

# 上交

## 则

上交。上交，于  
不依任何，中会上交。  
人养，下。了制  
《》中“”“”。

## 使

- 1、上交一列举，作为  
一个具，以一主习，关于  
信，利于一。
- 2、作为分“”免修一个依。
- 3、作为“”一分。
- 4、2017，业以，以“上交  
书”。

上交 13 三下举， 14 三  
下举。 P

## 内

三个分：、写作。分为“初中”“中  
”两个。分使“中”，使“初中”  
。两值，一分上。  
，。

## 分

1. 分：分准判到一分分，主  
于分。
2. 值分：分两况。一，一，使了初中，其分  
“共值”到中上，再一个分上  
分，保了两分；二，一全  
“共值”到分份“准”上，为

- 了保
3. 分 : SJTU-EPT 分 一个 分 , 分 分 150 分。  
一个 分 体中 到一个 分位 。 下 。

SJTU-EPT 的 分 “ ” 与 “ 分位” 关

分	分		分位
86~	135~	A+	1%
75~	120~	A	5%
64~	105~	B+	17%
53~	90~	B	50%
42~	75~	C+	82%
31~	60~	C	95%
20~	45~	D	100%

4. 分 “ 做”  
SJTU-EPT 分 “ ” 也 “ 准” 。 ,  
SJTU-EPT 不但 以 个 中 分位 ,  
到一个 “ 做 (Can-do statements)” 。 下 。

SJTU-EPT

A+	<p>优 一一 : 习 中几乎 内 , 具</p> <p>交 。</p>
A	
B+	<p>一一 了 交 且具 习 习 :</p> <p>、 ; 专业 做 ;</p> <p>, 但 ; 写出</p> <p>, 。</p>
B	
C+	<p>一一具 但 习 : 与 习、</p> <p>切 关 公共 ; 中 、 信</p> <p>, 、产 介 册、 作 ; 借 具书 专业</p> <p>, 但 ; 写 件 业信函 一些 事 。</p>
C	
D	

一个，写。共 10 个，4 个，4 个，2 个。  
 写，与。不，  
 5，30。为分 160-180，两。

3

P P P

Section 1

Banked Cloze (10%)。

一 350 10 个 , 从 出 15 个 中 , 个

P

、 、 ； 《上 交 》，  
中 。

### 三 分：写作（30%）

Part III: Writing: 45 分 ， 2 个任 。

任 1: 写 事， ， 写 ， 写信件、 、 。  
从 些 中任 一 。 不 于

(初中)

一 分： (35%)

Part I: Listening Comprehension: 45分，共三个。

Section 1

Long Conversations/Passages/News Reports (10%)

、 三 体 中 两 。 个 体 5 个 ，  
共 10 ， 15 。 为 分 120-160 ， 一 。  
： 与 习 关 ， 主 ，  
， 做 出 。  
则： 交 、 习 、 众 。 、  
、 、 、 。 不 出 《 》 (2007) 列

Section 2

Compound Dictation 写(10%)

一个 ， 写。共 10 个 ， 4 个 ， 4 个 ， 2 个 。  
写 ， 与 不 ，  
5 ， 30 。 为 分 160-180 ， 两 。  
： 中 写 、 ， 以 。  
则： 、 、 、 、 。 、  
。 不 出 《 》 (2007) 列

Section 3

Questions and Answers (15%)。

一 2-3 分 ( 事 )， 上 10 个 。 P 个 作  
不 15 个 。 ， 4 分 。 为 分 120-140 ， 一 3  
。  
： 事 以 ， 事  
主 ， 事 ， 主 与 之 关 ， 做 出  
， 以 。  
则： P 、 众 、 业、 、 、 、 ，  
P 事 。 P 不 出 《 》 (2007) 列  
。

二 分： (35%) P

Part II: Reading Comprehension 45分，共三个。

Section 1

Banked Cloze (10%)

一 300 10 个 , 从 出 15 个 中 , 个  
一 。 入, 。  
:  
以 : 一 、 、 、 会  
。 到 分

P



三 分：写作（30%）

Part III: Writing: 45 分 , 2 个任 。

任 1: 写 事, , 写 , 写信件、 、 。  
从 些 中任 一 。 不 于 100 。 内 切 , , 。(10%)

: 写作 , 事 、 写作 。  
则: 习 会 。

任 2: , 写一 不 于 250 , 。 内  
切 , , , , 准 、 丰 、 体。(20%)

: 写作 , 、 、 、  
。  
则: 会 。

分

- 1、 分为 一 ( )、 二 (写作) 。
- 2、 先做 一, 45 分 一, 二, 二  
P
- 3、 分 分 下:

别	分			分	
一	I	(1) 、 ( , 10 ) (2) 写 ( , 10 ) (3) ( , 5 ) (4) ( , 3 )	28	35 分	P 45 分
	II	(1) (10 ) (2) (8 ) (3) (9 /6 )	24/27	35 分	45 分
二	III 写作	(1) 、 、 写作, 不 于 100 (10 分/15 分 ) (2) 不 于 250 (20 分/30 分 )	2	30 分	45 分
			54/57	100 分	135 分

# 上交 ( )

上交 (SJTU-EPT(SET)) 为了上交  
习 中 交 , 交  
。

上交 上交  
业 。

## 内

上交 5个任 : 、个人 、 /  
与 、 。具体 下:

## 试卷结构

任			分	25 分
1		1	5	1.5
2	个人	1	5	3
3	/ 与	1	5	5
4		1	5	6
5		1	5	9.5
		5	25	25

任 一 (1.5 分 ): 。 一 100 (准 0.5 分 , 1 分  
内 )。  
: 、 、 、停 交 。  
则: 、 会 、 、 。

任 二 (3 分 ): 个人 。 个人 况 , 介 (准 1 分  
, 2 分 )。

： 一 个人 。  
则： 习 。

任 三 (5 分 )： / 与 。 ,  
。(准 2 分 , 与 3 分 )。

：  
则： 习 会 。

任 (6 分 )： 。 供 与 伴 。(准  
2 分 , 4 分 )。

： 一交 ( ) 中与 伴 交 。  
则： 交 ( )。

任 五 (9.5 分 )： 。 / 一 1.5 分 , 内 关  
与 伴 入 。( 准 3 分 , 5 分 )。

： 一 会 与 伴 。  
则： 会、 、 、 、 关 。 体 、  
、 。

P

上 交 与 一 , 分为 A+, A, B+, B,  
C+, C, F 共 7 个 。 个 “ 做” 。

上交

(中)

## SJTU English Proficiency Test (SJTU EPT)

(一)

### Part I

### Listening

(45 minutes)

#### Section One Conversation and News Report (10%)

Directions:

. A

*ONLY ONCE. A*

*ANSWER SHEET.*

#### Conversation

1. A) To express her wish to him for his early recovery.  
B) To ask for leave of absence from his lecture.  
C) To make up for what she missed from his last lecture.  
D) To see if she was allowed to turn in the paper later.
2. A) To imply some students give lame excuses.  
B) To suggest that dogs bring unexpected troubles.  
C) To mean that dogs might go crazy.  
D) To remind that papers should be taken good care of.
3. A) Her roommate forgot about the term paper.  
B) Her roommate's mother got cancer.  
C) Her roommate caught the flu and missed a test.  
D) Her roommate's car broke down and she missed biology lab.
4. A) He is understanding.  
B) He is strict.  
C) He is unsympathetic.  
D) He is indifferent.
5. A) To make a reasonable schedule.  
B) To cut down on party time.  
C) To make the best use of gap time.  
D) Not to poke your nose into other people's business.

