.
- B.increased steadily.
- C.were disappointing all year.

第 28 题

When did the company stop producing its own brand cola?

- A.1998.
- B.2000.
- C.2002.

上一题 下一题

(29~40/共 12 题)PART SIX

A number of business people still believe that information is power and constantly question how__29__people need to know. As a result, they tell employees__30__as much as they think is essential__31__them to do particular jobs. Furthermore,__32__business people have been taught__33__to communicate effectively and__34__they communicate very badly at all levels.

Recent research shows that__35__most serious problems experienced by modern business are communication__36__Research has also shown that there is a clear link__37__good communication in a business and the motivation of the employees.

Newsletters and notices are not__38__It is the attitude and behavior of business managers which__39__all the difference. Unfortunately, at present, a lot of employees do not believe all the information they receive from their managers__40__they feel that the managers themselves are out of touch with their staff.

第 29 题

- A.much
- B.many
- C.far

第 30 题

- A.enough
- B.only
- C.not

第 31 题

- A.for
- B.to
- C.by

第 32 题

- A.few
- B.a few
- C.the few

第 33 题

A.why

B.how

C.what

第 34 题

A.despite that

B.consequently

C.for that purpose

第 35 题

A.some of

B.some

C.some of that

第 36 题

A.ones

B.those

C.them

第 37 题

A.from

B.with

C.between

第 38 题

A.too much

B.enough

C.too little

第 39 题

A.making

B.made

C.make

第 40 题

A.as

B.although

C.after

上一题 下一题

(41~45/共 5 题)PART SEVEN

MEMO

TO: Shirley Tang

From: Sue Hill

Here are some notes I have taken concerning a training course which the company wishes to organize. I should be grateful if you could transfer the details to the appropriate form.

Advanced Training Course, 27-30 April, to be held at Head Office.

Aspects/Problems/Issues of Product

Development precise title to be announced later but general subject title OK for now. Already 21 staff have indicated wish to attend, but this number is too large. So the total number must be cut down by 9. Conference Room will be too big, but Board Room should be ideal.

TRAINING COURSE

Commencement Date: __41__
Duration: __42__
Location. Building: Head Office
Room: __43__
Maximum Number of Participants: __44__
Subject: __45__

第 41 题

第 42 题

第 43 题

第 44 题

第 45 题

上一题 下一题

(1/1)WRITINGPART-ONE

WRITING

PART ONE

Question 46

第 46 题

• You have ordered some new office equipment. However, some of this equipment will arrive a week later than planned.

Write a memo to all staff:

- saying which, equipment will be delayed
- explaining when it will arrive
- apologizing for the delay.

Write about 30-40 words on your Answer Sheet.

Memo

To: All Staff
From: Supplies Manager
Date: 1 March 2002
Subject: New Equipment

上一题 下一题

(1/1)PART-TWO

PART TWO

Questions 47

第 47 题

- Read the letter.

Dear Ms Daley,

I am writing to inquire about your latest photocopiers. We are renting a model from you but now we want to purchase one. I'd be very grateful if you sent us a copy of your brochure, and some product literature. Would you please send us a price list as well?

I look forward to hearing from you.

Yours sincerely,
Marco Francone

Write a reply to Marco Francone.

- thanking him for his enquiry
- enclosing a brochure and price list
- telling him about a new special offer
- asking him to contact you if he has any questions.

Write 60-80 words on your Answer Sheet.

Do not include any postal addresses. _____

[上一题](#) [下一题](#)

(48~55/共 8 题)LISTENINGPART 1 For questions 48--55 you will hear 8 short recordings. ● For each question, mark one letter (A, B or C) for the correct answer.

Play00:0007:37

Volume

第 48 题

图片

- A.
- B.
- C.
- D.

第 49 题

图片

- A.
- B.
- C.
- D.

第 50 题

Which part of the job offer was George unhappy about?

- A.The amount of pay.
- B.The number of hours.
- C.The number of holidays.

第 51 题

What was the final decision about the meeting?

- A.It will take place as arranged.
- B.It will take place at a later date.
- C.It will not take place.

第 52 题

图片

- A.
- B.
- C.
- D.

第 53 题

图片

- A.
- B.

