

# 山东大学

## 二〇一九年招收攻读硕士学位研究生入学考试试题

科目代码 241

科目名称 英语(外)

(1-40 题答案须涂在答题卡上, 其余试题答案须写在答题纸上, 写在试题上无效)

### Section I Use of English

**Directions:** Read the following text. Choose the best word(s) for each numbered blank and mark [A], [B], [C] or [D] on ANSWER SHEET 1. (20 points)

Teachers need to be aware of the emotional, intellectual, and physical changes that young adults experience. And they also need to give serious 1 to how they can best 2 such changes. Growing bodies need movement and 3, but not just in ways that emphasize competition. 4 they are adjusting to their new bodies and a whole host of new intellectual and emotional challenges, teenagers are especially self-conscious and need the 5 that comes from achieving success and knowing that their accomplishments are 6 that it would be 7 to plan activities in which there are more winners than losers. 8, publishing newsletters with many student-written book reviews, 9 student artwork, and sponsoring book discussion clubs. A variety of small clubs can provide 10 opportunities for leadership, as well as for practice in successful 11 dynamics. Making friends is extremely important to teenagers, and many shy students need the 12 of some kind of organization with a supportive adult 13 visible in the background.

In these activities, it is important to remember that young teens have 14 attention spans. A variety of activities should be organized 15 participants can remain active as long as they want and then go on to 16 else without feeling guilty and without letting the other participants 17. This does not mean that adults must accept it irresponsibly. 18, they can help students acquire a sense of commitment by 19 for roles that are within their 20 and their attention spans and by having clearly stated rules.

- |                  |                |               |              |
|------------------|----------------|---------------|--------------|
| 1. A. thought    | B. idea        | C. opinion    | D. advice    |
| 2. A. strengthen | B. accommodate | C. stimulate  | D. enhance   |
| 3. A. care       | B. nutrition   | C. exercise   | D. leisure   |
| 4. A. If         | B. Although    | C. Whereas    | D. Because   |
| 5. A. assistance | B. guidance    | C. confidence | D. tolerance |
| 6. A. claimed    | B. admired     | C. ignored    | D. surpassed |

- |                        |                     |                 |                      |
|------------------------|---------------------|-----------------|----------------------|
| 7. A. improper         | B. risky            | C. fair         | D. wise              |
| 8. A. in effect        | B. as a result      | C. for example  | D. in a sense        |
| 9. A. displaying       | B. describing       | C. creating     | D. exchanging        |
| 10. A. durable         | B. excessive        | C. surplus      | D. multiple          |
| 11. A. group           | B. individual       | C. personnel    | D. corporation       |
| 12. A. consent         | B. insurance        | C. admission    | D. security          |
| 13. A. particularly    | B. barely           | C. definitely   | D. rarely            |
| 14. A. similar         | B. long             | C. different    | D. short             |
| 15. A. if only         | B. now that         | C. so that      | D. even if           |
| 16. A. everything      | B. anything         | C. nothing      | D. something         |
| 17. A. off             | B. down             | C. out          | D. alone             |
| 18. A. On the contrary | B. On the average   | C. On the whole | D. On the other hand |
| 19. A. making          | B. standing         | C. planning     | D. taking            |
| 20. A. capabilities    | B. responsibilities | C. proficiency  | D. efficiency        |

### Section II Reading Comprehension

#### Part A

**Directions:** Read the following four texts. Answer the questions below each text by choosing [A], [B], [C] or [D]. Mark your answers on ANSWER SHEET 1. (40 points)

#### Text 1

**Questions 21 to 25 are based on the following passage.**

The Norwegian Government is doing its best to keep the oil industry under control. A new law limits exploration to an area south of the southern end of the long coastline; production limits have been raised; and oil companies have not been allowed to employ more than a limited number of foreign workers. But the oil industry has a way of getting over such problems, and few people believe that the Government will be able to hold things back for long. As one Norwegian politician said last week: "We will soon be changed beyond all recognition."

Ever since the war, the Government has been carrying out a programme of development in the area north of the Arctic Circle. During the past few years this programme has had a great deal of success: Tromsø has been built up into a local capital with a university, a large hospital and a healthy industry. But the oil industry has already started to draw people south, and within a few years the whole northern policy could be in ruins.

The effects of the oil industry would not be limited to the north, however. With nearly 100 per cent employment, everyone can see a situation by developing in which the service industries and the tourist industry will lose most of their workers to the oil industry. Some



smaller industries might even disappear altogether when it becomes cheaper to buy goods from abroad.

