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China Language Assessment

中国外语测评中心

In the service of all in need



北京外国语大学
BEIJING FOREIGN STUDIES UNIVERSITY



简介 | INTRODUCTION

北京外国语大学中国外语测评中心（China Language Assessment，简称 CLA）于 2014 年 9 月成立。

中国外语测评中心是由北京外国语大学组建成立的专业性外语测评研究与服务机构，集北京外国语大学、教育部人文社会科学重点研究基地中国外语与教育研究中心、国内最大的专业外语出版基地外语教学与研究出版社的优势资源于一体，凝聚国内外语言测评专家、学者的智慧，探索并建立外语人才评价标准，研发并实施各类外语考试，以推动我国外语教育发展与进步，为我国在新时期培养和选拔各层次优秀“国际人才”服务。

机构 | ORGANIZATION

(以姓氏笔画为序)

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□ 研究与开发中心

负责各项考试研发

□ 运营中心

负责各项考试运营



国际人才英语考试

English Test for International Communication

国际人才英语考试，简称“国才考试”，是北京外国语大学中国外语测评中心在中国各层次国际交往日趋频繁，国际影响不断增强，“一带一路”倡议持续深入，中国参与全球治理能力不断提高的大背景下，推出的英语沟通能力认证考试体系，旨在为用人单位招聘、选拔人才提供参考依据，尤其是选拔国家急需的具有全球视野、熟练运用外语、通晓国际规则、精通国际谈判的专业人才。“国才考试”充分体现“分类优秀”的理念，包括“国才初级”“国才中级”“国才高级”“国才高端”“国才高翻”五大类别，服务于各级各类、各行各业的人才培养与选拔。

“国才考试”在设计过程中得到了亚洲基础设施投资银行、国家开发银行、中国南方航空集团公司以及一些国际组织、跨国公司、外资企业、国内大型企事业单位人力资源部门的认可与支持，是评价国际人才英语能力的“行业标准”。

□ 设计理念

■ 聚焦沟通

“国才考试”重点考查全球经济一体化进程中，国际人才应具备的核心素养——英语沟通能力，考试的英文名称 English Test for International Communication (ETIC) 也为考试内涵作了最佳诠释。“英语沟通能力”是指运用英语完成各类沟通任务的能力，主要由三个维度体现：

一、国际视野与协商合作能力。国际视野是指考生能立足本国，放眼全球，了解世界历史和当今国际社会，关注世界性问题和人类的共同命运，了解世界不同文化，以开放姿态进行国际交流与合作，是全球化背景下所具有的知识、能力和素质的综合体现。协商合作能力是指考生应具备团队合作、发展共赢的意识，通过明辨事实、融通见解、求同存异，从而与他人共同解决问题的能力。

二、分析问题与解决问题的能力。考生能运用相关知识，用逻辑的、系统的、有序的方法发现、分析、解决现实工作中出现的问题。

三、跨文化理解与表达能力。考生能理解和尊重不同国家、民族以及群体的文化差异，并跨越这些差异进行有效沟通。

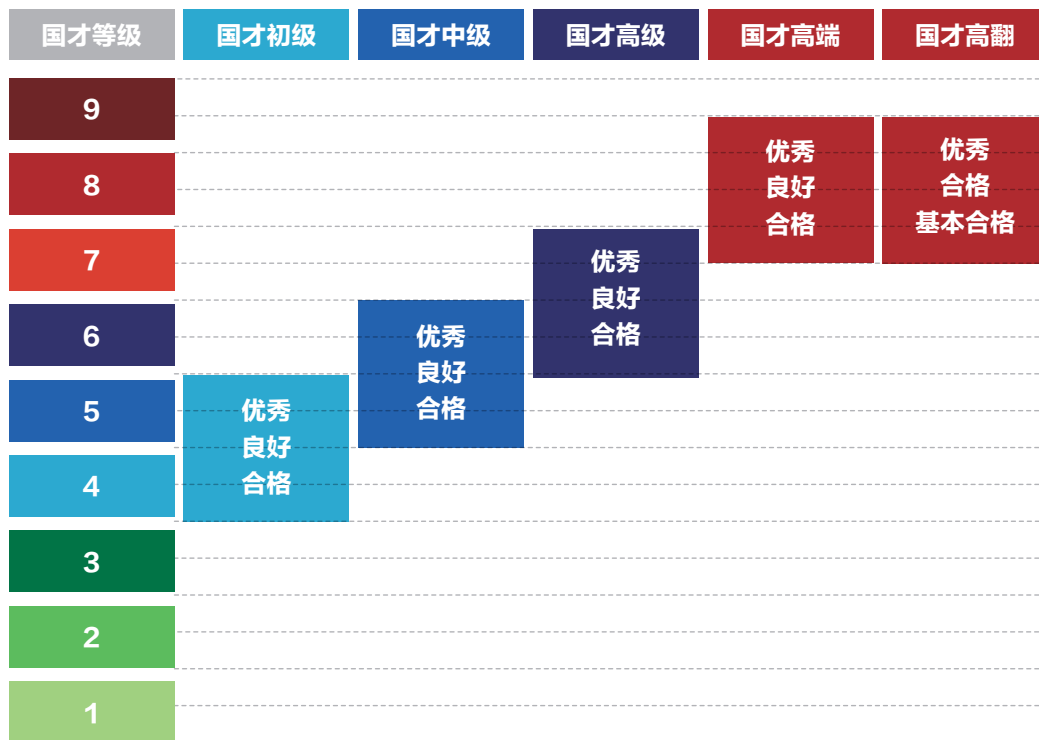


在“国才考试”中，国际视野主要通过考试任务的话题内容来体现；协商合作、分析与解决问题以及跨文化理解与表达的能力，则通过口头与书面沟通的各类典型任务来考查。

■ 服务职场

“国才考试”旨在评价、认定考生在各类国际交流活动中的英语沟通能力，为国际组织、政府机构、跨国企业等单位招聘、选拔人才提供参考依据。根据不同层次国际交流活动的不同需求，“国才考试”分为“国才初级”“国才中级”“国才高级”“国才高端”和“国才高翻”五个类别。

