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中国地质大学研究生院

2004 年研究生入学考试试题

考试科目：综合英语

适用专业：外国语言学及应用语言学

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纸上及草稿纸上无效。考完后请将答题纸一起交回。)

PART I Reading Comprehension (45points)

In this section, there are four reading passages followed by a total of fifteen questions, nine of which are multiple-choice questions and six are short answering questions.

Passage 1

U.S. direct marketeers are taking advantage of the trends of the market and natural advantages which provide good opportunities in Japan. And the future looks promising, too. In particular, the appreciation of the yen, or what the Japanese refer to as *endaka*, has made many U.S. products much more affordable and desirable to the Japanese consumer. Also, through direct marketing U.S. companies can bypass the multi distribution channels and provide the Japanese consumer with a product that is priced very competitively to the retail product. Another advantage is that the Japanese market consists of a very affluent society with a high per-capita income. Direct marketing allows the Japanese consumers to increase their leisure time by staying at home and shopping. This is very important since leisure time is a very precious commodity in a society which typically has a long workweek. Japanese consumers also prefer the cachet of such imported goods.

1. What is the passage mainly about?
2. What does the word "appreciation" mean?
3. According to the passage, what is the problem in Japanese market?

Passage 2

Human relations have commanded people's attention from early times. Although the full significance of a human relationship may not be directly evident, the complexity of feelings and actions that can be understood at a glance is surprisingly great. For this reason psychology holds a unique position among the sciences.

"Intuitive" knowledge may be remarkably penetrating and can significantly help us understand human behavior, whereas in the physical sciences such

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commonsense knowledge is relatively primitive. Without knowledge of scientific physics, not only would we not have cars and television sets, we might even be unable to cope with the fundamental mechanical problems. On the other hand, if we removed all knowledge of scientific psychology from our world, problems in interpersonal relations might easily be coped with and solved much as before. We would still "know" how to avoid doing something asked of us and how to get someone to agree with us. One could even offer sensible explanations for the "whys" of much of the self's behavior and feelings. In other words, the ordinary person has a great and profound understanding of the self and of other people which, though only vaguely conceived, enables one to interact with others in more or less adaptive ways. Kohler accounts for this by saying that "people were acquainted with practically all territories of mental life a long time before the founding of scientific psychology."

One may ask why, with all this natural, intuitive capacity to grasp human relations, the science of human relations has been one of the last to develop. Different explanations have been suggested. One is that science would destroy the conceited and pleasing illusions people have about themselves. It has also been proposed that just because we know so much about people intuitively, there has been less stimulation for studying them scientifically; why should one develop a theory, carry out systematic observations about the obvious?

4. The author implies that common knowledge of human relations is _____.
- a) equally well developed among all adults within a given society
 - b) considerably more accurate in some societies than in others
 - c) usually sufficiently accurate for easy interactions with others
 - d) typically unrelated to an individual's interactions with other people
5. It can be inferred that the author would most likely agree with which of the following statements regarding people who lived before the arrival of scientific psychology?
- a) Their understanding of human relations was quite limited.
 - b) They misunderstood others more frequently than do people today.
 - c) They were more likely to hold pleasing illusions about themselves than are people today.
 - d) Their intuitions about human relations were reasonably sophisticated.
6. According to the passage, an understanding of the self can be _____.
- a) more reliable than knowledge about other people

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- b) profound even when vaguely conceived
 - c) irrelevant for understanding human relations
 - d) improved by specialized training
7. According to the passage, it has been suggested that the science of human relations was slow to develop because_____.
- a) scientific studies of human relations appear to investigate the obvious
 - b) the scientific method is difficult to apply to the study of human relations
 - c) intuitive knowledge of human relations is derived from philosophy
 - d) early scientists were more interested in the physical world

Passage 3

We have entered an era where cooperation is required in order to be competitive. In Adams, we read that the NSA is changing its approach from competing with industry about encryption to partnering with industry on encryption technology in order to help the NSA protect the country and fight criminal and terrorist acts. This same trend is occurring in other arenas as well. For example, in developing countries, there is a new recognition that government and industry must cooperate in order to develop to the point of successfully competing in the global marketplace. In the US, companies are employing electronic data interchange (EDI) to support their supply chains and distribution channels. As an example of this, Boeing created a single database and gave its 300 contract parts suppliers (located in over 27 countries) access to it so that a plane could be built efficiently and without iterative prototyping. The purpose of such cooperation is cost savings, and this partnering behavior in industry is necessary to compete with other companies on the same scale.

