

商务英语-题库

1、 May I know who is the teacher of this course?

- A、 Mo QunLi
- B、 Yin YiWen
- C、 Liu Jiao
- D、 Wang RongXi

答案: A

2、 Parts of speech include ()

- A、 n
- B、 adj
- C、 adv
- D、 All of the above are true

答案: D

3、 There are () sentence patterns in English grammar

- A、 one
- B、 two
- C、 three
- D、 four

答案: D

4、 The preparation for cutting out baby English is ()

- A、 You praise each other.
- B、 Finish reading
- C、 Creating an impression
- D、 All of the above are true

答案: D

5、 If someone asks you what are you doing, you should say ()

- A、 Busy
- B、 I'm so busy

- C、 I'm up to my ears in work
- D、 None of the above are right

答案: C

6、 "Impeccable" means ()

- A、 perfect
- B、 simple
- C、 associate
- D、 shy

答案: A

7、 To describe the kind of impression in your business life ()

- A、 their dealings with others
- B、 their approach to their work
- C、 their appearance
- D、 All of the above are true

答案: D

8、 Which of the following are the characteristics of men in the article ()

- A、 blue eyes
- B、 yellow eyes
- C、 black hair
- D、 red hair

答案: A

9、 She leads the creative team at ()

- A、 Bidi
- B、 Washington
- C、 NewYork
- D、 JaPan

答案: A

10、 Daisy loves ()

- A、 sports
- B、 challenges
- C、 singing
- D、 painting

答案: B

11、 Last year, sko accounted for the majority of women's advertising
()

- A、 0.1
- B、 0.2
- C、 0.05
- D、 0

答案: D

12、 The preliminary work discussed includes ()

- A、 To Express your opinion
- B、 To invite opinions
- C、 To Agree
- D、 All of the above are true

答案: D

13、 When you want to express your opinion, you can say ()

- A、 For my part
- B、 As far as I am concerned
- C、 In my view
- D、 All of the above are true

答案: D

14、 Which of the following phrases can be used to express "consent"?

- A、 Yes, you are right
- B、 I agree with you
- C、 I go along with that
- D、 All of the above are true

答案: D

15、 If you want to limited agreement, you can say that ()

- A、 I'm not against it, but there's a problem
- B、 Yes, I am with you , but there's a problem
- C、 A, B are right
- D、 None of the above are right

答案: C

16、 When you want to express disagree , you can say ()

- A、 Sorry
- B、 I don't think so
- C、 I don't agree with you
- D、 All of the above are true

答案: D

17、 How to discuss ideas?

- A、 introducing ideas
- B、 developing
- C、 killing ideas
- D、 All of the above are true

答案: D

18、 Rachel's point is ()

- A、 we need to get out and have meetings with shop assistants
- B、 we're trying to do something different
- C、 we can play basketball together
- D、 None of the above are right

答案: A

19、 Which of the following is talk about an unpleasant part of business life ()

- A、 downsizing
- B、 sacking
- C、 restructuring
- D、 All of the above are true

答案: D

20、What happened in the video?

- A、 The boss dismissed him
- B、 The boss praised him
- C、 The boss punished him
- D、 The boss wants him to work harder

答案: A

21、 This course mainly teaches students some business English oral and listening skills

答案: 正确

22、 There are six tenses in English

答案: 正确

23、 How do you like basketball? You will answer "I like it"

答案: 错误

24、 "Fall into a habit of collecting ,noting down and memorizing some useful expressions or sentences" will help you cut out"Baby English"

答案: 正确

25、 Daisy is famous for her outstanding

答案: 正确

26、 To improve the skills of discussion, there must be differences

答案: 正确

27、 Starting with what I think is the most basic way to express your opinions

答案: 正确

28、 The board game is made up of dice, chessboard and something special

答案: 正确

29、 Killing ideas includes we don't have time to talk about this at the moment

答案： 正确

30、"We've got many of our best ideas from just this kind of exercise in the past" is introducing reality

答案： 正确

31、You should discuss these questions: "Do you think that the terms above are useful in understanding modern business"?