#### News report

6. A) 61.

- B) 100.  
C) 161.  
D) 39.
7. A) They lost their guns in attempt to escape.  
B) They were put to sleep with drugs.  
C) Three of them escaped.  
D) Three of them were killed
8. A) In the capital of Pakistan.  
B) In a police training center.  
C) In a Pakistan public school.  
D) In a US police station.
9. A) It has been struck twice by terrorists.  
B) It has been the site of numerous terrorist attacks.  
C) Attacks of this nature have never occurred.  
D) It is heavily guarded by US troops.
10. A) Over 140 people were killed, most of them children.  
B) Six policemen were killed in powerful explosions.  
C) Rockets were launched into a training centre grounds.  
D) Over 72 people were killed by a terrorist group.

## **Section Two      Compound Dictation (10%)**

**Directions:**

***TWICE.***

### ***ANSWER SHEET.***

Nearly one fourth of the world's population, some 1.8 billion people, are between the ages of 10 and 24, according to the United Nations 2014 State of World Population Report. (11) \_\_\_\_\_, young people are often overlooked, shut out of the decision making process, and (12) \_\_\_\_\_. "This tendency cries out for urgent correction," states the report, "because it imperils (     ) youth as well as economies and societies at large."

There is (13) \_\_\_\_\_ poverty and low investment in the well-being and development of young people. "In most countries, their numbers compound challenges in escaping violence, in finding dignified work, or in (14) \_\_\_\_\_ and youth-friendly health services, including reproductive health and family planning services," notes the report. And this in turn feeds the (15) \_\_\_\_\_ cycle of poverty.

The report points out that nine out of ten young people live in less developed countries, where schooling and jobs are scarce. Many lack access to reproductive health information and services. U.S. Assistant Secretary for Population, (16) \_\_\_\_\_ and Migration Anne Richard, who spoke on the release of the report, emphasized that these are services young people need to preserve their options, (17) \_\_\_\_\_ and even save their own lives.

Too many girls, about 39,000 every day, are subjected to early and forced marriage.

**Directions:**

**ONLY ONCE.**

**ANSWER SHEET.**

21. What made the public increasingly angry in 1970, which led to the birth of Earth Day?

22. What is this year's theme of the Earth Day (2016)?

23. What do forests mean to the local people, according to this report?

24. What is produced as a result of deforestation and land-use change, according to this report?

25. What can help curb many of the environmental problems our planet faces today?

**Directions:**

### THREE

**ONLY ONCE.**

 $C \rightarrow A$ 

**ANSWER SHEET.**

26. A New York City policeman directs a motorist to the end of the line at a gas station in Brooklyn. And quite a line it is. Drivers here are waiting five hours to get to the head of it. Police are on hand to maintain order and make certain

27. The Obama Administration seeks to achieve three major goals: first, the entry into force of the Paris Climate Agreement, which aims to keep the temperature rise well below 2 degrees Celsius above pre-industrial levels; second, addressing the growth of international aviation emissions; and finally, the gradual reduction of the production and consumption of hydrofluorocarbons (HFCs).

28. When it comes to humanitarian aid, one of the great achievements of the past quarter century is the fact that since the early 1990s,

## Part II

## Reading Comprehension

**(45 minutes)**

## Section One

### Banked Cloze (10%)

**Directions:**

**SHEET.**

A :

connect	counterpart	race	compare	derive
decrease	deprivation	affluent	assign	determine
deduction	conclude	peer	underlying	assess

A name might tell you something about a person's background. Names can be signifiers ( ) of class and race. Data show African Americans are far more likely than other (29) \_\_\_\_\_ groups to give their children uncommon names. White people tend to favor more familiar names that were formerly popular with more (30) \_\_\_\_\_ white people.

The new study purports ( ) to show a link between name and outcome of life: The more unpopular your name, the more likely you are to land in juvenile hall. That's because we know that boys with uncommon names are more likely to come from a socio-economically (31) \_\_\_\_\_ background, which means that they also are more likely to get involved with crime. Even the researchers readily admit that it's not a name alone that affects a child's outcome, but rather the circumstance (32) \_\_\_\_\_ the name.

The researchers first (33) \_\_\_\_\_ a popularity score to boys' names, based on how often they showed up in birth records in an undisclosed state from 1987 to 1991. Michael, the No. 1 boy's name, had a Popular Name Index score of 100; names such as Malcolm and Preston had index scores of 1. The researchers then (34) \_\_\_\_\_ names of young men born during that time who landed in the juvenile justice system. They found that only half had a rating higher than 11. By (35) \_\_\_\_\_, in the general population, half of the names scored higher than 20. "A 10% increase in the popularity of a name is associated with a 3.7% (36) \_\_\_\_\_ in the number of juvenile delinquents who have that name."

Still, the study theorizes ( ) that teenagers named Malcolm might also act out because their (37) \_\_\_\_\_ treat them differently or they just don't like their names. And since the study's release last week, the name-crime (38) \_\_\_\_\_ has been written or talked about in major media outlets.

**Section Two Multiple Choice Questions (16%)****Directions:**

A), B), C) D).

**ANSWER SHEET****Page One**

Some people in the British Victorian era hated mustaches. They thought an unshaven upper lip was crude and ungentlemanly. For example, a British businessman



left 10 pounds to each of his employees without a mustache. Managers of the Bank of London seemed to be a little more tolerant. They prohibited mustaches only during working hours.

Are you laughing yet? After all, our society doesn't pay attention to such silly details of how we look. Or does it? Spend 15 minutes watching customers shop at any department store. You'd think they were making decisions that compare with choosing a career!

Consider that importance of athletic shoes. In 1984 Michael Jordan wore a pair of black and red high-tops in a pre-season basketball game because the NBA said he'd be fined if he wore his "Air Jordans" during a regular-season game. The maker of the shoes could not have planned a better marketing strategy. TV commercials pictured Jordan saying, "On Oct. 15, Nike created a revolutionary new basketball shoe. On Oct. 18, the NBA threw them out of the game. Fortunately, the NBA can't keep you from wearing them. Air Jordans!" Suddenly the kind of shoes people wore became as important as a declaration of independence.

Since the time you were wearing diapers ( ), the fashion industry has been studying you very carefully. They know that 80 percent of America's teenagers talk about the ads they like – a powerful kind of word-of-mouth marketing. Advertisers spend big bucks to learn what's going on between your ears because teens spend billions of dollars annually on the latest in fads ( ) and fashions.