The real argument over oil is its threat to the Norwegian way of life. Farmers and fishermen do not make up most of the population, but they are an important part of it because Norwegians see in them many of the qualities that they regard with pride as essentially Norwegian. And it is the farmers and fishermen who are most critical of the oil industry because of the damage that it might cause to the countryside and to the sea.

21. According to a new law, in "an area south of the southern end of the long coastline",

- A) oil exploration is prohibited
- B) oil exploration is allowed
- C) only a limited amount oil production is allowed
- D) none of the above

22. Which of the following is TRUE of the passage?

- A) The Government limitations will eliminate the oil industry.
- B) The Government limitations will reduce the oil production.
- C) Oil industry will expand a little despite the Government limitations.
- D) Oil industry will expand a lot despite the Government limitations.

23. According to the passage, \_\_\_\_\_.

- A) people began to come to the north because of oil industry
- B) oil industry drove people to the south
- C) oil industry drew northern people to the south
- D) oil industry would ruin the north

24. Which of the following is NOT the effect of the oil industry?

- A) The service industry will shrink.
- B) Some smaller industries may be eliminated.
- C) Some tourists will be employed in oil industry.
- D) Some employees in tourism will work in oil industry.

25. Which of the following seems to be an especially important factor against the oil industry?

- A) Southern people have to move north.
- B) The traditional Norwegian way of life is being damaged.
- C) Some industries will disappear.
- D) The oil production in the north dropped.

#### Text 2

Questions 26 to 30 are based on the following passage.

Arabs consider it extremely bad manners to start talking business immediately. Even the busiest government official or executive always takes extra time to be polite and offer refreshments. No matter how busy you are you should make time for this hospitality.

The "conference visit" is a way of doing business throughout the Arab world. Frequently, you will have to discuss your business in the presence of strangers, who may or may not have anything to do with your business. Do not be surprised if your meeting is interrupted by several times by people who come into the room unannounced, whisper, or speak softly to the person with whom you are talking, and leave. Act as though you do not hear, and never show displeasure at being interrupted.

Making decisions quickly is not an Arab custom. There is vagueness in doing business in the Middle East which will puzzle a newcomer. Give yourself lots of time and ask lots of questions.

Patience is an important quality. You may have to wait two or three days to see high-level government officials as they are very busy. Give yourself enough time.

Personal relationships are very important. They are the key to doing business in Arab countries. Try to identify the decision-maker regarding your product or service immediately and get to know him on a friendly basis. Do your homework. Be prepared to discuss details of your product or proposal. Be ready to answer technical questions.

When an Arab says yes, he may mean "maybe". When he says maybe, he probably means "no". You will seldom get a direct "no" from an Arab because it is considered impolite. Also, he does not want to close his options. Instead of "no", he will say "inshallah" which means, "if god is willing". On the other hand, "yes" does not necessarily mean "yes". A smile and a slow nod might seem like an agreement, but in fact, your host is being polite. An Arab considers it impolite to disagree with a guest.

26. The main purpose of this article is to explain \_\_\_\_\_.

- A. Arab people are dishonest
- B. why Arab officials are so busy
- C. why you need extra time when you visit Arab countries
- D. how to be polite when doing business in the Arab world

27. In paragraph 4, "give yourself enough time" means \_\_\_\_\_.

- A. having patience
- B. being important
- C. being a busy official
- D. doing your homework

28. Paragraph 5 talks about, in general, \_\_\_\_\_.

- A. your homework
- B. your product or service
- C. decision makers
- D. personal relationships

29. In Paragraph 6, "inshallah" means \_\_\_\_\_.

- A. Yes
- B. No
- C. being polite
- D. Maybe yes, maybe no; it all depends

30. In general, Paragraph 6 explains why \_\_\_\_\_.



- A. "yes" may mean "maybe"
- B. your host is being polite
- C. an Arab may give you an indirect answer
- D. you need lots of time to do business

### Text 3

Questions 31 to 35 are based on the following passage.

You can negotiate virtually anything. Projects, resources, expectations and deadlines are all outcomes of negotiation. Some people negotiate deals for a living. Dr. Herb Cohen is one of these professional talkers, called in by companies to negotiate on their behalf. He approaches the art of negotiation as a game because, as he is usually negotiating for somebody else, he says this helps him drain the emotional content from his conversation. He is working in a competitive field and needs to avoid being too adversarial. Whether he succeeds or not, it is important to him to make a good impression so that people will recommend him.

The starting point for any deal, he believes, is to identify exactly what you want from each other. More often than not, one party will be trying to persuade the other round to their point of view. Negotiation requires two people at the end saying "yes". This can be a problem because one of them usually begins by saying "no". However, although this can make talks more difficult, this is often just a starting point in the negotiation game. Top management may well reject the idea initially because it is the safer option but they would not be there if they were not interested.