The underlying requirement for the openness of this type of cooperation is trust. Establishing trust and building alliances is key to information warfare in that it ideally prevents partners from waging information war against one another. On the other hand, this trust comes at very high risk---namely that a partner who has access to open systems and trusted information has an opportunity to be corrupt and use that trusted information against the other partner or partners. Realistically speaking, the chance of such an event occurring is relatively slim. Moreover, because there is a low potential for corrupt behavior, the cost of the potential damage is perceived as less than the potential gains that can be obtained from cooperating.

Regarding the potential risk, Francis Fukuyama states the following:

"Hierarchies are necessary because all people cannot be trusted at all times to live by internalized ethical rules and do their fair share. They must ultimately be coerced by explicit rules and sanctions in the event that they do not live up to them." These types of power relationships, therefore, will always hinder the establishment of completely cooperative relationships. The maintenance of hierarchical organizational structures is one of the ways to protect against the potential criminal insiders who, with access to centralized information such as the Boeing example above, can perform acts of sabotage, corporate espionage, or steal information for financial gain. There are transaction costs associated with maintaining the hierarchy. In the cases where hierarchies are kept as a safeguard, the risk of losing the information or having the information used against the company in an act of warfare must be higher than the costs involved in maintaining the hierarchy.

8. In order to be competitive, what is the NSA doing according to the passage?
9. What should the government of a developing country do in order to be competitive in the world marketplace?
10. What do you think the author's attitude is towards hierarchies?

Passage 4

We live in southern California growing grapes, a first generation of vintners, our home adjacent to the vineyards and the winery. It's a very pretty place, and in order to earn the money to realize our dream of making wine, we worked for many years in a business that demanded several household moves, an incredible amount of risk-taking and long absences from my husband. When it was time, we traded in our old life, cinched up our belts and began the creation of the winery.

We make small amounts of premium wine, and our lives are dictated by the rhythm of nature and the demands of the living vines. The vines start sprouting tiny green tendrils in March and April, and the baby grapes begin to form in miniature, so perfect that they can be dipped in gold to form jewelry. The grapes swell and ripen in early fall, and when their sugar content is at the right level, they are harvested carefully by hand and crushed in small lots. The wine is fermented and tended until it is ready to be bottled. The vineyards shed their leaves, the vines are pruned and made ready for the dormant months--- and the next vintage.

It sounds nice, doesn't it? Living in the country, our days were spent in the

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ancient routine of the vineyard, knowing that the course of our lives as vintners was choreographed long ago and that if we practiced diligently, our wine would be good and we'd be successful. From the start we knew there was a price for the privilege of becoming a winemaking family, connected to the land and the caprices of nature.

We work hard at something we love, we are slow to panic over the daily emergencies, and we are nimble at solving problems as they arise. Some hazards to completing a successful vintage are expected: rain just before harvesting that can cause mold; electricity unexpectedly interrupted during the cold fermentation of white wine can damage it; a delayed payment from a major client when the money is needed.

There are outside influences that disrupt production and take patience, good will and perseverance. For example, the Bureau of Alcohol, Tobacco and Firearms regulates every facet of the wine business. A winery's records are audited as often as two or three times a year and every label--- newly written for each year's vintage---must be approved.

But the greatest threat to the winery, and one that almost made us lose heart, came out of a lawyer's imagination. Our little winery was served notice that we were named in a lawsuit accusing us of endangering the public health by using lead foils on our bottles (it was the only material used until recently) "without warning consumers of a possible risk." There it was, our winery's name listed with the industry's giants...

I must have asked a hundred times: "Who gets the money if the lawsuit is successful?" the answer was, and I never was able to assimilate it, the plaintiffs and their lawyers who filed the suit! Since the lawsuit was brought in on behalf of consumers, it seemed to me that consumers must get something if it was proved that a lead foil was dangerous to them. We were told one of the two consumer claimants was an employee of the firm filing the suit!