考生参加“国才考试”的结果将与国际人才英语能力等级标准体系相对应。国际人才英语能力等级标准是中国外语测评中心专门为评价行业人才英语沟通能力研发的一套标准体系，包含9个级别，与不同级别的岗位需求相对应。通过查看相应级别的语言能力描述，考生可以了解自己的语言水平以及处理相应工作的能力；用人单位可以根据明确的岗位需求，择优录用人才。



图：国际人才英语能力等级标准体系

□ 考试说明

国际人才英语考试（初级）

考 试 简 介

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

考试内容与要求

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

（一）口头沟通

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

表 1 口头沟通考试内容与要求

考试内容		考试时间
任务一	建立联系	7 分钟
任务二	交谈记录	7 分钟
任务三	联络业务	3 分钟
任务四	产品说明	3 分钟

任务一 建立联系 考生听八段简短对话，每段对话播放完毕后，重播第一个说话人的话语，要求考生即时复述第二个说话人的话语。本任务考查考生在既定情境下，理解互动交际话语的信息并以复述的方式进行回应的能力。

任务二 交谈记录 考生听一段对话，长度约 200 词，记录关键信息，补全笔记。本任务考查考生理解并呈现关键信息的能力。

任务三 联络业务 考生根据所给话题和提示，准备 90 秒后，用 1 分钟进行电话留言。本任务考查考生在既定情境下，以特定身份向指定对象口头传递、询问、商议信息的能力。

任务四 产品说明 考生根据所给话题和提示，准备 90 秒后，用 1 分钟向客户推介某一产品或服务。本任务考查考生在既定情境下，以特定身份向指定对象口头说明情况的能力。

（二）书面沟通

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

表 2 书面沟通考试内容与要求

考试内容		考试时间
任务一	浏览材料	10 分钟
任务二	分析材料	15 分钟
任务三	整理材料	15 分钟
任务四	撰写邮件	20 分钟

任务一 浏览材料 考生阅读一篇 300 词左右的说明性材料，为段落选择正确的标题。本任务重点考查考生归纳段落大意的能力。

任务二 分析材料 考生阅读三篇 300 词左右的说明性材料，判别所给信息的出处。本任务考查考生理解关键信息的能力。

任务三 整理材料 考生阅读两篇 300 词左右的说明性材料，选取文中信息填写表格。本任务重点考查考生理解并呈现关键信息的能力。

任务四 撰写邮件 考生根据所给话题及要点撰写一封 50 词左右的邮件。本任务考查考生在既定情境下，以特定身份向指定对象说明情况的能力。

等级评定与证书颁发

考试成绩分为优秀、良好、合格、不合格四个等级。成绩达到合格及以上等级，方可获得证书。

国际人才英语考试（中级）

考试简介

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

考试内容与要求

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

（一）口头沟通

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

表 1 口头沟通考试内容与要求

考试内容		考试时间
任务一	发言分析	8 分钟
任务二	数据解说	7 分钟
任务三	业务介绍	6 分钟
任务四	商务演讲	4 分钟

任务一 发言分析 考生听五段发言，内容为不同发言人围绕同一议题发表的观点，要求考生口头回答与发言主旨相关的问题。本任务考查考生理解主旨大意的能力。

任务二 数据解说 考生阅读一份商务图表，根据图表所示数据信息，口头回答提问。本任务考查考生理解、转述数据信息的能力。

任务三 业务介绍 考生阅读一份 300 词左右的介绍类材料，如公司或产品简介等，准备 90 秒后用 1 分钟向客户介绍其主要内容。本任务考查考生根据所给材料口头概括主要信息的能力。

任务四 商务演讲 考生就日常工作类话题准备 90 秒后，用 1 分钟进行发言。本任务考查考生根据既定情境，以特定身份向指定对象口头传递信息、说明情况、说服他人的能力。

(二) 书面沟通

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

表 2 书面沟通考试内容与要求

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

任务一 梳理信息 考生阅读一篇 600 词左右的书面材料（说明性材料），补全内容概要。本任务考查考生概括主旨大意和理解关键信息的能力。

任务二 研判材料 考生阅读一篇 600 词左右的书面材料（论证性材料），选取正确信息。本任务考查考生分析作者观点、论据和论证过程的能力。

任务三 撰写信函 考生阅读一封 80 词左右的邮件或信函，根据要求回复邮件或信函，词数在 70 左右。本任务考查考生根据既定情境，以特定身份向指定对象传递信息、说明情况的能力。

任务四 撰写提案 考生依照给定话题及要点撰写一封 150-200 词的商务提案。本任务考查考生根据既定情境，以特定身份向指定对象阐明及论述观点的能力。

等级评定与证书颁发

考试成绩分为优秀、良好、合格、不合格四个等级。成绩达到合格及以上等级，方可获得证书。

国际人才英语考试（高级）

考试简介

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

考试内容与要求

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

（一）口头沟通

本部分由商务演讲、商务公关、谈判决策三项任务组成。时间约 15 分钟。

表 1 口头沟通考试内容与要求

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

任务一 商务演讲 考生根据给定话题进行发言，准备时间 2 分钟，发言时间 90 秒。本任务考查考生根据给定的商务情境，以特定身份向指定对象陈述个人观点的能力。

任务二 商务公关 考生阅读一段背景信息材料，根据要求进行发言，准备时间 2 分钟，发言时间 90 秒。材料内容涉及企业的公共关系管理。本任务考查考生根据给定的商务情境，以特定身份向指定对象描述问题、阐述相应措施的能力。