But **the lure of fashion could never be a Christian's problem**, right? Wrong. Even Christians are touched by the influence of advertising in TV, radio, magazines, billboards and Web sites. If we aren't careful, it's easy to become more worried about how we look than about how we think.

It's been said that "fashion is the science of appearances, and it inspires one with the desire to seem rather than to be." This goes along with the apostle (信 ) Paul's words about "those who take pride in what is seen rather than in what is in the heart". Not too long ago, international tennis star Andre Agassi appeared in a TV commercial saying, "Image is everything!" The apostle Paul would not have agreed.

39. The examples in the first paragraph are given in order to \_\_\_\_\_.

- A) introduce that people today care as much about appearance as before
- B) entertain readers with odd behaviors of Englishmen in Victorian era
- C) show how Englishmen in the past cared about their look
- D) explain that a mustache was not popular in the past

40. According to the passage, "Air Jordans" is \_\_\_\_\_.

- A) a pair of black and red high-tops
- B) a new brand of Nike basketball shoe
- C) a symbol of independence in people
- D) a sales pitch used on TV commercials

41. The fashion industry follows teenagers closely because \_\_\_\_\_.

- A) the ads for fashion are their favorite topic

- B) teenagers are a large consumer-group of fashions
  - C) marketing the latest fads needs the opinions of teenagers
  - D) their thoughts and hobbies are attractive to the fashion industry
42. By “**the lure of fashion could never be a Christian’s problem**” (Para. 5), the author implies that \_\_\_\_\_.
- A) Christians never worry about what to wear
  - B) Christians need to get away from the mass media
  - C) a real Christian should not desire to follow fashion
  - D) the influence of fashion ads cannot reach Christians
43. Which of the following is an appropriate title for this article?
- A) Power of advertising.
  - B) Fashion marketing.
  - C) Being fashion-conscious.
  - D) Being clothes-minded.

### *Page T*

\_\_\_\_\_ was the last novel of Willa Cather’s illustrious ( \_\_\_\_\_ ) literary career. Begun in the late summer of 1937 and finally completed in 1941, it is often regarded by critics as one of her most personal works. Although the story takes place in 1856, well before her own birth, she drew heavily on both vivid childhood memories and tales handed down by older relatives to describe life in rural northern Virginia in the middle of the 19th century. She even went on an extended journey to the area to give the story a further ring of authenticity.

Of all of Cather’s many novels, \_\_\_\_\_ is the one most concerned with providing an overall picture of day-to-day life in a specific era. A number of the novel’s characters, it would seem, are included in the story only because they are representative of the types of people to be found in 19th-century rural Virginia; indeed, a few of them play no part whatsoever in the unfolding of the plot. For instance, we are introduced to a poor white woman, Mandy Ringer, who is portrayed as intelligent and content, despite the fact that she has no formal education and must toil constantly in the fields. And we meet Dr. Clevenger, a country doctor who evokes a strong image of the pre-Civil War South.

The title, however, accurately suggests that the novel is mainly about slavery. Cather’s attitude toward this institution may best be summed up as somewhat ambiguous. On the one hand, she displays almost total indifference to the legal and political aspects of slavery when she misidentifies certain crucial dates in its growth and development. Nor does she ever really offer a direct condemnation of slavery. Yet, on the other hand, the evil that was slavery gets through to us, albeit ( \_\_\_\_\_ ) in typically subtle ways. Those characters, like Mrs. Blake, who oppose the institution are portrayed in a sympathetic light. Furthermore, the suffering of the slaves themselves and the petty, nasty, often cruel, behavior of the slave-owners are painted in stark terms.

44. The author refers to Willa Cather's \_\_\_\_\_ primarily as a(n).
- A) heroic tale of the pre-Civil War
  - B) story based on personal material
  - C) authentic description of slavery
  - D) veiled opposition of the institution
45. According to the author, Mandy Ringer and Dr. Clevenger are included in the book in order to \_\_\_\_\_.
- A) show that some characters play active roles in the story-telling
  - B) display Cather's mixed feelings about slaves and slave-owners
  - C) paint a full portrait of life in rural Virginia before the Civil War
  - D) stress that characters in the novel are portrayed in a positive light
46. Willa Cather's attitude toward slavery is concluded as "somewhat ambiguous" in that she \_\_\_\_\_.
- A) did not denounce slavery directly but criticized it in more roundabout ways
  - B) was against slavery but refrained from getting involved in the political issues
  - C) disliked the treatment of slaves yet never tried to help improve their way of life
  - D) was ignorant of the legal and political part of slavery while being opposed to it

**Section Three Sequencing (9%) (与 Blank Filling 二 一)**  
*Di ec i* : , .

47 52

(A F)

**ANSWER SHEET.**

### Bed Confessions

BED. It's something shared by men and women in more ways than one. BED, or Binge Eating Disorder, has become an emotional and health concern for men across the United States. This eating disorder, which affects more than 1 million men in America, has only recently been recognized by the American Psychiatric Association as a disorder of its own, that needs further study.

Ninety-five percent of the U.S. population has cravings for "pleasure" or "comfort" foods. The other five percent crave alcohol, cigarettes, or some other addictive substance. Having cravings, and fulfilling them, is a natural human instinct.

(47) \_\_\_\_\_

A typical binge may include eating anywhere from 1000 to 15000 calories at a time. In fact, it is not uncommon to actually have a "food hangover" the day following an especially large binge. The foods consumed are usually high in fat and are eaten in a relatively short period of time, putting an enormous amount of stress on the digestive and endocrine(内分 ) systems. BED is different from the two other characteristic eating disorders, anorexia and bulimia. Anorexia is a condition of slow,

self starvation; bulimia is a bingeing and vomiting syndrome.

(48) \_\_\_\_\_

BED is a unique eating disorder, especially when it comes to men. While only 5% to 10% of people with anorexia and bulimia nervosa are male, it is estimated that BED affects a much greater proportion of men. According to Dr. Anne Becker of the Harvard Eating Disorders Center, "The ratio of females to males with this disorder is about 1.5 to 1.0 or about 40% men." Dr. Becker adds, "Binge eating disorder has become more recognizable by doctors as more attention is given to weight control in the clinical setting."

(49) \_\_\_\_\_

(50) \_\_\_\_\_

Unlike bulimia, where people eat and then purge, there is no counteraction to bingeing. Therefore, weight gain is a likely effect. As noted above, men with BED are often overweight to begin with. The effects of BED on health include all the possible consequences of overweight or obesity—diabetes, hypertension, and heart disease.

(51) \_\_\_\_\_

(52) \_\_\_\_\_

Treatment with medications such as antidepressants may be helpful for some individuals. Self-help groups also may be a source of support. Researchers are still trying to determine which method or combination of methods is the most effective in controlling binge eating disorder. The type of treatment that is best for an individual is a matter for discussion between the patient and his or her health care provider. Some organizations do provide professional and confidential treatment and information, such as the National Eating Disorders Organization, Overeaters Anonymous, and Males and Eating Disorders, etc..