答案： 正确

32、A euphemism is a less direct way of saying something that is unpleasant

答案： 正确

33、For most business English learning English grammar is easy to say, but easy to make mistakes in use

答案： 正确

34、Linking occurs between two words

答案： 正确

35、Learning these pronunciation knowledge can help us to solve many puzzles in English Listening

答案： 正确

36、The sales box includes ()

- A、Wrinkle Cream
- B、Mascara
- C、Moisturizing lipstick
- D、Bath ball

答案： ABCD

37、When you want to invite your opinion, you can say ()

- A、What's your idea about?
- B、What do you think?
- C、What are your view on?
- D、How shall we take this project forward?

答案： ABCD

38、Pronunciation knowledge includes ()

- A、 stress reading
- B、 Liaison
- C、 Loss of Plosion
- D、 weak reading

答案： ABCD

39、The plosives include ()

- A、 /b/
- B、 /k/
- C、 /d/
- D、 /t/

答案： ABCD

40、How to improve the pronunciation of business English ()

- A、 Notice how your lips move
- B、 Imitate
- C、 Practice makes perfect
- D、 Watch your tongue

答案： ABCD

41、What is "Baby English" ?

答案： It' s not accurately or vividly;

42、() is use to introducing ideas

答案： Why don' t we ...;

43、If you want to gentle the bad news, you should use ()

答案： euphemism;

44、"All good things come to an end" means ()

答案： 天下没有不散的筵席;

45、"Tentative" means ()

答案： said or done in a careful but uncertain way;

46、why do we choose "Upper Intermediate" textbook ?

答案: First of all, we have a relatively solid foundation in English. Second, we hope that after studying this course, our English level will naturally rise to the highest level.

47、What can help you cut out your baby English?

答案: Reading stories or watching movies in English which will help you encounter the real English

48、what shall we do on the weekend?

答案: We can use the rest time to improve our reading ability and travel in the ocean of knowledge

49、Why more and more people prefer to dine out?

答案: Because we can have more choices when we eat out, and we can also chat with close friends

50、What is the preparation for this chapter?

答案: Please try to learn the business Jargon/and buzzwords in Unit 1 & 2 ,business imagery in Unit 7 by yourself

51、Why does the boss let him look for another job?

- A、 Because he didn't work hard enough
- B、 Because he's cunning
- C、 Because the boss doesn't like him
- D、 Because he loves drinking

答案: D

52、“Unfortunately,I was being economical with the truth” means

- A、 I was lying
- B、 I can't pay you
- C、 He's dead
- D、 You've lost the contract

答案: A

53、How to say “遗臭万年” in English?

- A、 A bad thing never dies
- B、 A bully is always a coward
- C、 A cat may look at a king

D、 A good medicine tastes bitter

答案： A

54、 Which of the following has a burst ()

A、 Just now

B、 best friend

C、 keep fit

D、 All of the above are true

答案： D

55、 Common Spoken Business English includes ()

A、 Is there any earlier one?

B、 May I reconfirm my flight?

C、 May I see a timetable?

D、 All of the above are true

答案： D

56、 The content of authorization includes ()

A、 Identify tasks that need to be delegated

B、 Prioritize

C、 identify and overcome obstacles

D、 All of the above are true

答案： D

57、 If you want someone to do something for you, you can say

A、 Would you mind doing something for me ?

B、 Could you help me out ?

C、 I'd like you to do something for me

D、 All of the above are true

答案： D

58、 What does present mean as a verb?

A、 出口

B、 输出

C、 上演

D、 礼物

答案： C

59、 "I can assure you of our close cooperation" means ()

A、 我保证通力合作

B、 我们很乐意帮忙

C、 百闻不如一见

D、 这是我们的共同愿望

答案： A

60、 The dominant motive has a () effect

A、 cohesive

B、 maintain

C、 A,B are right

D、 separate

答案： C

61、 Conflicts of motivation include ()

A、 Dual trend conflict

B、 avoidance-avoidance conflict

C、 Approach avoidance conflict

D、 All of the above are true

答案： D

62、 What is the Chinese meaning of profit?

A、 付出

B、 收益

C、 股票

D、 宏观经济

答案： B

63、 The characteristics of listening materials are ()

A、 Spoken language

- B、 style
- C、 pronunciation
- D、 All of the above are true

答案: D

64、 "I will be in touch" means ()

- A、 Goodbye
- B、 OK
- C、 I know
- D、 We disagree each other

答案: A

65、 What is the Chinese meaning of wavelength?