任务三 谈判决策 考生听一段或观看一段 2 分钟左右的商务谈判录音或视频，根据要求进行发言，准备时间 2 分钟，发言时间 90 秒。录音或视频内容涉及谈判双方争议、立场等，考生需总结双方已经达成一致的内容，就未达成一致的部分，根据要求给出指定一方的解决方案或妥协意见，并解释原因。本任务考查考生根据给定的商务谈判情境，以特定身份分析争议、做出决策的能力。

（二）书面沟通

本部分由撰写信函、撰写报告、撰写提案三项任务组成。时间约 90 分钟。

表 2 书面沟通考试内容与要求

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

任务一 撰写信函 考生根据要求撰写一封 150 词左右的商务信函，内容涉及发出邀请、回应请求、解释进展、征求意见、咨询信息等。本任务考查考生根据给定的商务情境，以特定身份向指定对象描述、解释、说明情况的能力。

任务二 撰写报告 考生阅读一份商务图表，按要求撰写一份 150 词左右的报告。本任务考查考生描述、比较、概括图表关键信息的能力。

任务三 撰写提案 考生根据要求撰写一份 300 词左右的商务提案，考生需提出并论证某一提议。本任务考查考生根据给定的商务情境，以特定身份向指定对象阐明目的、分析现状、解释需求及进行论证的能力。

等级评定与证书颁发

考试成绩分为优秀、良好、合格、不合格四个等级。成绩达到合格及以上等级，方可获得证书。

国际人才英语考试（高端）

考试简介

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

考试内容与要求

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

（一）口头沟通

本部分由发言总结、焦点论辩和交替传译三项任务组成。时间约 30 分钟。

表 1 口头沟通考试内容与要求

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

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

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

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

（二）书面沟通

本部分由时评分析、要事评论和文件翻译三项任务组成。时间为 140 分钟。

表 2 书面沟通考试内容与要求

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

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

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

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

等级评定与证书颁发

考试成绩分为优秀、良好、合格、不合格四个等级。成绩达到合格及以上等级，方可获得证书。

国际人才英语考试（高翻笔译）

国际人才英语考试（高翻），简称“国才高翻”，前身即教育部考试中心与北京外国语大学合作举办的“全国外语翻译证书考试（NAETI）”。“国才高翻”分笔译、交替传译和同声传译三类，为广大从业人员和在校大学生提供专业、权威的翻译能力认证服务。

考 试 简 介

“国才高翻（笔译）”用于评价、认定高校学生及社会人士从事科技、法律、商务、经贸等专业性文本翻译以及各类国际会议一般性文件翻译的能力。

考 试 内 容 与 要 求

“国才高翻（笔译）”由专题文件及官方文件的英译汉、汉译英共四项任务组成。考试采用计算机辅助形式。考试时间约 180 分钟。

国才高翻（笔译）考试内容与要求

	考试内容		考试时间
任务一	英译汉	专题文件	180 分钟
任务二		官方文件	
任务三	汉译英	专题文件	
任务四		官方文件	

任务一、二为英译汉，要求考生在规定时间内将两篇 300 词左右的英语文章译成汉语。

任务三、四为汉译英，要求考生在规定时间内将两篇 300 字左右的汉语文章译成英语。

等 级 评 定 与 证 书 颁 发

考试成绩分为优秀、合格、基本合格、不合格四个等级。成绩达到基本合格及以上等级，方可获得证书。

国际人才英语考试（高翻交传）

考试简介

“国才高翻(交传)”用于评价、认定高校学生及社会人士在会议、会谈等各类场合中进行交替传译的能力。

考试内容与要求

“国才高翻(交传)”由英译汉、汉译英两个任务组成。考试采用计算机辅助形式。考试时间约30分钟。

国才高翻（交传）考试内容与要求

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

任务一为英译汉，要求考生将一段600词左右的英语讲话译成汉语。

任务二为汉译英，要求考生将一段800字左右的汉语讲话译成英语。

等级评定与证书颁发

考试成绩分为优秀、合格、基本合格、不合格四个等级。成绩达到基本合格及以上等级，方可获得证书。

国际人才英语考试（高翻同传）

考试简介

“国才高翻（同传）”用于评价、认定高校学生及社会人士在会议、会谈等各类场合中进行同声传译的能力。

考试内容与要求

“国才高翻（同传）”由英译汉、汉译英两个任务组成。考试采用计算机辅助形式。考试时间约 30 分钟。

国才高翻（同传）考试内容与要求

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

任务一为英译汉，要求考生将一段 1000 词左右的英语讲话译成汉语。

任务二为汉译英，要求考生将一段 1400 字左右的汉语讲话译成英语。

等级评定与证书颁发

考试成绩分为优秀、合格、基本合格、不合格四个等级。成绩达到基本合格及以上等级，方可获得证书。

□ 考试安排

■ 考试时间

“国才考试”每年上、下半年各举行一次考试，时间分别在5月、11月的第二个周末。

■ 考试地点

北京、天津、石家庄、承德、秦皇岛、唐山、保定、邯郸、太原、大同、运城、呼和浩特、沈阳、大连、长春、吉林、四平、延吉、哈尔滨、齐齐哈尔、牡丹江、大庆、上海、南京、徐州、苏州、镇江、杭州、宁波、合肥、福州、厦门、泉州、南昌、济南、青岛、烟台、威海、郑州、武汉、黄石、宜昌、十堰、恩施、长沙、广州、深圳、珠海、南宁、桂林、海口、重庆、成都、南充、贵阳、昆明、西安、兰州、西宁、银川、乌鲁木齐、阿克苏

■ 报名方式

登录“国才考试”官网 etic.claonline.cn，点击“考试报名”在线注册报名及缴费。

(具体考试时间、地点及科目安排请以“国才考试”官网通知为准)

■ 信息咨询

官方网站: etic.claonline.cn

官方邮箱: cla@claonline.cn

咨询电话: (010) 88819772

官方微信:



国才考试官方微信



国才考试微信客服

附：国际人才英语考试 样题

国际人才英语考试（初级）样题

第一部分 口头沟通

Task 1

You will hear 8 short conversations between Speaker A and Speaker B, each conversation will be played only ONCE. You will then hear Speaker A again. After that, please reproduce Speaker B's reply exactly as you hear it. You must respond within 15 seconds after you hear a tone. (Note-taking is allowed while you listen.)