**A** There are some common characteristics of men who have BED. Most are overweight, with a history of depression, low assertiveness, and poor self-esteem. Similar to all people with eating disorders, men with BED view themselves in a negative light and allow food to control their lives in order to compensate for their lack of control in other areas such as work or family matters.

**B** BED is formally characterized by the American Psychiatric Association in the *D* \_\_\_\_\_ *D* \_\_\_\_\_ (*D* - ) according to the following five criteria:

1) Recurring binge eating ( ) episodes. An episode of binge eating is characterized by both of the following:

- eating an amount of food that is definitely larger than most people would eat in a similar amount of time under similar circumstances;
- a sense of lack of control over eating during the episode.

2) The binge eating episodes are associated with the following:

- eating much more rapidly than you usually would
- eating until you feel uncomfortably full
- eating large amounts of food when you don't physically feel hungry
- eating alone because of embarrassment at how much you are eating

- feeling disgusted with yourself, depressed, or very guilty after overeating
- 3) Binge eating causes emotional and physical stress or remorse.
- 4) The binge eating occurs, on average, at least two days a week for six months or more.

5) The binge eating is not followed by other inappropriate behaviors such as purging, fasting, excessive exercises and does not occur exclusively during episodes of other eating disorders, such as anorexia nervosa ( ) or bulimia nervosa ( ) .

**C** An ever more serious consequence is death. According to Dr. Ken Stephenson, a psychotherapist who specializes in treating males with eating disorders, “People with eating disorders have the highest mortality rate of all psychiatric patients.” Isn’t that a good enough reason to seek help now?

**D** Another common characteristic of men with BED is that they fail to address their own personal needs, and instead, turn to food. For these men, food can be a great sedative ( ) and a means of suppressing feelings of anger, guilt, despondency, and sadness. Men with eating disorders tend to eat in private, not wanting to alert others to their habit. This increases the feelings of isolation and sadness, and creates another vicious cycle.

**E** Men with symptoms of BED need to seek treatment as soon as possible. The longer a person waits, the greater the risk to their health. Treatment of the disorder generally includes cognitive-behavioral or interpersonal therapy performed by a licensed clinician. Cognitive-behavioral therapy teaches patients techniques to monitor and change their eating habits as well as to change the way they respond to difficult situations. Interpersonal psychotherapy helps people examine their relationships with friends and family and make changes in problem areas.

**F** But BED is more than an occasional craving for a sweet snack. At first, eating may satisfy cravings. But eventually the eating becomes more and more frequent, and higher in calories and fat. This overeating leads to feelings of self-disgust and guilt, which may cause a person to eat even more.

### Section Three Blank Filling (9%) ( 与 Sequencing 二 一 )

Directions: , 9

10

### ANSWER SHEET.

### M.I.T. Game-Changer: Free Online Education For All

For decriers ( 人 ) of the “social injustice” of college tuition, here’s a curveball bound to scramble your worldview: a totally free college education regardless of your academic performance or background. The Massachusetts Institute of Technology (M.I.T.) will announce on Monday that they intend to launch an online learning initiative called M.I.T.x, which will offer the online teaching of M.I.T.

courses free of charge to anyone in the world. Some of the features they describe on

“M.I.T. has long believed that anyone in the world with the motivation and ability to engage M.I.T. coursework should have the opportunity to attain the best M.I.T.-based educational experience that Internet technology enables,” said M.I.T. President Susan Hockfield in the university’s press release.

According to the university, residential M.I.T. students can expect to use M.I.T.x in a different way than online-only students. For instance, the program will be used to augment on-campus course work by expanding upon what students learn in class (faculty and students will determine how to incorporate the program into their courses). The university intends to run the two programs simultaneously with no reduction in OCW offerings.

According to the New York Times, access to the software will be free. However, there will most likely be an “affordable” charge, not yet determined, for a credential. The program will also save individuals from the rigors of the cutthroat M.I.T. admissions process, as online-only students will not have to be enrolled in the prestigious, yet expensive, university to access its online teaching resources.

Those who want to dive into M.I.T.x will have to wait, as the university doesn’t plan to launch a prototype of the platform until the spring of 2012. According to M.I.T. Provost ( ) L. Rafael Reif and Anant Agarwal, director of the Computer Science and Artificial Intelligence Lab, the prototype might include only one course, but it would quickly expand to include many more courses.

Once launched, M.I.T. officials expect the M.I.T.x platform to be a giant hit amongst other universities looking to create or expand upon their online course materials. “Creating an open learning infrastructure will enable other communities of developers to contribute to it, thereby making it self-sustaining,” said Agarwal in the M.I.T. press release.

Whether M.I.T.x will directly threaten the margins at for-profit online universities, such as the University of Phoenix, APUS, or DeVry remains to be seen. But as M.I.T.x starts to provide many of the salient virtues of for-profit online colleges, such as a robust learning management systems and real-time virtual interaction, these publicly traded education companies might have to lower fees in order to compete with M.I.T.x’s compelling free price. In addition, the success of M.I.T.x, OCW, and Academic Earth may push dramatic technological innovation at for-profits, so that they can maintain a unique selling proposition versus their free competitors. Moreover, as the rapidly growing number of what are termed “self educators” choose free college education, a cottage industry of social media support services might evolve to bring them together for free in-person study and help sessions.

Which is all to say that, against this country’s sizable need for STEM (Science, Technology, Engineering, and Math) graduates, M.I.T.x is nothing short of revolutionary. This is especially true if you aren’t a credential freak ( 人) and, like me, just want to improve your chops in a marketable subject area. Heck, maybe Gene

Marks' ("If I Were a Black Kid") tech-based view of education can become a reality after all.

47. According to the passage, a college education free of charge to anyone in the world will be available at M.I.T through \_\_\_\_\_.
48. The new program seems superior to the original OCW in that \_\_\_\_\_.
49. Considering their own interests, students work together with faculty to decide what class to learn, which can \_\_\_\_\_.
50. Khan Academy and Academic Earth are both famous online education sites with different features, the former offering users interactive experience while the latter \_\_\_\_\_.
51. For on-campus students, the use of M.I.T.x will be expected to help \_\_\_\_\_.
52. To gain access to M.I.T's online teaching resources, the online-



(二)

### Part III

### Writing (45 minutes)

**Directions:** In this part, you are allowed 45 minutes to finish 2 writing tasks.

**Task 1 (15 minutes)** Write a story based on the following pictures. Your writing should be at least 100 words.



**Or:**

**Task 1 (15 minutes)** Write a letter of thanks to your parents expressing your gratitude for what they have done for you. Your writing should be at least 100 words.

**Or:**

**Task 1 (15 minutes)** Fill in the form as required. Your writing should be in paragraph form and be at least 100 words.

#### Application Form For General Posts

**Post applied for:** Administrative Assistant

#### Duties

- assist in matters relating to student admission and student administration;
- answer written and telephone enquires;
- liaise(联络) with departments/students/applicants;
- maintain electronic and hard copy filing system;
- perform any other duties as assigned by the Academic Secretary.