- A、 海浪
- B、 波长
- C、 招手
- D、 心潮

答案: B

66、 Last time Danny saw the property rise to ()

- A、 76000
- B、 760
- C、 3600
- D、 7600

答案: A

67、 These are some of Michael's most famous sayings from the movie

- A、 I love it at forty, it's an insult at fifty
- B、 In my book, either you do it right
- C、 Christmas is over and business is business
- D、 All of the above are true

答案: D

68、 Read the introduction and find a synonym of Bargain ()

- A、 Negotiate
- B、 System
- C、 Factory
- D、 Remember

答案： A

69、 () is better at negotiating

- A、 Sally
- B、 Bell
- C、 Lily
- D、 Jashon

答案： A

70、 () can be used to embody the idea of design

- A、 concept
- B、 occur
- C、 consider
- D、 commission

答案： A

71、 Intonation means the rise and fall of the pitch of the voice during speech

答案： 正确

72、 "Please open your baggage" means "请把你的行李打开"

答案： 正确

73、 We also need to guard against risks so as to avoid irremediable situation

答案： 正确

74、 Here are three types of general authorization

答案： 正确

75、 "Assertive" means someone who is assertive behaves confidently and is not afraid to say what they want or believe

答案： 正确

76、Correct intonation is essential for fluency in pronunciation

答案： 正确

77、The stress of a word determines whether you can read it well

答案： 正确

78、Different stress may express different meanings

答案： 正确

79、The way of linking is to lend the ending consonant of the former word to the latter, and form a new syllable with the vowel of the latter word

答案： 正确

80、We should read English aloud every day, and pay attention to weak reading, continuous reading, explosion and other phonetic knowledge when reading

答案： 正确

81、Motivation is a noun, and when it is used as a verb, it is often called "motivation"

答案： 正确

82、Motivation refers to the special psychological state and willingness caused by specific needs to meet various needs

答案： 正确

83、The internal condition that causes motivation is need, and the external condition that causes motivation is inducement

答案： 正确

84、Some companies' mission statements; Customers come first

答案： 正确

85、Motivation plays an important role in language learning

答案： 正确

86、The main factors affecting the stock price are ()

A、Capital side

B、Concentration of chips

C、 exchange rate

D、 policy

答案： ABCD

87、 Words relating to shares include ()

A、 sell short

B、 market to net ratio

C、 blue chip stocks

D、 heavyweight stocks

答案： ABCD

88、 What English debate requires is ()

A、 Pronunciation standard

B、 enunciation clear

C、 stress reading weak reading clear

D、 intonation control degree

答案： ABCD

89、 Tips for listening includes ()

A、 Focus on the information followed by the key words

B、 Note taken

C、 Main idea

D、 How to write down the new words according to the pronunciation

答案： ABCD

90、 The point of telemarketing is ()

A、 The purpose of the call should be clear

B、 The tone should be steady and the words should be clear

C、 Concise language

D、 Introduce yourself and your intention in one minute

答案： ABCD

91、 The preparatory work to learn intonation is ()

答案: Please read some sentences loudly to your friends and ask them to tell you your weakness in your pronunciation and intonation;

92、We can train ourselves to speak in ()

答案: rising tone;

93、In American English, when the /t/, /d/ at the end of a word is linked to the next word that begins with a vowel, it changes into a sound similar to ()

答案: /l/;

94、Please translate “我此行的目的正是想探询与贵公司建立贸易关系的可能性” in English

答案: The purpose of my coming here is to inquire about possibilities of establishing trade relations with your company;

95、The preparatory work for Chapter 9 is ()

答案: Please go to internet to get four companies' song;

96、How to prepare for learning pronunciation

答案: Please read some sentences loudly to your friends and ask them to tell you your weakness in your pronunciation and intonation

97、The function of imitation under simple narration

答案: Imitation is a very good replacement to help us have a British or American accent

98、What is delegate?

答案: That means give a job to sb so that they do it for you

99、What are the tasks of extracurricular expansion in this chapter

答案: Please try to enjoy the film “The Devil Wears Prada ”in English and special attention goes to the delegating plots in the film

100、What are the types of sales

答案: Physical sales, Telemarketing, Internet sales and advertising sales

101、May I know who is the teacher of this course?

A、 Mo QunLi

B、 Yin YiWen

C、 Liu Jiao

D、 Wang RongXi

答案： A

102、 This course mainly teaches students some business English oral and listening skills

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103、 Why do we choose "Upper Intermediate" textbook ?