Script

1. A: Where was your company founded?
B: In the City of London, UK.
2. A: Hi, Tom. How was your flight?
B: Good, I enjoyed the food and drink very much.
3. A: Excuse me. Let me check your car license plate number.
B: Of course. It's V-1-C-4-6-7-8.
4. A: How many days will you stay here?
B: 5, 3 on business and 2 days sightseeing.
5. A: Welcome to the Science and Technology Show, what can I do for you?
B: Thank you, I need to check the Show schedule.
6. A: Is this your first time in Beijing?
B: Oh, No. I have been here three times before on business.
7. A: Which city do you prefer, Beijing or Shanghai?
B: I prefer Beijing for its historical and cultural attractions.
8. A: I've had a wonderful time today working with you.
B: Me too, I'm looking forward to seeing you again in New York.

Task 2

You will hear a conversation between a customer and a customer service representative. The conversation will be played twice. Complete the telephone message by filling in the blanks. Write ONLY ONE word or number in each blank.

Telephone Message

Caller's company: (1) _____
Issues complained: No user's (2) _____ included in the packages
Date received: (3) _____ 13th
Total number of packages: (4) _____
Solution: The customer will provide the (5) _____ of the sales reps, and we will send the guides to them.
The Customer's telephone number: (6) _____ (only available from 9:00 a.m. to (7) _____ Monday to Friday)

Script:

Customer services: Hello, Alistair & Young Telephone Company, how may I help you?

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

Customer services: Sorry, what's the company's name again?

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

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

Customer: Yes, all 267 packages.

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

Customer: Right, what do you suggest?

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

Customer: All of them?

Customer Services: Yes.

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

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

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

Task 3

You are Simon Wang, Human Resources representative at Public Advertising. You are going to call Joe Xu, a job applicant for the position of project manager. You want to arrange a job interview with him at 2:00 p.m. on July 20th, 2017. You will have 30 seconds to read the prompts below and 90 seconds to prepare. Then leave a phone message within 60 seconds covering the key information of the prompts.

1. *My name*

2. *My company name*

3. *Job vacancy*

4. *Interview time and date*

5. *Ask for a return call*

Task 4

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

Why choose our computers?

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

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

第二部分 书面沟通

Task 1

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

1. Paragraph 1 _____
2. Paragraph 2 _____
3. Paragraph 3 _____
4. Paragraph 4 _____
5. Paragraph 5 _____

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

Disposable Cameras Are the Future

Paragraph 1

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

Paragraph 2

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

Paragraph 3

While you could argue this easy ability to store, share and enjoy photos is fantastic, it also could be said that photographs have lost some of their meaning. I have over 1000 pictures on my smartphone and several thousand stored on my computer. Sometimes, however, I'll be in the middle of taking or posting a photo and think, is this really something worth doing?

Paragraph 4

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

Paragraph 5

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

Task 2
Read Questions 1-8 and Texts A, B, and C below. Decide which text answers each question. For each blank, choose A, B, or C that stands for the text.

Which text

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

Text A

Tips for Good Behavior at Job Interviews

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

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

Text B

Dear Mr. Roberts:

Thank you for taking the time out of your busy schedule to talk to me about the Senior Programmer Analyst position.

I appreciate your time and consideration in interviewing me for this position.

After speaking with you and the group, I believe that I would be a perfect candidate for this position, offering the quick learning and adaptability that is needed for a diversified position.

In addition to my enthusiasm for performing well, I would bring the technical and analytical skills necessary to get the job

done.

I am very interested in working for you and look forward to hearing from you once the final decisions are made regarding the position. Please feel free to contact me at any time if further information is needed. My cell phone number is 773-338-2406. Thank you again for your time and consideration.

Sincerely,

Jack Jordan

Text C



Task 3

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

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

国际人才英语考试（中级）样题

第一部分 口头沟通

Task 1

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

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

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

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

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

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

Script:

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

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

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

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

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

Text A

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

Text B

The National Science Museum is a scientific and culture facility which studies and exhibits various scientific materials. It was first established in 1945 and it is now best known for the only world-class space theater in Korea. The 242 seats are available on a first-come first-serve basis. It can re-create the appearance of a night sky. What separates it from traditional museums is its high-tech special devices, which enable the museum to offer a virtual reality experience in space development. There are exhibits featuring about 4000 items based on nature and natural science at the Permanent Exhibit Hall. The exhibits help visitors of all ages to easily understand the theories of science and the wonders of nature.

Task 4

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

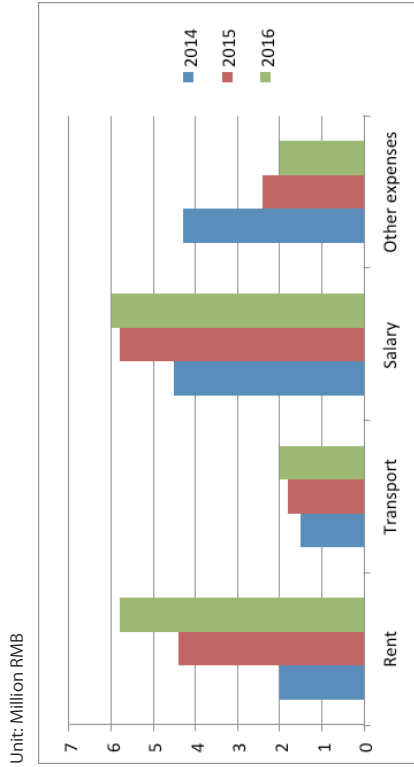
- to let them know when construction work will start and finish each day
- to let them know where the construction work will take place
- to apologize to them for any inconvenience caused.