**State your qualifications with details:**

---

---

---

---

<hr/> <hr/> <hr/> <p style="text-align: right;"><b>Signature:</b></p>
---

**Task 2 (30 minutes)** Write an essay based on the following topic. You need to provide a **TITLE** for this essay and are to write in three parts. In the first part, state what your opinion is. In the second part, support your opinion with specific reasons and details. In the last part, bring what you have written to a natural conclusion or a summary. Your writing should be at least 250 words. Please write your essay on your **ANSWER SHEET**.

Do you support college graduates starting their own businesses upon graduation?  
Why or why not?

上交

(初中)

## SJTU English Proficiency Test (SJTU EPT)

(一)

### Part I

### Listening

(45 minutes)

#### Section One Conversation and News Report (10%)

Directions:

. A

**ONLY ONCE. A**

**ANSWER SHEET.**

#### Conversation

1. A) To express her wish to him for his early recovery.  
B) To ask for leave of absence from his lecture.  
C) To make up for what she missed from his last lecture.  
D) To see if she was allowed to turn in the paper later.
2. A) To imply some students give lame excuses.  
B) To suggest that dogs bring unexpected troubles.  
C) To mean that dogs might go crazy.  
D) To remind that papers should be taken good care of.
3. A) Her roommate forgot about the term paper.  
B) Her roommate's mother got cancer.  
C) Her roommate caught the flu and missed a test.  
D) Her roommate's car broke down and she missed biology lab.
4. A) He is understanding.  
B) He is strict.  
C) He is unsympathetic.  
D) He is indifferent.
5. A) To make a reasonable schedule.  
B) To cut down on party time.  
C) To make the best use of gap time.  
D) Not to poke your nose into other people's business.

#### News report

6. A) 61.

- B) 100.  
C) 161.  
D) 39.
7. A) They lost their guns in attempt to escape.  
B) They were put to sleep with drugs.  
C) Three of them escaped.  
D) Three of them were killed
8. A) In the capital of Pakistan.  
B) In a police training center.  
C) In a Pakistan public school.  
D) In a US police station.
9. A) It has been struck twice by terrorists.  
B) It has been the site of numerous terrorist attacks.  
C) Attacks of this nature have never occurred.  
D) It is heavily guarded by US troops.
10. A) Over 140 people were killed, most of them children.  
B) Six policemen were killed in powerful explosions.  
C) Rockets were launched into a training centre grounds.  
D) Over 72 people were killed by a terrorist group.

**Section Two      Compound Dictation (10%)**

**Directions:**

***TWICE.***

***ANSWER SHEET.***

The report points out that nine out of ten young people live in less developed countries, where schooling and jobs are scarce. Many lack access to reproductive health information and services. U.S. Assistant Secretary for Population, (16) \_\_\_\_\_ and Migration Anne Richard, who spoke on the release of the report, emphasized that these are services young people need to preserve their options, (17) \_\_\_\_\_ and even save their own lives.

Too many girls, about 39,000 every day, are subjected to early and forced marriage. Some of these child brides are as young as eight. As Assistant Secretary Richard pointed out, the (18) \_\_\_\_\_ of early marriage and young people's unmet need for contraceptives can be grave. (19) \_\_\_\_\_

\_\_\_\_\_. And while HIV fatalities for other age groups are falling, among adolescents, they are rising.”

The United States strongly supports the report's recommendations, including stopping early and forced marriage, adolescent pregnancies and harmful practices such as female genital mutilation ( ); improving access to reproductive health care for the young; preventing gender-based violence; promoting equal education for girls, and improving young people's employment opportunities.

“We now know just how much is at stake. Not only the risks of failure, but the enormous benefits within reach with the right mix of enlightened policies and effective programs,” said Assistant Secretary Richard. “Young people deserve the chance to pursue their dreams and to thrive. (20) \_\_\_\_\_.”

### Section Three Questions and answers (15%)

**Directions:**

C .

15 .

#### Questions

21. What happened to Bill's computer?
22. How much did Byron say he would charge Bill at first?
23. What impressions did Bill have of Byron through the phone conversation?
24. What did the three persons talk about when they met?
25. How long did Byron first say it would take him to fix the problem, and how long had he already spent actually on it when Bill called him again?
26. How much did Byron want to charge when Bill called him again?
27. What did Bill mean by saying “you're pulling my leg, right?”
28. Why didn't Byron call Bill when the service took longer?
29. What did Byron offer to do when Bill seemed upset?
30. How much did Byron want to charge in the end?

**Part II****Reading Comprehension****(45 minutes)****Section One Banked Cloze (10%)****Directions:****ANSWER SHEET.**

A

A. sets	B. alternative	C. fundamental	D. publicly	E. assesses
F. occurrence	G. reflects	H. appearance	I. equally	J. violation
K. attached	L. focused	M. captures	N. truthfully	O. option

If you want your team to soar, there is no better example of teamwork than the United States Navy's world-renowned flight demonstration team—the Blue Angels. In many ways, they are the “ultimate team” because for them, failure is not a(n) (31) \_\_\_\_\_. That's why \_\_\_\_\_ is such an important book. Written by one of the pilots for the Blue Angels, Scott Beare, along with author Michael McMillan, it \_\_\_\_\_ (32) \_\_\_\_\_ the powerful principles of effective teamwork. Today, I'd like to share a chapter from the book about one of the elements of teamwork that (33) \_\_\_\_\_ the Blue Angels apart—their efforts to strive for perfection:

“An effective review process is \_\_\_\_\_ (34) \_\_\_\_\_ to successful teamwork. After every performance, the Blue Angels hold a debrief ( 况 ) session. Starting with the Commanding Officer (affectionately known as Boss), each member \_\_\_\_\_ (35) \_\_\_\_\_ his or her individual performance. Around the table, team members are peers and each performance is reviewed and graded \_\_\_\_\_ (36) \_\_\_\_\_, regardless of rank or position.

Nothing is held back during a debrief session. By each member recognizing his or her shortcomings and taking corrective ( ) action, bonds strengthen and the team stays \_\_\_\_\_ (37) \_\_\_\_\_ on continual improvement. When each individual on the team accepts full responsibility and speaks \_\_\_\_\_ (38) \_\_\_\_\_ about his or her performance, it builds team trust. Once the self-critique is over, the team reviews videos and ground notes of their performance. If something is reported or revealed on the video that wasn't discussed during the self-critique, it's seen as a(n) \_\_\_\_\_ (39) \_\_\_\_\_ of trust.

In the Blue Angels, there is no place for politics and no room for excuses. High performance teams require people who can accept criticism and continually strive to improve. Most importantly, when deficiencies are noted, action must be taken to improve and correct. Repeated \_\_\_\_\_ (40) \_\_\_\_\_ of the same mistake or deficiency is unacceptable.”

**Section Two Multiple Choice Questions (16%)****Directions:**

2

A), B), C) D).