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104、 Parts of speech include ()

A、 n

B、 adj

C、 adv

D、 All of the above are true

答案： D

105、 There are () sentence patterns in English grammar

A、 one

B、 two

C、 three

D、 four

答案： D

106、 There are six tenses in English

答案： 正确

107、 The preparation for cutting out baby English is ()

A、 You praise each other.

B、 Finish reading

C、 Creating an impression

D、 All of the above are true

答案： D

108、What is "Baby English" ?

答案: It' s not accurately or vividly;

109、If someone asks you what are you doing, you should say ()

A、 Busy

B、 I' m so busy

C、 I' m up to my ears in work

D、 All of the above are true

答案: C

110、How do you like basketball? You will answer "I like it"

答案: 错误

111、What can help you to cut out your baby English?

答案: Reading stories or watching movies in English which will help you encounter the real English

112、"Fall into a habit of collecting , noting down and memorizing some useful expressions or sentences" will help you cut out "Baby English"

答案: 正确

113、"Impeccable" means ()

A、 perfect

B、 simple

C、 associate

D、 shy

答案: A

114、To describe the kind of impression in your business life ()

A、 their dealings with others

B、 their approach to their work

C、 their appearance

D、 All of the above are true

答案: D

115、Which of the following are the characteristics of men in the article ()

- A、 blue eyes
- B、 yellow eyes
- C、 black hair
- D、 red hair

答案： A

116、 Daisy is famous for her outstanding

答案： 正确

117、 She leads the creative team at ()

- A、 Bidi
- B、 Washington
- C、 NewYork
- D、 JaPan

答案： A

118、 Daisy loves ()

- A、 sports
- B、 challenges
- C、 singing
- D、 painting

答案： B

119、 Last year, sko accounted for the majority of women's advertising ()

- A、 0.1
- B、 0.2
- C、 0.05
- D、 0

答案： D

120、 The sales box includes ()

- A、 Wrinkle Cream

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- C、 Moisturizing lipstick
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121、 The preliminary work discussed includes ()

- A、 To Express your opinion
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122、 To improve the skills of discussion, there must be differences

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123、 When you want to express your opinion, you can say ()

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126、 Which of the following phrases can be used to express "consent"?

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127、 If you want to limited agreement, you can say that ()

- A、 I'm not against it, but there's a problem
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答案: C

128、 When you want to express disagree , you can say ()

- A、 Sorry
- B、 I don't think so
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答案: D

129、 The board game is made up of dice, chessboard and something special

答案: 正确

130、 How to discuss ideas?

- A、 introducing ideas
- B、 developing
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答案: D

131、 () is use to introducing ideas

答案: Why don't we ...;

132、 Killing ideas includes we don't have time to talk about this at the moment

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133、Rachel's point is ()

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答案: A

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答案: euphemism;

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B、 The boss praised him

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答案: A

143、 Why does the boss let him look for another job?

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144、 "Unfortunately, I was being economical with the truth" means

A、 I was lying

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答案: A

145、 How to say "遗臭万年" in English?

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答案： 正确

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- A、 stress reading
- B、 Liaison
- C、 Loss of Plosion
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答案： ABCD

150、Linking occurs between two words

答案： 正确

151、The plosives include ()

- A、 /b/
- B、 /k/
- C、 /d/
- D、 /t/

答案： ABCD

152、Which of the following has a burst ()

- A、 Just now
- B、 best friend
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153、Learning these pronunciation knowledge can help us to solve many puzzles in English Listening

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155、The function of imitation under simple narration

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156、Common Spoken Business English includes ()

- A、 Is there any earlier one?
- B、 May I reconfirm my flight?
- C、 May I see a timetable?
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答案： D

157、“Please open your baggage” means “请把你的行李打开”

答案： 正确

158、The content of authorization includes ()

- A、 Identify tasks that need to be delegated
- B、 Prioritize
- C、 identify and overcome obstacles
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答案： D

159、We also need to guard against risks so as to avoid irremediable situation

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答案： D

165、 What are the tasks of extracurricular expansion in this chapter

答案： Please try to enjoy the film "The Devil Wears Prada "in English and special attention goes to the delegating plots in the film

166、 How to improve the pronunciation of business English ()

- A、 Notice how your lips move
- B、 Imitate
- C、 Practice makes perfect
- D、 Watch your tongue

答案： ABCD

167、 The preparatory work to learn intonation is ()

答案： Please read some sentences loudly to your friends and ask them to tell you your weakness in your pronunciation and intonation;

168、 Correct intonation is essential for fluency in pronunciation

答案： 正确

169、 The stress of a word determines whether you can read it well

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170、 Different stress may express different meanings

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171、 What does "present" mean as a verb?