It is a misconception that skilled negotiators are smooth operators in smart suits. Dr. Cohen says that one of his strategies is to dress down so that the other side can relate to you. Pitch your look to suit your customer. You do not need to make them feel better than you but, for example, dressing in a style that is not overtly expensive or successful will make you more approachable. People will generally feel more comfortable with somebody who appears to be like them rather than superior to them. They may not like you but they will feel they can trust you.

Dr. Cohen suggests that the best way to sell your proposal is by getting into the world of the other side. Ask questions rather than give answers and take an interest in what the other person is saying, even if you think what they are saying is silly. You do not need to become their best friends but being too clever will alienate them. A lot of deals are made on impressions. Do not rush what you are saying—put a few hesitations in, do not try to blind them with your verbal dexterity (机敏). Also, you should repeat back to them what they have said to show you take them seriously.

Inevitably some deals will not succeed. Generally the longer the negotiations go on, the better chance they have because people do not want to think their investment and energies have gone to waste. However, joint venture can mean joint risk and sometimes, if this becomes too great, neither party may be prepared to see the deal through. More common is a corporate culture clash between companies, which can put paid to (i.e. destroy) any deal. Even having agreed a deal, things may not be tied up quickly because when the lawyers get involved, everything gets slowed down as they argue about small details.

31. Dr. Cohen treats negotiation as a game in order to \_\_\_\_\_.

- A. put people at ease
  - B. remain detached
  - C. be competitive
  - D. impress rivals
32. Many people say "no" to a suggestion in the beginning to \_\_\_\_\_.
- A. convince the other party of their point of view
  - B. show they are not really interested
  - C. indicate they wish to take the easy option
  - D. protect their company's situation
33. Dr. Cohen says that when you are trying to negotiate you should \_\_\_\_\_.
- A. adapt your style to the people you are talking to
  - B. make the other side feel superior to you
  - C. dress in a way to make you feel comfortable
  - D. try to make the other side like you
34. According to Dr. Cohen, understanding the other person will help you to \_\_\_\_\_.
- A. gain their friendship
  - B. speed up the negotiations
  - C. plan your next move
  - D. convince them of your point of view
35. Deals sometimes fail because \_\_\_\_\_.
- A. negotiations have gone on too long
  - B. the companies operate in different ways
  - C. one party risks more than the other
  - D. the lawyers work too slowly

### Text 4

Questions 36 to 40 are based on the following passage.

For those who moved to the developing suburbs after the Second World War, they represented an escape from urban overcrowding to a home of one's own — preferably one with an attached two-car garage — on a little half-acre of tree-shaded land. It also meant daily commutation to work by railroad or expressway, a lawn to cut, and a mortgage to pay off over the years.

Nobody approves of life in the suburbs but the people who live there. Urban critics argue that the people who live in suburbs enjoy all the cultural, educational, and commercial advantages that cities offer without paying for them. Farmers worry about losing their farms to uncontrolled suburban spreading. The suburbs have also been criticized for the monotonous sameness of their design and for their inability to protect their inhabitants from the problems of the larger society in which they live.

On the other hand, defenders of the suburbs argue that the life-style that they offer is more varied and includes more things than the cities admit. There are many different kinds of suburbs and a variety of people living in them. While the development of the suburbs has created problems, it has also provided substantial modern housing for millions of people. Suburban living offers the best of two worlds — the city and the country — at a price that many are able to afford.

Many people will always prefer the excitement of pace and life in the city, while others



will want the quieter pace of life in the country. But, for those in either city or country who are willing to compromise, the suburbs are waiting.

36. One of the arguments against life in the suburbs is that \_\_\_\_\_.  
A. suburbs are the compromise between the city and the country  
B. suburbs lack variety in their design  
C. suburbs are far away from downtown area  
D. suburbs lack the pace of city life
37. Which of the following is NOT stated as a characteristic of suburban life?  
A. Daily commutation. B. Mortgage payment.  
C. Home ownership. D. Apartment living.
38. Which of the following is NOT the advantage of living in suburbs?  
A. Suburbs provide modern housing for lots of people.  
B. Living in suburbs costs less than living in cities  
C. People living in suburbs enjoy more living space  
D. Suburban living offer more educational opportunities
39. Living in the suburbs is especially fit for those who \_\_\_\_\_.  
A. prefer the excitement of city life B. want the quieter life in the country  
C. enjoy both city as well as suburban life D. cannot afford to buy a house in the city
40. The author of this passage \_\_\_\_\_.  
A. holds a neutral attitude to urban and suburban living  
B. prefers to live in the country than live in the city  
C. is critical of suburban living  
D. puts stress on the negative aspects of city life

#### Part B

Directions: In the following text, some sentences have been removed. For Questions 41 to 45, choose the most suitable one from the list A—G to fit into each of the numbered blanks. There are two extra choices, which do not fit in any of the blanks. Mark your answers on ANSWER SHEET 2. (10 points) 此题答案须写在答题纸上。

41. \_\_\_\_\_. Factors that have led to the increasing popularity of medical travel include the high cost of health care, long wait times for certain procedures, the ease and affordability of international travel, and improvements in both technology and standards of care in many countries. The avoidance of waiting times is the leading factor for medical tourism from the UK, whereas in the US, the main reason is cheaper prices abroad.