## ***ANSWER SHEET***

### ***Page One***

Some people in the British Victorian era hated mustaches. They thought an unshaven upper lip was crude and ungentlemanly. For example, a British businessman left 10 pounds to each of his employees without a mustache. Managers of the Bank of London seemed to be a little more tolerant. They prohibited mustaches only during working hours.

Are you laughing yet? After all, our society doesn't pay attention to such silly details of how we look. Or does it? Spend 15 minutes watching customers shop at any department store. You'd think they were making decisions that compare with choosing a career!

Consider that importance of athletic shoes. In 1984 Michael Jordan wore a pair of black and red high-tops in a pre-season basketball game because the NBA said he'd be fined if he wore his "Air Jordans" during a regular-season game. The maker of the shoes could not have planned a better marketing strategy. TV commercials pictured Jordan saying, "On Oct. 15, Nike created a revolutionary new basketball shoe. On Oct. 18, the NBA threw them out of the game. Fortunately, the NBA can't keep you from wearing them. Air Jordans!" Suddenly the kind of shoes people wore became as important as a declaration of independence.

- C) a symbol of independence in people
  - D) a sales pitch used on TV commercials
43. The fashion industry follows teenagers closely because \_\_\_\_\_.
- A) the ads for fashion are their favorite topic
  - B) teenagers are a large consumer-group of fashions
  - C) marketing the latest fads needs the opinions of teenagers
  - D) their thoughts and hobbies are attractive to the fashion industry
44. By “**the lure of fashion could never be a Christian’s problem**” (Para. 5), the author implies that \_\_\_\_\_.
- A) Christians never worry about what to wear
  - B) Christians need to get away from the mass media
  - C) a real Christian should not desire to follow fashion
  - D) the influence of fashion ads cannot reach Christians
45. Which of the following is an appropriate title for this article?
- A) Power of advertising.
  - B) Fashion marketing.
  - C) Being fashion-conscious.
  - D) Being clothes-minded.

**Page T**

\_\_\_\_\_ was the last novel of Willa Cather’s illustrious ( \_\_\_\_\_ ) literary career. Begun in the late summer of 1937 and finally completed in 1941, it is often regarded by critics as one of her most personal works. Although the story takes place in 1856, well before her own birth, she drew heavily on both vivid childhood memories and tales handed down by older relatives to describe life in rural northern Virginia in the middle of the 19th century. She even went on an extended journey to the area to give the story a further ring of authenticity.

Of all of Cather’s many novels, \_\_\_\_\_ is the one most concerned with providing an overall picture of day-to-day life in a specific era. A number of the novel’s characters, it would seem, are included in the story only because they are representative of the types of people to be found in 19th-century rural Virginia; indeed, a few of them play no part whatsoever in the unfolding of the plot. For instance, we are introduced to a poor white woman, Mandy Ringer, who is portrayed as intelligent and content, despite the fact that she has no formal education and must toil constantly in the fields. And we meet Dr. Clevenger, a country doctor who evokes a strong image of the pre-Civil War South.

The title, however, accurately suggests that the novel is mainly about slavery. Cather’s attitude toward this institution may best be summed up as somewhat ambiguous. On the one hand, she displays almost total indifference to the legal and political aspects of slavery when she misidentifies certain crucial dates in its growth and development. Nor does she ever really offer a direct condemnation of slavery. Yet,



on the other hand, the evil that was slavery gets through to us, albeit (     ) in typically subtle ways. Those characters, like Mrs. Blake, who oppose the institution are portrayed in a sympathetic light. Furthermore, the suffering of the slaves themselves and the petty, nasty, often cruel, behavior of the slave-owners are painted in stark terms.

46. The author refers to Willa Cather's

time. In fact, it is not uncommon to actually have a “food hangover” the day following an especially large binge. The foods consumed are usually high in fat and are eaten in a relatively short period of time, putting an enormous amount of stress on the digestive and endocrine(内分 ) systems. BED is different from the two other characteristic eating disorders, anorexia and bulimia. Anorexia is a condition of slow, self starvation; bulimia is a bingeing and vomiting syndrome.

(50) \_\_\_\_\_

BED is a unique eating disorder, especially when it comes to men. While only 5% to 10% of people with anorexia and bulimia nervosa are male, it is estimated that BED affects a much greater proportion of men. According to Dr. Anne Becker of the Harvard Eating Disorders Center, “The ratio of females to males with this disorder is about 1.5 to 1.0 or about 40% men.” Dr. Becker adds, “Binge eating disorder has become more recognizable by doctors as more attention is given to weight control in the clinical setting.”

(51) \_\_\_\_\_

(52) \_\_\_\_\_

Unlike bulimia, where people eat and then purge, there is no counteraction to bingeing. Therefore, weight gain is a likely effect. As noted above, men with BED are often overweight to begin with. The effects of BED on health include all the possible consequences of overweight or obesity—diabetes, hypertension, and heart disease.

(53) \_\_\_\_\_

(54) \_\_\_\_\_

Treatment with medications such as antidepressants may be helpful for some individuals. Self-help groups also may be a source of support. Researchers are still trying to determine which method or combination of methods is the most effective in controlling binge eating disorder. The type of treatment that is best for an individual is a matter for discussion between the patient and his or her health-care provider. Some organizations do provide professional and confidential treatment and information, such as the National Eating Disorders Organization, Overeaters Anonymous, and Males and Eating Disorders, etc..

**A** There are some common characteristics of men who have BED. Most are overweight, with a history of depression, low assertiveness, and poor self-esteem. Similar to all people with eating disorders, men with BED view themselves in a negative light and allow food to control their lives in order to compensate for their lack of control in other areas such as work or family matters.

**B** Bed is formally characterized by the American Psychiatric Association in the

D 1. 0□ □ (A) -0.215□ ( 0□ □ .2 ( ) 0 .2 ( ) 0.2□ 0.2 .2 ( ) 0.2□ 0.2 ) 0

- 2) The binge eating episodes are associated with the following:
- eating much more rapidly than you usually would
  - eating until you feel uncomfortably full
  - eating large amounts of food when you don't physically feel hungry
  - eating alone because of embarrassment at how much you are eating
  - feeling disgusted with yourself, depressed, or very guilty after overeating
- 3) Binge eating causes emotional and physical stress or remorse.
- 4) The binge eating occurs, on average, at least two days a week for six months or more.
- 5) The binge eating is not followed by other inappropriate behaviors such as purging, fasting, excessive exercises and does not occur exclusively during episodes of other eating disorders, such as anorexia nervosa ( ) or bulimia nervosa ( ) .

**C** An ever more serious consequence is death. According to Dr. Ken Stephenson, a psychotherapist who specializes in treating males with eating disorders, "People with eating disorders have the highest mortality rate of all psychiatric patients." Isn't that a good enough reason to seek help now?

**D** Another common characteristic of men with BED is that they fail to address their own personal needs, and instead, turn to food. For these men, food can be a great sedative ( ) and a means of suppressing feelings of anger, guilt, despondency, and sadness. Men with eating disorders tend to eat in private, not wanting to alert others to their habit. This increases the feelings of isolation and sadness, and creates another vicious cycle.