- A、 出口
- B、 输出
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D、 礼物

答案： C

172、 We can train ourselves to speak in ()

答案： rising tone;

173、 The way of linking is to lend the ending consonant of the former word to the latter, and form a new syllable with the vowel of the latter word

答案： 正确

174、 In American English, when the /t/, /d/ at the end of a word is linked to the next word that begins with a vowel, it changes into a sound similar to ()

答案： /l/;

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答案： A

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答案： 正确

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答案： 正确

184、Some companies' mission statements; Customers come first

答案： 正确

185、When several motivations of individuals appear at the same time and are basically the same in the ultimate goal, they will unite to promote individual behavior

答案： 正确

186、Even if the motive is good, if the method is not right, it will make things worse

答案： 正确

187、Motivation is one of the main aspects of individual initiative. It has the function of initiating behavior, promoting individual to produce certain activities, and making individual change from static state to active state

答案： 正确

188、Motivation plays an important role in language learning

答案： 正确

189、To understand the price of stocks, we must ()

答案： review the words of investment;

190、What's the difference between trader and broker ?

答案： The merchant's means are negotiation and the object is interest;The means of broker is communication and the object is value

191、Trader can be divided into ()

A、 stock trader

B、 online trader

C、 day trader

D、 All of the above are true

答案： D

192、What is the hero?

答案： He's a stockbroker and his life is very busy;

193、At the beginning of an offer, we should first look at the price and turnover of call auction, and see whether it is open high or low

答案： 正确

194、The size of the transaction volume indicates (), which often has a great impact on the activity of the transaction within a day

答案： the number of people involved in the transaction;

195、The total number of hands is also called volume. Sometimes it's more important than the stock price

答案： 正确

196、The main factors affecting the stock price are ()

A、 Capital side

B、 Concentration of chips

C、 exchange rate

D、 policy

答案: ABCD

197、Through P / E ratio, we can know how much a company's price deviates from its actual value

答案: 正确

198、Words relating to shares include ()

- A、sell short
- B、market to net ratio
- C、blue chip stocks
- D、heavyweight stocks

答案: ABCD

199、What is the Chinese meaning of profit?

- A、付出
- B、收益
- C、股票
- D、宏观经济

答案: B

200、Chinese stocks have been on a roller-coaster ride lately

答案: 正确

201、If you plan on holding a stock for the long term, () says, it doesn't matter what it does along the way

答案: Buffett;

202、The price of a stock will eventually reflect its true value, which is hopefully higher than what you paid to buy the shares.

答案: 正确

203、China's stock market value is higher now, but, the Buffett indicator suggests, perhaps not too high

答案: 正确

204、The characteristics of listening materials are ()

- A、Spoken language
- B、style

- C、 pronunciation
- D、 All of the above are true

答案： D

205、 Listening test has the characteristics of instantaneous effect, information effect and psychological effect

答案： 正确

206、 English listening is not only "listening", but also a comprehensive expression of language from pronunciation, vocabulary, idioms to culture, thinking and other comprehensive abilities

答案： 正确

207、 The skills to improve English listening are ()

- A、 Adjust your mood and keep a good attitude
- B、 Learn to be good at preview and target
- C、 Understand and understand the views, attitudes and intentions of the interlocutors
- D、 All of the above are true

答案： D

208、 What English debate requires is ()

- A、 Pronunciation standard
- B、 enunciation clear
- C、 stress reading weak reading clear
- D、 intonation control degree

答案： ABCD

209、 Tips for listening includes ()

- A、 Focus on the information followed by the key words
- B、 Note taken
- C、 Main idea
- D、 How to write down the new words according to the pronunciation

答案： ABCD

210、 Signal words includes ()

- A、 First
- B、 then
- C、 now
- D、 All of the above are true

答案: D

211、 The rhythm of English is characterized by the need for pause

答案: 正确

212、 When we listen, we should pay attention to the pronunciation and intonation, consciously remember and imitate