There are attorneys who focus their careers on lawsuits like this. It is an immense danger to the small businessman. Cash reserves can be used up in the blink of an eye when in the company of lawyers. As long as it's possible for anyone to sue anybody for anything, we are all in danger. As long as the legal profession allows members to practice law dishonorably and lawyers are congratulated for winning big money in this way, we'll all be plagued with a corruptible justice system.

11. The phrase "clinched up our belts," in the first paragraph, suggests that the couple

- a) thought creating a winery would be easy.
b) wore clothing that was too big.
c) strapped their belongings together and moved.
d) prepared for the difficult work ahead.
12. The grapes are harvested on a date that
a) may vary.
b) is traditionally set.
c) depends on the official approval.
d) is determined by availability of pickers.
13. According to the author, the life of vintners is most controlled by
a) the Bureau of Alcohol, Tobacco and Firearms.
b) unexpected changes in temperature.
c) the sugar content of the grapes.
d) the tempo of the seasons.
14. The writer complains that when she questioned the lawyers she
a) never got an answer.
b) never got a simple answer.
c) could make no sense of the answer.
d) could not believe what she got.
15. The writer thinks that the legal profession
a) strives to protect consumers.
b) includes rapacious attorneys.
c) does a good job of policing its members.
d) is part of an incorruptible system.

PART II Proof-reading and Error correction (20 points)

The following passage contains TEN errors. Each indicated line contains a maximum of ONE error. In each case, only ONE word is involved. You should proof-read the passage and correct it in the following way:

For a wrong word, underline the wrong word and write the correct one in the blank provided at the end of the line.

For a missing word, make the position of the missing word with a “^” sign and write the word you believe to be missing in the blank provided at the end of the line.

For an unnecessary word, cross the unnecessary word a slash “/” and put the word in the blank provided at the end of the line.

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Example

When ^art museum wants a new exhibits, (1) an
 It /never buys things in finished form and hangs them on the wall
 (2) never
 When a natural history museum wants an exhibition, (3) exhibits

The old-age paternalism of southern Canadians over Eskimos has died more slowly in the rural villages where Eskimos have been more reluctant to voice their opinions aggressively. This has
 been a frustration in government officials trying to develop local (1) _____
 leadership among the Eskimos, however a blessing to other de- (2) _____
 partments whose plans have been received without local obstruction. (3) _____
 In rural areas the obligations of kinship often ran counter (4) _____
 the best interests of the village and potential leaders were
 restrained from making positive contributions to the village council.
 More recently, therefore, the educated Eskimos have been (5) _____
 voicing over the interests of those in the rural areas. They are (6) _____
 trying out to persuade the government to recognize the rights of (7) _____
 full-time hunters, by protecting their territories from mining and
 oil prospectors, for example. The efforts of this active minority (8) _____
 is percolating through to the remoter villages whose inhabitants
 are becoming increasingly vocal.

Continuing change is inevitable but future development policy
 must recognize that most Eskimos retain much of its traditional (9) _____
 outlook on life. New schemes should focus on resources that
 the Eskimos are used to handling, rather than enterprises such as (10) _____
 mining.

Part III Filling each blank with one suitable word: (20 points)

I think I can date the beginning of my conversion --- for that, as you will see, is what it really is --- to a precise event during the war. I had torpedoed an Italian merchant (1) _____ in the Mediterranean. (2) _____ sank in (3) _____ than three minutes, but they (4) _____ to get a lifeboat away. I surfaced to see (5) _____ I could discover some information about my (6) _____. There were five men (7) _____ the boat. Two of (8) _____ were horribly injured, and one in (9) _____, a lad of about nineteen, had had the side of (10) _____ face blown away. We gave

them what medical (11)____ we could spare---and then a German plane came down (12)____ us and we had to dive in a (13)____. Even during the depth-charging that followed, the (14)____ of that boy haunted me. It was no (15)____ telling myself that this is one of the inevitable accidents of war: this was something I personally had (16)____ to a young man on the threshold of life, the only (17)____ he would ever have. It was my act in firing that (18)____ that had done it. The beastliness of war began to obsess me, and from that time (19)____ I could (20)____ fire a torpedo without feeling sick.