Write 50 words within 20 minutes.

Task 2

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

Major Expenses at Venti Ltd



Now please answer the questions:

Question 1. How much did the company pay in rent in 2014?

Question 2. For rent costs, which was the fastest growth year?

Question 3. Which expense sector has had steady growth over the past three years?

Question 4. What was the biggest expense in the year 2016?

Question 5. Which expense was second highest in 2016?

Question 6. For salary, which year saw sharp growth?

Question 7. Which expense sector decreased over these three years?

Question 8. In which year did other expenses decline sharply?

Task 3

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

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

Weihua advocates openness, collaboration, and shared success. Through joint innovation with our partners and peers we are expanding the value of information and communication technology to establish a robust and symbiotic industry ecosystem.

Weihua actively participates in over 300 standards organizations, industry associations, and open source communities, having submitted over 43,000 proposals to drive standardization and pave the way for more effective collaboration. We have joined forces with industry partners to innovate in emerging domains like cloud computing, software-defined networking (SDN), network functions virtualization (NFV), and 5G. Together, we are promoting ongoing, collaborative industry development.

As a responsible corporate citizen, Weihua has made a significant contribution to bridging the digital divide. We are keenly aware of the importance of telecommunications in emergency response situations: Facing Ebola-affected areas in West Africa, nuclear contamination after the Japanese tsunami, and the massive earthquake that struck Sichuan, China, we hold fast in disaster zones to help restore communications networks and ensure the reliable operation of critical telecom equipment. To further promote sustainability, we develop the next generation of information and communications technology (ICT) talent with our global Seeds for the Future program, in which we give university students the opportunity to visit China, receive training, and gain first-hand experience in the ICT industry.

Task 4

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

You should cover the following points:

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

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

第二部分 书面沟通

Task 1

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

Planning Business Research

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

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

As when preparing a simple report, you must have a clear understanding of your audience, both primary and secondary.

The authorization facts may tell you who the receivers are, or you may need to determine who they will be. When you initiate a research plan, decide whom you want to influence with the report. Sometimes you cannot determine the full audience until you have clearly defined the problem. The definition of the problem may provide a clearer view of potential audience for the report. As the problem is the central focus of the research, a clear, concise statement of the problem keeps the researcher on target. To conduct business research, you must distinguish between the managerial problem and the research problem. The observable phenomena about which a decision must be made comprise the managerial problem. Such phenomena are also called the symptoms of the problem. But a manager who looks at several symptoms may decide that a deeper problem exists. That question would become the research problem or research question.

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

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

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

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

Planning Business Research: An Outline

I. Obtain or Review Authorization

1. Need no additional authorization if (1) _____;
2. Seek additional authorization when mandated by the situation;
3. Review (2) _____;

II. (3) _____

1. Refer to (4) _____;
2. Define the problem clearly;

III. Define the problem

1. Identify managerial problems which are (5) _____;
2. Specify research question which lies behind managerial problems;

IV. Clarify Purpose

1. State as objectives when (6) _____;
2. State purpose and problem independently when different;

V. (7) _____

1. Identify specific factors or elements for analysis;
 2. Conduct (8) _____ for this purpose;
- VI. State Delimitations and Limitations

1. State delimitations to set (9) _____;
2. State limitations to recognize (10) _____;

VII. Prepare to collect relevant data

Task 2

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

The Wrong Reasons to Fear Uber

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

II. Cheating Authorities?

(1) Uber was using a program known as Grayball to disable its ridesharing APP when riders are suspected to be violating its terms of service. (2) Designed initially to block banned users, the program was later adapted to avoid government inspections. (3)

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

III. Cheating drivers?

(1) Another accusation against Uber is that in its poor welfare system its drivers are treated badly. (2) Indeed, Uber treats its drivers as contractors, not employees, which means that they are not provided with workplace protections and benefits. However, unlike ordinary employees, Uber drivers are free to work as much or as little as they want. They provide their own "tools" (cars) and bear their own expenses. (3) 80% of Uber drivers work less than 34 hours per week, whereas only 20% of taxi drivers enjoy such freedom and Uber drivers also earn more per hour. (4) A research done by a group from New York University suggests that the Uber drivers' satisfaction levels are relatively high, tampered only by recent declines in fares passengers pay.

IV. Cheating Society?

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

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

VI. Uber's Real Threat...

... is market power. Traditional taxi prices – even when regulated – are not much above cost. But Uber is increasingly displacing the old taxi model. And the ridesharing network is a platform, which, like social networks, the larger it is, the more valuable it will be. Riders prefer a network with many cars roaming the neighborhood, and drivers prefer a network with more rider-subscribers. Uber, in economic terms, is building a natural monopoly.

VII. (1) Once it achieves transportation dominance, what would stop Uber from raising prices? (2) It already uses "surge pricing" at intervals with excess demand. (3) And will it service the remote locations that taxi companies are currently required by law to reach? (4) It is hard to imagine that Uber's pace of innovation would slow down, but the market power it secures would eventually erode its most desirable feature: low fares.

Questions 1-10

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

Task 3

Read part of an email below from Anna Brown, an Account Executive of Buzz Advertising.

I wanted to let you know that we had a staff meeting in the morning even though you were unable to attend. Bob informed everyone about the progress made by our department in reaching out to the Tianjin market.

We also discussed some issues related to confidentiality of data filings and the budget update. You will find the detailed description on your desk.

Please get back to me with any questions or concerns that you may have.