- C.
- D.

第 54 题

Who is asked to call back?

- A.Dorothy
- B.Fracis Gregory
- C.Isabel Hawkins

第 55 题

图片

- A.
- B.
- C.
- D.

上一题 下一题

(56~62/共 7 题)PART2 ● Look at the talbe below. ● Some information is missing. ● You will hear a talk for new employees at Higgins Electronics. ● For each question 56-62, fill in the missing information in the numbered space using a word, numbers, or letters.

● After you have listened once, replay the recording.

Play00:0004:15

Volume

- 第 56 题
- 第 57 题
- 第 58 题
- 第 59 题
- 第 60 题
- 第 61 题
- 第 62 题

上一题 下一题

(63~69/共 7 题)PART 3 ● Look at the notes below. ● Some information is missing. ● You will hear a conversation about the largest advertising agency. ● For each question 63-69, fill in the missing information in the numbered space using one or two words.

● After you have listened once, replay the recording.

Play00:0006:29

Volume

- 第 63 题
- 第 64 题
- 第 65 题
- 第 66 题
- 第 67 题
- 第 68 题
- 第 69 题

上一题 下一题

(70~77/共 8 题)PART 4 ● Listen to the talk on import regulations. ● For each questions 70--77, mark one letter (A, B or C) for the correct answer? ● After you have listened once, replay the

Play00:0007:07

Volume

70 题

The meeting is being held to discuss

- A.an increase in the price of food.
- B.the high price of tinned food.
- C.certain shops in the district.

第 71 题

The NFC person is complaining about

- A.doubling the price.
- B.a mark up of 70 %.
- C.the high original wholesale price.

第 72 题

The National Food Council has studied

- A.on the prices of goods.
- B.selling food from farms.
- C.buying and selling food in markets.

第 73 题

The National Food Council has studied

- A.the reason for selling certain food.
- B.the supply and demand of certain kinds of food.
- C.the effect of price increases.

第 74 题

Another person argues that prices should be increased because of

- A.the large number of surveys being carried out.
- B.the improved services in shops.
- C.the higher quality of food now being sold.

第 75 题

Extra land has been bought in order to

- A.provide good car parks.
- B.show a large range of goods.
- C.help farmers to grow more food.

第 76 题

Wage bills have increased because

- A.staff demand higher rates of pay.
- B.staff work overtime.
- C.staff have to sell more goods.

第 77 题

Many big shops make a profit of

- A.two percent or under.
- B.over five percent.
- C.about ten percent.

上一题 下一题

78 题

[上一题](#) [下一题](#)

(1/1)PART-2

第 79 题

A: What is impo

Registering at a exhibition

☛registration fee

☛number of stand

☛exhibition information

B: What is important when...?

Finding a job

☛resume

☛express yourself clearly

☛body language_____

[上一题](#) [下一题](#)

(1/1)PART-3

第 80 题

Scenario

I'm going to describe a situation.

Some overseas clients are visiting your company next week. Talk together for about two minutes about the programs that should be arranged. Decide which two you think are important.

Here are some ideas to help you.

Prompt material

Business meetings

Social activities

Tour of company

Assembly lines

Business lunch arrangement

Company presentation

Sightseeing_____

[上一题](#) [交卷](#)

[交卷](#)

[答题卡](#)

[答案及解析](#)

(1/5)READINGPART ONE● Look at the questions 1--5● In each question, which sentence is correct? ● For each question, mark one letter (A、B、or C) on your Answer Sheet.

第 1 题

EXPRESS PRINT has opened a new office in this area.

Please call in to discuss your photocopying requirements.

A.Telephone our new office if you want to order anything.

B.Visit our new office and talk to us about what you need.

C.Contact us with your requirements when you open a new office.

B 您的答案： 未作答

答案解析： 本题意：快速复印公司在这一区新开了一家分店。请打电话讨论复印要求。选项 B: 参观我们新店并告诉我们你的需求。B 与题意相符。故选 B。

下一题

(2/5)READINGPART ONE ● Look at the questions 1--5 ● In each question, which sentence is correct? ● For each question, mark one letter (A、B、or C) on your Answer Sheet.