答案: 正确

213、 () is a very important basis for listening practice

答案: Vocabulary;

214、 In normal listening training, we should eliminate distractions, concentrate and relax

答案: 正确

215、 Follow reading is a very practical skill

答案: 正确

216、 Listening to English at a special speed can make you hear each word clearly, and then compare it with your own pronunciation, so as to improve your pronunciation level continuously

答案: 正确

217、 Successful sales can not be separated from ()

答案: the investment in customer feelings;

218、 What are the types of sales

答案: Physical sales, Telemarketing, Internet sales and advertising sales

219、 Try to get the customer to talk when they can't understand their real problems

答案: 正确

220、When the customer finishes, we don't need to answer the questions directly, we need to ()

答案: avoid perceptual;

221、Only those who keep looking for opportunities will seize them in time

答案: 正确

222、What are the highlights of the first conversation

答案: It gives the buyers a chance to make a decision right after the sales pitch, while the benefits are still clear in their minds.

223、Meeting the needs of consumers plays a crucial role in our promotion of products

答案: 正确

224、It's more important for a salesman to be good at listening than at arguing

答案: 正确

225、When we first met, our strategy was ()

- A、Enterprise development strategy
- B、Brand strategy
- C、Target customers
- D、All of the above are right

答案: D

226、The point of telemarketing is ()

- A、The purpose of the call should be clear
- B、The tone should be steady and the words should be clear
- C、Concise language
- D、Introduce yourself and your intention in one minute

答案: ABCD

227、First of all, the attitude of salesmen to ()

答案: themselves;

228、It is impossible for sales staff to bring bad mood to customers in practical work

答案： 正确

229、“I get the picture” means ()

答案： I understand;

230、“I will be in touch” means ()

A、 Goodbye

B、 OK

C、 I know

D、 We disagree each other

答案： A

231、What is the Chinese meaning of wavelength?

A、 海浪

B、 波长

C、 招手

D、 心潮

答案： B

232、Besides the charm of language, we should pay more attention to customers' feelings

答案： 正确

233、NLP also plays an important role in the sales process

答案： 正确

234、Last time Danny saw the property rise to ()

A、 76000

B、 760

C、 3600

D、 7600

答案： A

235、ohn will knock out the worst seller tonight

答案： 正确

236、The business in glengale is only for the capable

答案： 正确

237、Sally needs John's help

答案： 正确

238、In the film () ,Michael Douglas plays the ruthless, tough-talking NewYork financier, Gordon Gekko

答案： Wall Street;

239、These are some of Michael's most famous sayings from the movie

A、 I love it at forty, it's an insult at fifty

B、 In my book, either you do it right

C、 Christmas is over and business is business

D、 All of the above are right

答案： D

240、If someone says "Lunch? You've got to be kidding. Lunch is for wimps", you should answer ()

答案： No, I am sorry I can't make lunch today;

241、Call each other's nickname, it will appear more cordial

答案： 正确

242、Persistence is one of the rare qualities

答案： 正确

243、The boss sometimes needs to be tough with his employees

答案： 正确

244、One of the best selling scripts is ()

答案： humor;

245、What the sales people want is to buy happily and use safely

答案： 正确

246、Sales and companies without integrity can't fill in the consequences of lack of integrity no matter what skills and words they use

答案： 正确

247、What is happening there

答案： They are bargain

248、In some shops you have you bargain

答案： 正确

249、Bargaining is a means of making personal contact

答案： 正确

250、Read the introduction and find a synonym of Bargain ()

A、 Negotiate

B、 System

C、 Factory

D、 Remember

答案： A

251、“They like to get to the point” means no one wants to beat about the bush

答案： 正确

252、To do business,you must make some effort to ()

答案： understand how they function;

253、If you are in a hurry,or do not consider personal relationships of any value,you are unlikely to secure much interest in what you have come to sell

答案： 正确

254、 () is better at negotiating

A、 Sally

B、 Bell

C、 Lily

D、 Jashon

答案： A

255、Negotiating tactics includes ()

- A、 the deadline
- B、 bullying
- C、 appeal to a higher authority
- D、 scarcity

答案： ABCD

256、"The deadline" means the fixed time

答案： 正确

257、Negotiation runs through our daily life

答案： 正确

258、They also pay attention to their attitude and tone when negotiating

答案： 正确

259、All consultation, negotiation, consultation and consultation can be regarded as negotiation

