

国际人才英语考试（中级）

考试说明

（2021 年修订版）

一、考试目的

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工作的能力。

二、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 110 分钟。

（一）口头沟通

本部分由解说数据、回复留言、报告信息和专题发言四项任务组成。考试时间约 23 分钟。

“国才中级”口头沟通考试内容与时间

考试内容		题目数量	考试时间
任务一	解说数据	5 题	23 分钟
任务二	回复留言	1 题	
任务三	报告信息	1 题	
任务四	专题发言	1 题	

任务一 解说数据 考生阅读一份商务图表，根据图表所示数据信息，口头回答问题。本任务考查考生理解并转述数据信息的能力。

任务二 回复留言 考生听一段 150 词左右的语音留言，准备 60 秒后，根据要求在 1 分钟内回复留言。本任务考查考生理解并回应他人口头信息的能力。

任务三 报告信息 考生听一段 200 词左右的发言，借助笔记准备 90 秒后，用 90 秒口头总结发言的主要内容。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总结主要信息的能力。

任务四 专题发言 考生就日常工作类话题及要点准备 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

本部分由会议纪要、研判材料、撰写摘要和撰写邮件四项任务组成。考试时间约 87 分钟。

“国才中级”书面沟通考试内容与时间

考试内容		题目数量	考试时间
任务一	会议纪要	10 题	87 分钟
任务二	研判材料	10 题	
任务三	撰写摘要	1 题	
任务四	撰写邮件	1 题	

任务一 会议纪要 考生听两段共 300 词左右的会议发言片段，补全纪要。本任务考查考生理解并呈现关键信息的能力。

任务二 研判材料 考生阅读一篇 500 词左右的论证性材料，为段落选择正确的标题，之后选取正确信息回答问题。本任务考查考生归纳段落大意，分析作者观点、论据和论证过程的能力。

任务三 撰写摘要 考生阅读一篇 500 词左右的说明性材料，撰写一份 150 词左右的内容提要。本任务考查考生根据既定情境，以特定身份向指定对象书面概括主要信息的能力。

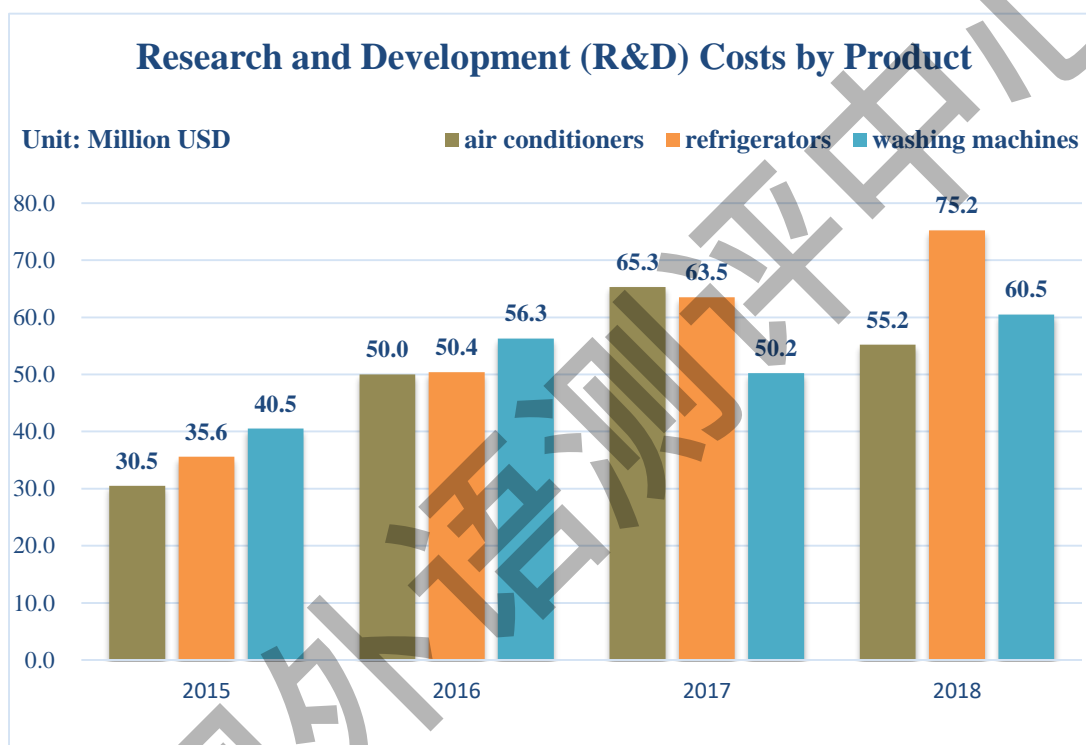
任务四 撰写邮件 考生阅读一封 80 词左右的邮件，根据要求回复邮件，词数在 150 词左右。本任务考查考生根据既定情境，以特定身份向指定对象传递信息、说明情况的能力。

国际人才英语考试（中级）

Part I Oral Communication

Task 1

You are going to read a bar chart about the Research and Development (R&D) costs for three products made by a home appliances company. After that, you will be asked five questions. You should give brief answers. You will have **90** seconds to read the chart and you must answer each question within **15** seconds after you hear a tone.



Scripts

Now please answer the questions.