**E** Men with symptoms of BED need to seek treatment as soon as possible. The longer a person waits, the greater the risk to their health. Treatment of the disorder generally includes cognitive-behavioral or interpersonal therapy performed by a licensed clinician. Cognitive-behavioral therapy teaches patients techniques to monitor and change their eating habits as well as to change the way they respond to difficult situations. Interpersonal psychotherapy helps people examine their relationships with friends and family and make changes in problem areas.

**F** But BED is more than an occasional craving for a sweet snack. At first, eating may satisfy cravings. But eventually the eating becomes more and more frequent, and higher in calories and fat. This overeating leads to feelings of self-disgust and guilt, which may cause a person to eat even more.

**Section Three      Blank Filling (9%) (      与 Sequencing 二      一 )**  
**Directions:** ,      9

10

**ANSWER SHEET.**

## M.I.T. Game-Changer: Free Online Education For All

For decriers ( 人 ) of the “social injustice” of college tuition, here’s a curveball bound to scramble your worldview: a totally free college education regardless of your academic performance or background. The Massachusetts Institute of Technology (M.I.T.) will announce on Monday that they intend to launch an online learning initiative called M.I.T.x, which will offer the online teaching of M.I.T. courses free of charge to anyone in the world. Some of the features they describe on their website page are:

- a a a a a a a
- a
- a a a a a a a
- a a a a a a a
- a a a a a a a

The program will not allow students to earn an M.I.T. degree. Instead, those who are able to exhibit a mastery of the subjects taught on the platform will receive an official certificate of completion. The certificate will obviously not carry the weight of a traditional M.I.T. diploma, but it will provide an incentive to finish the online material. According to the New York Times, in order to prevent confusion, the certificate will be a credential bearing the distinct name of a new not-for-profit body that will be created within M.I.T.

The new online platform will look to build upon the decade-long success of the university’s original free online platform, OpenCourseWare (OCW), which has been used by over 100 million students and contains course material for roughly 2,100 classes. The new M.I.T.x online program will not compete with OCW in the number of courses that it offers. However, the program will offer students a greater interactive experience.

Students using the program will be able to communicate with their peers through student-to-student discussions, allowing them an opportunity to ask questions or simply brainstorm with others, while also being able to access online laboratories and self-assessments. In the future, students and faculty will be able to control which classes will be available on the system based on their interests, creating a personalized education setting.

M.I.T.x represents the next logical evolution in the mushrooming business of free online education by giving students an interactive experience as opposed to a simple videotaped lecture. Academic Earth (picked by Time Magazine as one of the 50 best websites of 2009) has cornered the market on free online education by making a smorgasbord ( 典 ; ) of online course content – from prestigious universities such as Stanford and Princeton – accessible and free to anyone in the world. Users on Academic Earth can watch lectures from some of the brightest minds our universities have to offer from the comfort of their own computer screen.

However, that is all they can do: watch. Khan Academy, another notable online education site, offers a largely free interactive experience to its users through assessments and exercises, but it limits itself to K-12 education. By contrast, M.I.T.x will combine the interactivity of the Khan Academy with the collegiate ( ) focus of Academic Earth, while drawing primarily from M.I.T.'s advanced course material.

"M.I.T. has long believed that anyone in the world with the motivation and ability to engage M.I.T. coursework should have the opportunity to attain the best M.I.T.-based educational experience that Internet technology enables," said M.I.T. President Susan Hockfield in the university's press release.

According to the university, residential M.I.T. students can expect to use M.I.T.x in a different way than online-only students. For instance, the program will be used to augment on-campus course work by expanding upon what students learn in class (faculty and students will determine how to incorporate the program into their courses). The university intends to run the two programs simultaneously with no reduction in OCW offerings.

According to the New York Times, access to the software will be free. However, there will most likely be an "affordable" charge, not yet determined, for a credential. The program will also save individuals from the rigors of the cutthroat M.I.T. admissions process, as online-only students will not have to be enrolled in the prestigious, yet expensive, university to access its online teaching resources.

Those who want to dive into M.I.T.x will have to wait, as the university doesn't plan to launch a prototype of the platform until the spring of 2012. According to M.I.T. Provost ( ) L. Rafael Reif and Anant Agarwal, director of the Computer Science and Artificial Intelligence Lab, the prototype might include only one course, but it would quickly expand to include many more courses.

Once launched, M.I.T. officials expect the M.I.T.x platform to be a giant hit amongst other universities looking to create or expand upon their online course materials. "Creating an open learning infrastructure will enable other communities of developers to contribute to it, thereby making it self-sustaining," said Agarwal in the M.I.T. press release.

Whether M.I.T.x will directly threaten the margins at for-profit online universities, such as the University of Phoenix, APUS, or DeVry remains to be seen. But as M.I.T.x starts to provide many of the salient virtues of for-profit online colleges, such as a robust learning management systems and real-time virtual interaction, these publicly traded education companies might have to lower fees in order to compete with M.I.T.x's compelling free price. In addition, the success of M.I.T.x, OCW, and Academic Earth may push dramatic technological innovation at for-profits, so that they can maintain a unique selling proposition versus their free competitors. Moreover, as the rapidly growing number of what are termed "self educators" choose free college education, a cottage industry of social media support

services might evolve to bring them together for free in-person study and help sessions.

Which is all to say that, against this country's sizable need for STEM (Science, Technology, Engineering, and Math) graduates, M.I.T.x is nothing short of revolutionary. This is especially true if you aren't a credential freak (人) and, like me, just want to improve your chops in a marketable subject area. Heck, maybe Gene Marks' ("If I Were a Black Kid") tech-based view of education can become a reality after all.

49. According to the passage, a college education free of charge to anyone in the world will be available at M.I.T through \_\_\_\_\_.
50. The new program seems superior to the original OCW in that \_\_\_\_\_.
51. Considering their own interests, students work together with faculty to decide what class to learn, which can \_\_\_\_\_.
52. Khan Academy and Academic Earth are both famous online education sites with different features, the former offering users interactive experience while the latter \_\_\_\_\_.
53. For on-campus students, the use of M.I.T.x will be expected to help \_\_\_\_\_.
54. To gain access to M.I.T's online teaching resources, the online-only students will neither be charged nor \_\_\_\_\_.
55. According to its plan, as early as of the spring of 2012, M.I.T might \_\_\_\_\_.
56. Competing with M.I.T.x, for-profit colleges and universities will be forced to \_\_\_\_\_.
57. The author believes that M.I.T.x is revolutionary and especially welcomed by people like him who \_\_\_\_\_.

(二)

**Part III**

**Writing**

**(45 minutes)**

**Directions:**

45

2

**Task 1**

100

**(15 minutes)**



**Or:**

**Task 1**

100

**(15 minutes)**

**Or:**

**Task 1 (15 minutes)** Fill in the form as required. Your writing should be in paragraph form and be at least 100 words.