Write an email to Ms. Brown:

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

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

Task 4

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

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

Write a report for the manager which includes:

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

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

国际人才英语考试（高级）样题

第一部分 口头沟通

Task 1

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

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

Task 2

You work as a Public Relations manager in a large retailing company. Unfortunately, the marketing department of your company published the wrong phone number in its catalog, and suddenly someone was getting hundreds of phone calls every day. Give a briefing on the event to a local newspaper journalist. In the briefing, you need to explain the possible actions your company intends to take.

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

Task 3

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

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

Scripts:

Michael: Shall we check what we've agreed?

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

Michael: That's correct.

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

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

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

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

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

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

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

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

第二部分 书面沟通

Task 1

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

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

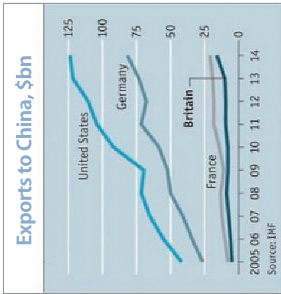
Write about **150** words within 25 minutes.

You do NOT need to write any addresses.

Task 2

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

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



Task 3

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

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

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

国际人才英语考试（高端）样题

第一部分 口头沟通

Task 1

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

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

Reading passage

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

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

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

scripts:

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

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

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

Also, we cannot leave out potential health hazards to workers when construction of nuclear power plants becomes the center of the controversy. It is an undeniable fact that any worker on the premises of a plant will be exposed to dangerous radiation. Although some say it is a minimal amount, the important point is that they are still exposed to it almost daily. And we may be led to think that there have been no cases of serious illness involving workers associated with exposure to

radiation. But have you ever thought that this may be because these occupational illnesses take a long time to manifest themselves? In light of these facts, we must be more cautious before we begin to resort to nuclear energy as our principal energy source.

Task 2

Read the following passage and answer the question for debate.

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

Reading passage

The Cost of Cool

A huge amount of air conditioning will be installed globally in coming years, and the implications for climate change are profound. Air conditioning is still a relative rarity in many countries, including those with very hot climates. But as these countries boom in wealth and population and extend electricity to more people, the projections are clear: A huge amount of air conditioning will be installed globally in coming years, not just for comfort but also as a health necessity.

In just 15 years, for example, urban areas in China have gone from just a few percentage points of air-conditioning penetration to 100 percent, according to a 2015 report by researchers at Lawrence Berkeley National Laboratory.

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

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

Question:

Imagine you are a delegate attending an international conference on greenhouse gas emission and climate change. Regarding the air-conditioning issue mentioned in the above article, some delegates have proposed an initiative to discourage the use of air-conditioners worldwide.

However, you represent delegates who **DISAGREE** with this proposal. Please illustrate your reasons on why you are against this initiative. You are expected to provide your own argument(s) with analysis to support your position.

Task 3

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

录音稿:

尊敬的各位国际组织代表、嘉宾、媒体朋友们:

大家好!

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

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

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

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

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

第二部分 书面沟通

Task 1

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

Energy Security

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

Document 1: This short opinion piece appeared in the *National Review* on June 30, 2008.

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

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

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

foreign oil today.

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

Superior US technology has made it possible to drill in the environmentally sensitive areas off our coasts with minimal disturbance to the surrounding ecosystem. It is better to increase production in the US than to allow high prices to spur increased production in countries with worse environmental track records. With oil nearing \$140 a barrel, there are no good reasons for keeping this supply off the market.

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

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

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

Document 2: This brief position statement is from the February 26, 2009 issue of the *Wall Street Journal Europe*.

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

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

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

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

BP has already demonstrated its commitment to a diverse energy portfolio. We're the largest producer of oil and gas in the US. We're also investing more than \$8 billion over 10 years to develop solar, wind, hydrogen power and biofuels. We support energy conservation and efficiency, as well as addressing climate change via a cap-and-trade system to harness the power of the market to reduce CO2 emissions.

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

First, energy providers and governments must have confidence in one another. An adversarial stance does nothing to increase

the supply of energy. Regulatory policies need to be sensible, stable and right the first time.

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

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

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

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

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

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

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

Task 2

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

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

Write at least **350** words.

Task 3

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

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

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

国际人才英语考试（高翻笔译）样题

Translation from English to Chinese

Read the following two passages and translate them to Chinese.

Task 1

Preventing Disease through Healthy Environments

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

This second edition of Preventing Disease through Healthy Environments:

- Updates the 2006 publication and presents the latest evidence on environment-disease links and their devastating impact on global health.
- Systematically analyses and quantifies how different diseases are impacted by environmental risks, detailing the regions and populations most vulnerable to environmentally mediated death, disease and injury.
- Is exhaustive in its coverage – the health impacts of environmental risks across more than 100 diseases and injuries are covered. Some of these environmental factors are well known, such as unsafe drinkingwater and sanitation, and air pollution and indoor stoves; others less so, such as climate change or the built environment.
- Highlights promising areas for immediate intervention and gaps where further research is needed to establish the linkages and quantify the burden of disease for various environmental risk factors.

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

Task 2

The Rule of Law and Transitional Justice in Conflict and Post-conflict Societies

Recent years have seen an increased focus by the United Nations on questions of transitional justice and the rule of law in conflict and post-conflict societies, yielding important lessons for our future activities. Success will depend on a number of critical

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

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

Translation from Chinese to English

Read the following two passages and translate them to English.