第 2 题

Sales growth at Medico plc is 1.8% this year, compared to an earlier forecast of 2.5%.

The company's sales growth for this year is

A.lower than expected.

B.the same as expected.

C.higher than expected.

参考答案： A 您的答案： 未作答

答案解析： 本题意：今年 Medico 上市公司销售额增长了 1.8%，但早期预测增长为 2.5%。

选项 A: 公司今年销售额比预期增长的慢。A 与题意相符。故选 A。

上一题 下一题

(3/5)READINGPART ONE ● Look at the questions 1--5 ● In each question, which sentence is correct? ● For each question, mark one letter (A、B、or C) on your Answer Sheet.

第 3 题

图片

A.Curry Beef in a case is not as heavy as Sliced Pork.

B.There are more tins in a case for Stewed Pork Ribs than Stewed Pork.

C.One case of Stewed Pork Ribs is heavier than one case of Sliced Pork.

参考答案： C 您的答案： 未作答

答案解析： 本题主要是看好题中图表，不要弄混。选项中 C: 一箱炖猪排(350)比一箱刨切的猪肉(170)重。图表中显示：只有选项 C 与图表中的描述一致。故选 C。

上一题 下一题

(4/5)READINGPART ONE ● Look at the questions 1--5 ● In each question, which sentence is correct? ● For each question, mark one letter (A、B、or C) on your Answer Sheet.

第 4 题

URGENT MESSAGE FOR JENNIFER RUSSELL.

YOUR FLIGHT TO ISTANBUL TOMORROW IS NOW POSTPONED

From June 15 / to June 28.

When will Mrs Russell fly to Istanbul?

A.26 June.

B.27 June.

C.28 June.

参考答案： C 您的答案： 未作答

答案解析： 本题意：有一封 Jennifer Russell 的紧急留言，通知她明天飞往伊斯坦布尔的航班现在延期了，原定 6 月 15 日改到 6 月 28 日。选项 C: Russell 将于 6 月 28 日飞往伊斯坦布尔，与题意相符。故选 C。

上一题 下一题

(5/5)READINGPART ONE ● Look at the questions 1--5 ● In each question, which sentence is correct? ● For each question, mark one letter (A、B、or C) on your Answer Sheet.

题

Mayfield College

Italian for Business

5×three-hour lessons

twice weekly

beginning Tuesday 28 September

Each lesson will last

A.2 hours.

B.3 hours.

C.5 hours.

参考答案： B 您的答案： 未作答

答案解析： 本题意：意大利梅菲尔德学院商务课程——每周两次课，三小时一节课，一共五次课，从9月28日星期二开课。只要理解题意，就可以得出一次可为3个小时。故选B。

[上一题](#) [下一题](#)

(6~10/共5题)PART TWO

Office Plan

[A] Mr Hampson Accountant

[B] Mrs Edwards Buyer

[C] Mr Havers Quality Controller

[D] Ms Wright Receptionist

[E] Mr Brown Sales Representative

[F] Mr Law Clerk

[G] Miss Turner Typist

[H] Miss Alice Sales Manager

第6题

Who welcomes visitors and makes sure they go to the right office? _____

参考答案： D

详细解答： 本题意是：谁应该去迎接参观者并保证领他们进入正确的办公室。选项D：前台接待员，让接待员去欢迎他们最合适不过了。故选D。

第7题

Who visits customers to show them samples? _____

参考答案： E

详细解答： 本题意是：谁应该访问顾客并向他们展示样品？选项E：销售代表，与题意所需的人相符。故选E。

第8题

Who purchases supplies for the company? _____

参考答案： B

详细解答： 本题意是：谁为公司买办公用品？选项B：采购员，与题意相符。故选B。

第9题

Who makes sure the company's products are well made? _____

参考答案： C

详细解答： 本题意是：谁确保公司产品的质量？选项C：质量监督员，与题意正符。故选C。

第10题

Who looks at the company's costs and its profits? _____

A

详细解答： 本题意是：谁看公司的成本和利润?选项 A: 会计，与题意相符。故选 A。

[上一题](#) [下一题](#)

(11~15/共 5 题)PART THREE

图片

第 11 题

Sales didn't change from 2006 to 2008. _____

参考答案： C

详细解答： 本题意是：销售额从 2006 年到 2008 年没发生变化。图 C 描述的情况与题意相符。故选 C。

第 12 题

There was hardly any change in the sales throughout the period except for a slight rise on 2007.