Application Form
<b>Position applied for:</b> Administrative Assistant
<b>Duties</b> -assist in matters relating to student admission and student administration; -answer written and telephone enquires; -liaise (联络) with departments/students/applicants; -maintain electronic and hard copy filing system; -perform any other duties as assigned by the Academic Secretary.
<b>State your qualifications with details:</b>     

<b>Signature:</b>
<b>Date:</b>

**Task 2**

***TITLE***

250 . (30 minutes)

Do you think it is a good choice for college graduates to start their own businesses upon graduation? Why or why not?



**Task One: Reading Aloud**

*Di ec i : F hi a , a e e ec ed ead a a ag a h e e a  
a ag a h a d i hi ONE i e. Pa a e i cia i a d  
i a i . Y i ha e 30 ec d e a e.*

There are plenty of good traditional activities for language learning work, including “running counselors”, where half the class are counselors and the other half have problems. Students with problems have a minute with each counselor to explain their problem and get advice. At the end of the activity, votes are cast for the best counselor.

Other options include a writing task where students are writing a case report on one of the problems, detailing the person and their problem, and the advice they were given—and making use of reported speech. (91 words)

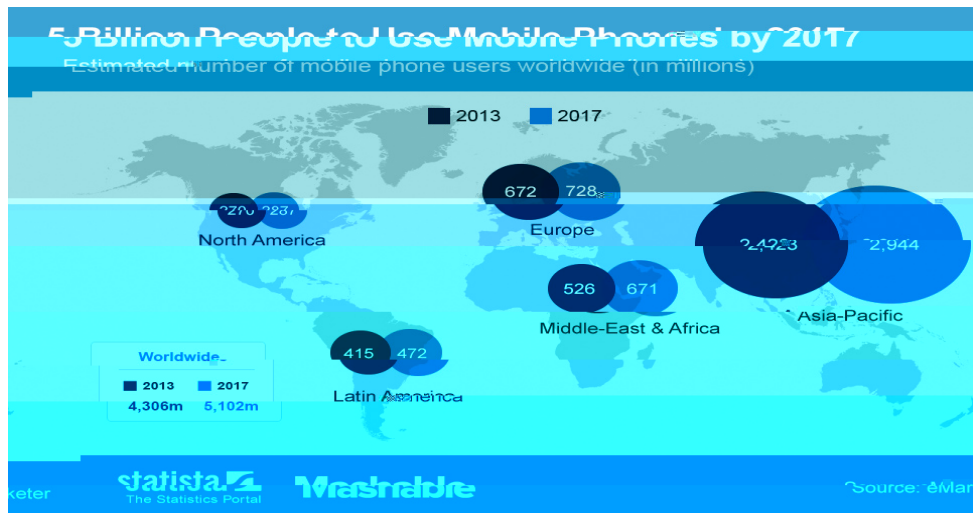
**Task Two: Guided Introduction**

*Di ec i : F hi a , a e e ec ed ch e e f he h ee ic a d  
gi e a i d c i f ab TWO i e . Y i ha e ONE i e  
e a e.*

1. Talk about one of your hobbies (what it is and how it benefits you).
2. Talk about an important person in your life (who that person is and why he/she is so important to you).
3. Talk about a weakness you have (what it is and what you can do to overcome it).

**Task Three: Picture/Graph Description**

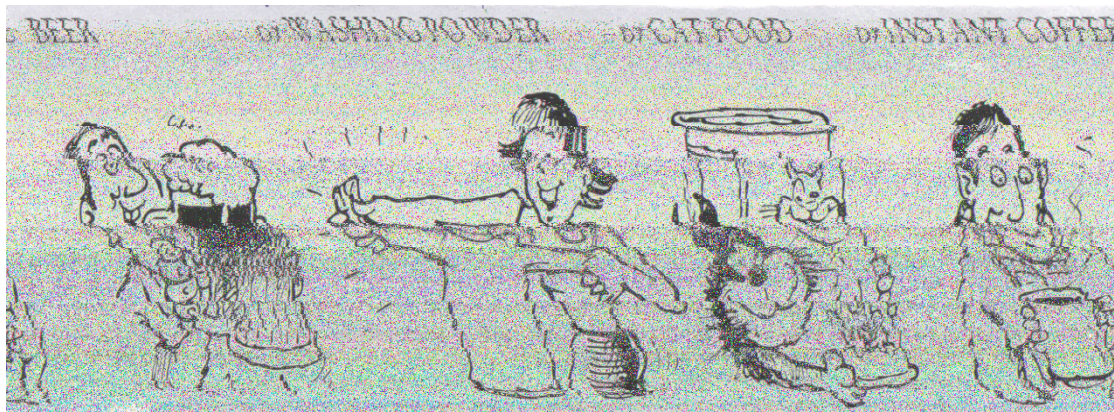
*Di ec i : F hi a , a e e ec ed e a i e he f i g ic e/g a h  
ca ef a d de c ibe ha ee i he ic e/g a h. Y i ha e TWO  
i e e a e a d THREE i e de c ibe.*



#### Task Four: Situational Conversation

Di eci : F hi a , a e e ced ha e a c e ai ih a e .  
Each f a a e i he c e ai . Y i ha e TWO i e  
e a e a d FOUR i e e e . Re e be , hi i ai a d  
e f a ce i be j dged ba ed i e aci ih a e a d  
c ib i he ai .

Pe a e e a i e he f i g d c a d e e f he a e c i e  
c e . (Student A is a salesman, while Student B is a prospective customer.)



#### Task Five: Listening/Watching and Discussion

Di eci : F hi a , a e g i g a ch a ide c i a d he e ced  
di c he e a ed ic ih a e . Y ca a e e hi e a chi g. Y  
i ha e THREE i e e a e a d FIVE i e e e di c i .  
Re e be , hi i ai a d e f a ce i be j dged ba ed  
i e aci ih a e a d c ib i he ai .

## Script of the video

Do you have trouble getting the results that you expect from your employees? You've tried yelling. You've tried screaming. You even tried breathing loudly, but none of these things seemed to do the trick. Even that raise you just assigned has only led to more slacking off at a slightly increased pay scale. This program will give you the tools to boost the morale of your underlings and allow them the greater privilege of serving you.

### Step 1: Motivate you first

Think about the motivations that compel you to do a good job, and focus on them yourself. This way, you will set a good example for your employees to follow, and be more pleasant to work with. Because if you hate your job, and you're in charge, what's there to work up to?

### Step 2: Get to know your employees

Get some insight into the lives of the people you hired. Learn about who they are, and where they are going. Find out what motivates each individual to do a good job so you can exploit, we mean capitalize on it.

### Step 3: Use smarter goals

Convey goals that are specific, realistic, and measurable. As long as they can see the light at the end of the tunnel, they will keep digging.

*C e : A h gh i a i a a c i c a e i de acade ic cce , a  
de a e f d be i a e d a ch . P e a e d i c h e e a f h e i  
ac f i a i a d g g e h e a e g i e e a c h e c a e a d e  
i a i .*