Part IV Vocabulary & Structure (20 points)

- The child was so noisy that his mother told him not to be such a _____.
A. nuisance B. trouble
C. bother D. worry
- After the party the children were allowed to finish off the _____ sandwiches and cakes.
A. additional B. leaving
C. remaining D. left
- During the famine, many people were _____ to eating grasses and leaves.
A. inclined B. reduced
C. obliged D. forced
- The writer was not used to speaking in public, but when the opportunity presents itself, he rose to the _____.
A. chance B. event
C. circumstance D. occasion
- The dispute between the unions and management will have to be settled by _____.
A. arbitration B. judgment
C. verdict D. perjury
- The salary is \$10,000 a year, with annual _____ of \$500 for ten years.
A. interest B. increments
C. bonuses D. dividends
- For my own part, it seems that the main requirement of an international language is that it _____.
A. will be easily learned B. is easily learned
C. would be easily learned D. be easily learned
- The video industry is developing so rapidly that almost anything _____ is written will be out of date by the time it is printed.

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- A. as B. which
C. that D. what
9. X-rays are able pass through objects and thus make _____ details that are otherwise impossible to observe.
A. it visible B. visible
C. visible D. they are visible
10. He _____ alone without any companion ever since the last year.
A. used to travel B. has been used to travel
C. used to travel D. was used to travel
11. The team really looks good tonight because the coach had them _____ every night this week.
A. practice B. to practice
C. practiced D. practicing
12. Consumers should do _____ than simply complain about the poor quality of goods.
A. some more B. much less
C. for less D. more
13. We hear that miniskirts are coming back into fashion, but I wonder if they'll really _____ again.
A. rule out B. come on
C. catch on D. wear out
14. Women are _____ against the restrictions on job opportunities.
A. proceeding B. artificial
C. revolving D. urgent
15. Although he hadn't got any academic qualifications, he had a lot of practical knowledge of navigation _____.
A. at his back B. at his fingertips
C. under his belt D. in his grasp
16. We don't expect everyone to be an expert in philosophy. But at least his writing should be _____.
A. intelligent B. diligent
C. intelligible D. interact
17. Being color-blind, Sally can't make a _____ between red and green.
A. difference B. distinction
C. comparison D. division
18. _____ I sympathize, I can't really do very much to help them out of the difficulties.

- A. As long as B. As
C. While D. Even
19. The ____ family in Chinese cities now spends more money on housing than before.
- A. normal B. average
C. usual D. general
20. The experiment requires more money than ____.
- A. have been put in B. being put in
C. has been put in D. to be put in

V Identifying the figures of speech. (25 points)

- To err is human, to forgive, divine.
- The sidewalks became tossing seas of umbrellas.
- The best work is done the way ants do things--- by tiny, tireless and regular additions.
- Though Henry Adams found Cambridge a "social desert", it flowed with intellectual milk and honey.
- I haven't seen you for ages.

VI. Dialogue Completion (20 points)

There are 10 short incomplete dialogues between two speakers, write down the answer that appropriately suits the conversational contexts.

- Doctor: _____
Patient: I'm much better. My stomach problem is gone. Now I just feel hungry.
- Client: Hello. May I speak to Mr. Turner?
Secretary: _____
- Friend A: Just call me Dad! My wife and I had our first baby.
Friend B: _____
- School secretary: Good morning. Can I help you?
Student: Yes, I'd like to enroll for the course.
School secretary: _____
- Robert: Mary, I'd like you to meet my new neighbor, Tom.
Mary: Hello, Tom. It's nice to meet you.
Tom: _____
- Man: Excuse me, madam. Do you mind if I smoke here?
Woman: _____

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7. Shop- assistant: May I help you, sir?
Customer: _____.
8. Pupil: Sorry, Mr. Wang. I'm late. My alarm clock didn't ring.
Teacher: _____.
9. Colleague A: Cigarette?
Colleague B: No, thank you. I've given up smoking. Haven't had one since last month.
Colleague A: _____.
10. Passer-by: _____
Local resident: Yes, there's one near the end of the street. It's behind the church.

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