_____ 参考答案： A

详细解答： 本题意是：除了 2007 年有点小幅的增长，在这期间销售额几乎没有变化。图 A 与题意所描述的情况相符。故选 A。

第 13 题

Sales fell on 2007 and rose again to reach the 2006 sales. _____

参考答案： B

详细解答： 本题意是：销售额 2007 年下降之后又回升达到了 2006 年的铺售额水平。图 B 与题意描述的情况一致。故选 B。

第 14 题

Sales increased steadily from 2006 to 2008. _____

参考答案： D

详细解答： 本题意是：销售额从 2006 年到 2008 年稳步上升。图 D 与本题意相符。故选 D。

第 15 题

Sales fluctuated from 2006 to 2008. _____

参考答案： E

详细解答： 本题意是：从 2006 年到 2008 年，销售额有波动。图 E 与题意相符。故选 E。

[上一题](#) [下一题](#)

(16~22/共 7 题)PART FOUR

NEW PRODUCT WILL SAVE LIVES

Drinking water that looks clean may still contain bugs, which can cause illness. A small company called Genera Technologies has produced a testing method in three stages, which shows whether water is safe. The new test shows if water needs chemicals added to it to destroy anything harmful. It was invented by scientist Dr Adrian Parton, who started Genera Technology five years ago. He and his employees have developed the test together with a British water company.

Andy Headland, Genera's marketing director, recently presented the test at a conference in the USA and forecasts good American sales for it. Genera has already sold 11 of its tests at £42,500 a time in the UK and has a further four on order. It expects to sell another 25 tests before the end of March. The company says it is the only test in the UK to be approved by the government.

Genera was formed five years ago and until October last year had only five employees; it now employs 14. Mr Headland believes the company should make around £ 1.9 million by the end of the year in the UK alone.

第 16 题

- A.Right
- B.Wrong
- C.Doesn't say

B 您的答案： 未作答

答案解析： 题干意思：Genera 科技公司生产了一种可以净化污水的产品。从文章第一段就可知，这家公司只是生产了一种可以测试水是否安全的产品，所以这种说法不正确。故选 B。

第 17 题

Before he set up Genera, Dr Parton used to work for a British water company.

- A.Right
- B.Wrong
- C.Doesn't say

参考答案： C 您的答案： 未作答

答案解析： 题干意思：Parton 博士在成立 Genera 科技公司之前在一家英国自来水公司工作过。文章第一段最后一句话只是提到博士和一家英国自来水公司合作开发这项测试，并没有提及他以前是否在这家公司工作。故选 C。

第 18 题

The new product has been a commercial success in the USA.

- A.Right
- B.Wrong
- C.Doesn't say

参考答案： B 您的答案： 未作答

答案解析： 题干意思：新产品在美国取得了巨大的商业成功。文章第二段只是说在美国一次会议上展示了这个测试并预测其销路会很好，但还没有取得巨大的商业成功。故选 B。

第 19 题

Each of the tests costs £42,500.

- A.Right
- B.Wrong
- C.Doesn't say

参考答案： B 您的答案： 未作答

答案解析： 题干意思：每次测试费用为 42,500 英镑。文章第二段：Genera 在英国已经以 42,500 英镑的价格一次性掉卖了 11 份测试，现在又接到了 4 份订单。注意：at a time 是每次，一次的意思。所以这个说法与文章不相符，是错误的。故选 B。

第 20 题

Genera Technologies has orders for 25 more tests.

- A.Right
- B.Wrong
- C.Doesn't say

参考答案： B 您的答案： 未作答

答案解析： 题干意思：Genera 科技公司收到了另外 25 份测试的订单。文章第二段只是说预计在三月底前会再卖出 25 份测试，但并没有收到实际订单，只是一种期望预测。所以这种说法不正确。故选 B。

第 21 题

以上内容仅为本文档的试下载部分，为可阅读页数的一半内容。如要下载或阅读全文，请访问：<https://d.book118.com/456003005005010230>