Task 3

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

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

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

Task 4

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

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

国际人才英语考试（高翻交传）样题

Task 1

Consecutive Interpreting: English to Chinese

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

scripts:

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

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

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

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

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

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

Technology companies. China no longer wants to sell the world tennis shoes. They want to sell the world cars, jumbos jet liners. So any companies around that have technology they can bring to China will have opportunities. Any Chinese

companies that can innovate and develop technology are going to have a very good future. Particularly in the environmental arena. [TONE]//[TONE]

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

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

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

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

Task 2

Consecutive Interpreting: Chinese to English

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

录音稿:

尊敬的各位:

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

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

应该说, 中国政府一直高度重视防盲工作, 尤其是在过去的五年期间, 我们中国叫第十二个五年规划, 就是五年一规划, 在十二五规划期间, 中国政府大力推进防盲工作, 不断地加强防盲治盲的网络体系, 还有我们专业技术人员队伍的建设, 提高了主要致盲性眼病的防治效率。[TONE]//[TONE] 建立并不断完善国家、省和市级的防盲治盲的管理体系, 技术指导体系和服务体系, 构建了以我们政府为主导的体系, 开展防盲治盲工作, 同时积极争取社会各界方面参与到这项工作中来。应该说从目前来讲, 我们已经基本形成了一套适合我国国情的防盲治盲工作模式, 主要致盲性的一些眼疾得到了有效控制。[TONE]//[TONE]

中国政府从 2009-2013 年, 中央财政投入了 11.39 亿人民币, 用来实施百万贫困白内障复明工程这样一个项目, 我们在全国一共有一千万的白内障患者做了这样的手术, 使他们重新见到了光明。[TONE]//[TONE] 目前呢, 中国的白内障内障手术率, 我们有个指标就 CSR, 大家如果是从事这个专业的应该比较清楚, 它是评价白内障治疗的一个指标。我们的这个指标从 2000 年的 370, 也就是百万人中有 370 个人能够接受白内障复明的手术, 现在是在上升到了 2015 年, 也就是我们今年最新的数字是 1400, 进步还是很大的。[TONE]//[TONE]

国际人才英语考试（高翻同传）样题

Task 1

Simultaneous Interpreting: English to Chinese

In this task, you will hear a speech by Mr. Rudolf Hundstorfer, Federal Minister for Labour, Social Affairs and Consumer Protection of the Republic of Austria, delivered on the opening plenary of the High Level Political Forum on Sustainable Development under the auspices of ECOSOC and titled "Strengthening integration, implementation and review - HLPF after 2015". Please interpret the speech into Chinese while the speaker speaks.

scripts :

Mr. Chairman, Excellencies, Ladies and Gentlemen,

First of all, I would like to thank you for inviting me to this Forum. It is a great honor to address you on this important occasion. 2015 is a crucial year for sustainable development as the end of the year also marks the end of the Millennium Development Goals. The MDGs have helped to mobilize collective action and international cooperation, producing remarkable successes. Extreme poverty has been halved, more than 3 million deaths from malaria have been avoided and more than 20 million lives have been saved from tuberculosis.

But there is plenty of work left to be done. In addition to poverty, hunger and diseases, the pressing challenges we still face include growing inequality, as well as rising unemployment and precarious employment situations, to name just a few.

As you know, we are in the middle of elaborating a new global development agenda for the period after 2015. The Open Working Group on sustainable development goals defined 17 sustainable development goals in its report last year. These goals cover all three dimensions of sustainable development, namely its social, economic and environmental pillars. Based on this report, the Secretary General has presented his vision of a universal, integrated and transformative agenda for sustainable development. At the end of September the Heads of State and Government will convene in New York to adopt the post-2015 agenda.

Ladies and gentlemen, one thing is certain: For the implementation of this new development agenda to be successful, an effective follow-up and review mechanism is necessary.

It is this forum, the High-Level Political Forum, which will take on this important function on the global level, together with the Economic and Social Council. The Forum will play a decisive role in following up on the implementation of sustainable development commitments and reviewing the progress made. Multi-stakeholder cooperation, as well as the participation of all major groups and all relevant actors, is essential in this context.

The High-Level Political Forum will have to play a key oversight role in order to maintain political commitment, provide guidance, share best-practice, and make recommendations for further action at the national, regional and global levels. Great importance must also be given to developing suitable indicators as well as providing reliable data and statistics.

Ladies and gentlemen, as Minister for Social Affairs, allow me to share with you some thoughts regarding the social dimension of sustainable development.

The Open Working Group's report contains ambitious goals in this respect. After all, the global challenges are enormous.

Personally, I attach great importance to the following four issues:

Firstly, eradicating poverty in all its forms must be at the heart of all our policies. According to recent World Bank statistics, 1 billion people have to live on less than 1.25 US dollars a day. Tackling poverty, social exclusion and inequality across and within countries—must be at the top of our political agenda. And our anti-poverty strategies must reflect the multi-dimensional nature of poverty. We must develop effective policies through which poor people can improve their livelihoods and get access to health and social services, as well as education.

Secondly, we need decent work and full, productive employment for all. Employment and an adequate income are the best protection against poverty, and they are key in addressing inequality and social exclusion. Worldwide, over 200 million women and men are currently unemployed; 74 million young people were looking for work last year. Youth unemployment is almost three times as high as unemployment in adults. Women, young people, migrants and other disadvantaged groups are overrepresented when it comes to precarious work and insecure jobs, often in the informal sector.

We must promote the Decent Work Agenda and the implementation of the ILO's Global Jobs Pact. We need strong international cooperation in order to develop employment-promoting strategies. And youth employment must be a top priority.

Social dialogue is very helpful in this context. In Austria, for example, trade unions and employers' organizations successfully cooperate with each other and the government in developing social, economic and employment policy.

Thirdly, social protection is fundamental for sustainable development. Some of the world's most advanced economies are successful because they have good social protection systems. ILO Recommendation 202 regarding "social protection floors" puts forward the concept of a fundamental basis for social protection for all citizens in accordance with national conditions.

Investment in social protection pays as the money spent on it eventually flows back through increased demand. In addition to revenues, this requires sound national policies, strong institutions and the rule of law. International cooperation and support can effectively contribute to capacity and institution building. The informal sector needs to be formalized, and fiscal and social policies must be coordinated. Social protection for all by 2030 is feasible, ladies and gentlemen. It depends entirely on political will.