答案： 正确

260、In our speech, we need to use PPT to demonstrate

答案： 正确

261、From the video, the presentation introduce ()

答案： the stcuture/purpose of your prestation;

262、Tom Peters uses a number of thetorical device in his presentations

答案： 正确

263、Rhetoric is the ancient art of persuasive speaking

答案： 正确

264、() can be used to embody the idea of design

- A、 concept
- B、 occur

- C、 consider
- D、 commission

答案： A

265、“Indicate” means ()

- A、 表明
- B、 继续
- C、 进步
- D、 词典

答案： A

266、“Background” means:“背景资料”

答案： 正确

267、The “占领市场” is translated into English is capture the market

答案： 正确

268、Different countries have different cultures

答案： 正确

269、Ancient civilization, originated in the river basin, belongs to agricultural civilization

答案： 正确

270、There are differences in diet between Chinese and Western cultures ()

- A、 Dietary pattern
- B、 Dietary concept
- C、 Eating habits
- D、 All of the above are right

答案： D

271、The video is about ()

答案： Culture differences;

272、Proper bahavior includes ()

- A、 shake hands firmly

B、 Go round the room and shake hands with everyone individually when arrive

C、 shake hands with everyone in the group when leaving

D、 Do not use someone's first name unless you are invited to always use their title

答案： ABCD

273、 We need not try to memorize the material we learnt as a rigid of rules

答案： 正确

274、 And actually no good or bad thing and what we have to do is to
() the other's and which make us flexible and open to change

答案： respect;

275、 Westerners pay attention to thinking, reason, analysis, demonstration and analysis of the whole

答案： 正确

276、 The differences between Chinese and Western cultures include
()

A、 Thinking mode

B、 value orientation

C、 Ethics and morality

D、 All of the above are right

答案： D

277、 The development of rule of law in western countries is closely related to human rights and values

答案： 正确

278、 Because of the influence of the traditional thought of justice and interest, Chinese people attach importance to justice rather than interest, and attach importance to emotion rather than law

答案： 正确

279、 In China, a round table is used for the banquet, which creates an atmosphere of unity, politeness and common interest

答案： 正确

280、So, at the end of the day, the difference between the West and China is still between sensibility and rationality

答案： 正确

281、“What to learn in Management Communication” means ()

答案： 怎样学习管理沟通

282、Everybody knows, communication is very important

答案： 正确

283、What is the essence of management ()

答案： all about the effective use of language;

284、The process of managing is the process of communicating

答案： 正确

285、Communication strategy always involves () basic considerations

A、 three

B、 four

C、 five

D、 six

答案： C

286、As you formulate communication strategy ,you should also consider ()

答案： Your communication objectives;

287、Defining your objectives will make you more efficient and effective as a communicator

答案： 正确

288、What is the business meeting?

答案： A business meeting is a gathering in which a purposeful exchange or transaction occurs among two or more people with a common interest, purpose or problem

289、Many, in fact, a business meeting is not only productive but actually fun

答案： 正确

290、Five situations to describe as "meetings" ()

答案: a progress review, a brainstorming, an appraisal, a chat or a briefing;

291、Tick the items in the box which they mention

- A、 minutes
- B、 an objective
- C、 a time limit
- D、 AOB

答案: ABC

292、"Let's get down to business" is to signal the start

答案: 正确

293、"What do you mean by that?" is to ask for clarification

答案: 正确

294、If you want to ask for opinion, you can say ()

- A、 What's your view?
- B、 What are your thoughts?
- C、 What do you think?
- D、 All of the above are right

答案: D

295、The job interviews is the most critical part of the job search process

答案: 正确

296、What do you think about job interviews

答案: It is to impress the employer with your appearance , personality and qualification;

297、When interviewing, the questions that interviewers often ask are ()

- A、 Tell me something about yourself
- B、 What are your strengths and weakness
- C、 What makes you apply for this job

D、 All of the above are right

答案: D

298、 Your attitude can help you show your kindness

答案: 正确

299、 You-Attitude means ()

A、 Looks at things from audience's view point

B、 Emphasizes what audience wants to know

C、 Respects audience's intelligence

D、 Protects audience's ego

答案: ABCD

300、 "Don't talk about feelings" can creat You-Attitude

答案: 正确