42. \_\_\_\_\_. For example a liver transplant

that costs \$300,000 USD in America costs about \$91,000 USD in Taiwan. A large draw to medical travel is convenience and speed. Countries that operate public health-care systems often have long wait times for certain operations. Using Canada as an example, an estimated 782,936 Canadians spent time on medical waiting lists in 2005, waiting an average of 9.4 weeks.

43. \_\_\_\_\_. Factors that drive demand for medical services abroad in First World countries include: large populations, comparatively high wealth, the high expense of health care or lack of health care options locally, and increasingly high expectations of their populations with respect to health care.

44. \_\_\_\_\_. A forecast by Deloitte Consulting published in August 2008 projected that medical tourism originating in the US could jump by a factor of ten over the next decade. An estimated 750,000 Americans went abroad for health care in 2007, and the report estimated that 1.5 million would seek health care outside the US in 2008. An authority at the Harvard Business School recently stated that "medical tourism is promoted much more heavily in the United Kingdom than in the United States".

45. \_\_\_\_\_. Some patients in some First World countries are finding that insurance either does not cover orthopedic surgery (such as knee/hip replacement) or limits the choice of the facility, surgeon, or prosthetics to be used.

A. Many surgery procedures performed in medical tourism destinations cost a fraction of the price they do in the First World

B. In First World countries, medical tourism has large growth prospects and potentially destabilizing implications.

C. Canada has set waiting-time benchmarks, e. g. 26 weeks for a hip replacement and 16 weeks for cataract surgery, for non-urgent medical procedures.

D. The growth in medical tourism has the potential to cost US health care providers billions of dollars in lost revenue

E. Medical tourists come from a variety of locations including Europe, the United States, and Canada.

F. Medical tourism is a small but growing trend among patients in many developed countries.

G. Additionally, the medical insurance coverage is not so broad as expected.

#### Part C

Directions: Read the following text carefully and then translate the underlined segments into Chinese. Your translation should be written clearly on ANSWER SHEET 2. (15 points)

Governments throughout the world act on the assumption that the welfare of their people



depends largely on the economic strength and wealth of the community. (46) Under modern conditions, this requires varying measures of centralized control and hence the help of specialized scientists such as economists and optional research experts. (47) Furthermore, it is obvious that the strength of a country's economy is directly bound up with the efficiency of its agriculture and industry, and that this in turn rests upon the efforts of scientists and technologists of all kinds. It also means that governments are increasingly compelled to interfere in these sectors in order to step up production and ensure that it is utilized to the best advantage. For example, they may encourage research in various ways, including the setting up of their own research centers; they may alter the structure of education, or interfere in order to reduce the wastage of natural resources or tap resources hitherto unexploited; or they may co-operate directly in the growing number of international projects related to science, economics and industry. In any case, all such interventions are heavily dependent on scientific advice and also scientific and technological manpower of all skills.

(48) Owing to the remarkable development in mass-communications, people everywhere are feeling new wants and are being exposed to new customs and ideas, while governments are often forced to introduce still further innovations for the reason given above. At the same time, the normal rate of social change throughout the world is taking place at a vastly accelerated speed compared with the past. For example, (49) in the early industrialized countries of Europe the process of industrialization---with all the far-reaching changes in social patterns that followed---was spread over nearly a century, whereas nowadays a developing nation may undergo the same process in a decade or so. All this has the effect of building up unusual pressures and tensions within the community and consequently presents serious problems for the governments concerned. (50) Additional social stresses may also occur because of the population explosion or problems arising from mass migration movements---themselves made relatively easy nowadays by modern means of transport. As a result of all these factors, governments are becoming increasingly dependent on biologists and social scientists for planning the appropriate programs and putting them into effect.

### Section III Writing (15 points)

**Directions:** For this part, you are allowed 30 minutes to write a composition of no less than 150 words under the title "Electronic Dictionaries". Your composition should be based on the following outline.

- 1) 有人认为电子词典有许多好处;
- 2) 也有人认为电子词典有许多弊端;
- 3) 我的看法是.....