Finally, we must promote the social inclusion of disadvantaged and marginalized groups.

This is a crucial strategy in fighting poverty as it affects large segments of our societies. For example, nearly 50 per cent of all people of pensionable age do not receive a pension. Many children and young people lack access to high-quality education and vocational training. People with disabilities are overrepresented among the poor. Women do not find a level playing field in many areas.

The social exclusion of these and other groups means a waste of potential and high costs for society as a whole. Non-discrimination, equal rights and social inclusion must therefore be our guiding principles in implementing sustainable policies.

In conclusion, I am deeply convinced that social policies are just as important as economic and environmental policies in connection with sustainable development. I appeal to you, ladies and gentlemen, to ensure that the social dimension plays a key role in the upcoming follow-up and review process. This will be crucial if we want to reach our common goal – life in dignity for all.

In this spirit, ladies and gentlemen, let me wish you rewarding discussions over the next two weeks. Thank you very much for your attention.

Task 2

Simultaneous Interpreting: Chinese to English

In this task, you will hear a speech by President Xi Jinping on the joint opening ceremony for the Eighth China-US dialogue and seventh consultation on people-to-people exchanges. Please interpret the speech into English while the speaker speaks.

录音稿:

克里国务卿，雅各布·卢茨长，各位来宾，女士们，先生们，朋友们：

今天，第八轮中美战略与经济对话和第七轮中美人文交流高层磋商在北京举行。首先，我对对话和磋商的开幕，表示衷心的祝贺！对远道而来的美国朋友，表示热烈的欢迎！

3年前的这个时节，我向奥巴马总统在安纳伯格庄园举行会晤，双方同意加强战略沟通，拓展务实合作，妥善管控分歧，努力构建中美新型大国关系。

一分耕耘，一分收获。3年耕耘，我们有了不少收获。在双方努力下，中美两国在双边、地区、全球层面众多领域开展合作，推动两国关系发展取得新成果。这些合作给中美双方带来了实实在在的利益的，也有力促进了亚太地区及世界和平、稳定、发展。

3年的成果来之不易，也给了我们很多启示，最根本的一条就是双方要坚持不冲突、不对抗、相互尊重、合作共赢的原则，坚定不移推进中美新型大国关系建设。无论国际风云如何变幻，我们都应该坚持这个大方向，毫不动摇为之努力。

现在，世界多极化、经济全球化、社会信息化深入推进，各种挑战层出不穷，各国利益紧密相连。零和博弈、冲突对抗早已不合时宜，同舟共济、合作共赢成为时代要求。作为世界上最大的发展中国家、最大的发达国家和前两大经济体，中美两国更应该从两国人民和各国人民根本利益出发，勇于担当，朝着构建中美新型大国关系的方向奋力前行。

我们要增强两国互信。我们要防止浮云遮眼，避免战略误判，就要通过经常性沟通，积累战略互信。

我们要积极拓展两国互利合作。要坚持共赢理念，不断提高合作水平。当前，要着力加强宏观经济政策协调，同有关各方一道推动二十国集团领导人杭州峰会取得积极成果，向国际社会传递信心，为世界经济注入动力。要力争早日达成互利共赢的中美投资协定。要深化两国在气候变化、发展、网络、反恐、防扩散、两军、执法等领域交流合作，加强双方在重大国际和地区以及全球性议题上的沟通和协调。

我们要妥善管控分歧和敏感问题。双方存在一些分歧是难以避免的。双方应该以务实建设性的态度加以管控。只要双方遵循相互尊重、平等相待原则，坚持求同存异、聚同化异，中美两国关系就能避免受到大的干扰。

我们要就亚太事务加强沟通和合作。宽广的太平洋不应该成为各国博弈的竞技场，而应该成为大家包容合作的大平台。中国奉行亲诚惠容的周边外交理念，始终致力于促进亚太和平、稳定、发展。中美在亚太地区拥有广泛共同利益，应该保持经常性对话，开展更多合作，应对各种挑战，努力培育两国共同而非排他的“朋友圈”，都做地区繁荣稳定的建设者和守护者。

我们要厚植两国人民友谊。双方要为两国各界交往搭建更多平台，提供更多便利，让中美友好薪火相传、生生不息。

女士们、先生们、朋友们！

今年是中国实施“十三五”规划开局之年。我们对实现中国经济社会发展既定目标充满信心。中国将会为世界提供更多发展机遇，将会同包括美国在内的世界各国开展更密切的合作。

中国坚定不移走和平发展道路，倡导构建以合作共赢为核心的新型国际关系。我们愿同世界各国加强合作，共同维护以联合国宪章宗旨和原则为核心的国际秩序和国际体系，推动国际秩序朝着更加公正合理的方向发展。

女士们、先生们、朋友们！

中美战略与经济对话和人文交流高层磋商机制为推动两国战略互信、拓展互利合作、加深两国人民友谊发挥了重要作用。中国宋代诗人辛弃疾有一句名句，叫作“青山遮不住，毕竟东流去”。意思是天下的大江大河千百转，历经多少曲折，最终都会奔流到海。只要我们坚定方向，锲而不舍，就一定能够推动中美新型大国关系建设得到更大发展，更好造福两国人民和各国人民。

最后，祝本轮中美战略与经济对话和人文交流高层磋商取得圆满成功！

谢谢大家。

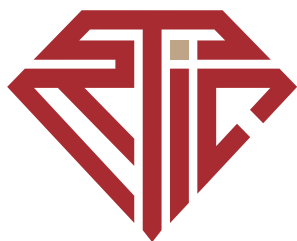
□ 各界合作



| C | L | A |

China Language Assessment
中国外语测评中心

2017年9月



国才考试

服务职场 · 聚焦沟通 · 权威认证
发现人才 · 考验人才 · 举荐人才



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