- Q1. How much was spent on the R&D of washing machines in 2018?
- Q2. Which year saw a decrease in costs for the R&D of air conditioners?
- Q3. Which year saw the highest costs for the R&D of refrigerators?
- Q4. Which product saw an increase in the R&D costs every year?
- Q5. In which year did the R&D costs of every product first exceed 50 million dollars?

Key:

- Q1. 60.5 million dollars
- Q2. 2018
- Q3. 2018
- Q4. refrigerators
- Q5. 2016

Task 2

You are Chris Liu, an assistant project manager. You are going to reply to a voice message about a business opportunity from a business partner Andy Smith. You will listen to the voice message **TWICE** and you may take notes while listening. After that, you will have **60** seconds to prepare and **60** seconds to give your reply.

In your reply message you should:

- show your excitement about Andy's idea;
- propose a solution to his concern;
- answer his question.

Scripts

Hi, Chris! It's Andy.

I've got great news. We might get funding for our New Hope School project from the International Development Partnership, or IDP. I've searched IDP's official website and found a few program funding opportunities open for application. Our project should have a good chance of getting this funding, and I think we should work together for it, so the New Hope School can open on schedule. But, there's a problem. The deadline for applications is June 1st, which leaves us only two weeks to prepare. The application form requires a lot of information, some of which you'll provide. I think this is our best shot at the moment, and we've got to meet soon. When and where can we meet up? I'll be in meetings for the rest of the day. Send me a voice message. I'll get back to you asap.

Task 3

You are Rachael Li, an assistant manager at U-clothes. Your company is planning to introduce robots to enhance production. You are going to hear a talk about using robots to make clothes, and then report the main points of the talk to your manager, Carl Webster, to help him understand the talk's main ideas. Remember that your manager has not heard the talk. You may take notes with the help of the following outline.

You will hear the talk **ONCE** only. After the talk, you will have **90** seconds to prepare and **90** seconds to speak.

A Revolution in Garment Manufacturing	
The automated production line	
1.	_____
2.	_____
The benefits of using Tailorbot in America	
1.	_____
2.	_____
3.	_____

Scripts

Good evening, ladies and gentlemen. My name is Allan Zhang and I work for Silk Wear Automation in Hangzhou, China. This evening I would like to talk to you about our latest research in computer-assisted design and manufacture of clothes.

My talk is in two parts: first, the revolution in garment manufacturing, that is, the use of Tailorbot in making clothes, and second, the benefits of using Tailorbot in America.

First of all, the name of the system, "Tailorbot". Perhaps an unfamiliar name, Tailorbot, is a combination of two words — "tailor" and "robot". Last year, a Chinese garment manufacturer built a factory in Little Rock, Arkansas and started making T-shirts for some world-leading sports brands. They have 21 robotic production lines with only three to five workers on each line. This means a decrease of 50-70% of the normal workforce. They produce 800,000 T-shirts per day. You can hardly imagine that, can you?

So, what are the benefits of using Tailorbot? Obviously, it reduces the cost of labor, because it reduces the need for sewing workers. Secondly, compared with a line of human sewers, production is increased by about 70%. Furthermore, given that the factory is located in America, shipping costs to the American market are also decreased.

Task 4

You are Peter Wang, a clerk at the Overseas Students Affairs Office at a university in China. Give a presentation to a group of international students. Your aim is to promote a free Chinese *kung fu* course. You should cover the following points:

- good physical and mental exercise;
- a taste of Chinese culture;
- opportunity to make new friends.

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

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Part II Written Communication

Task 1

You will hear two presenters talking about Pak&Go, a new backpack and electric skateboard, to their colleagues in a meeting.

Listen and complete the minutes by filling in the blanks. Write only **ONE** word or number you hear in each blank.

You will hear the talks **TWICE**.

Minutes	
Date	Jan. 12th, 2021
Place	Room 609
Subject	Pak&Go backpack and electric skateboard
Presenters	<ul style="list-style-type: none"> • Harry from the Marketing Department • Patricia from the (1) _____ Department
The best solution for skateboarders	A backpack + skateboard which you can <ul style="list-style-type: none"> • wear • roll • (2) _____
New design	<ul style="list-style-type: none"> • Beautiful and clean design • Two motors in the wheels making it more powerful and (3) _____
Overall advantages	<ul style="list-style-type: none"> • A backpack • Personal transportation • Smart (4) _____ Save (5) _____% over buying the devices separately
Features	<ul style="list-style-type: none"> • Wireless connection by App • (6) _____ speaker and mike • USB (7) _____ • Tracking capacity for (8) _____ • Internal (9) _____
How to ride the Pak&Go	<ul style="list-style-type: none"> • Stand on the board • Use the backpack for support • Use the remote control for (10) _____ and braking • Jump to get off in an emergency

Scripts

Harry: Hi, I am Harry from the Marketing Department. I will briefly introduce the inspiration for our new product Pak&Go and Patricia from the Development Department will tell you something about the features of the new model. Most skateboarders need some bags to put their personal things in. So we have come up with a great solution — a backpack you can wear, roll, and ride. The all new Pak&Go is a combination of backpack and skateboard. This new model combines a beautiful and clean design with two motors inside the wheels, making it more powerful and safer than ever before. So here it is — a backpack, personal transportation and smart luggage. If you were to buy all these items separately, you would spend well over 1,000 dollars. With Pak&Go, you save 40%, a saving of \$400!

Patricia: We have an App exclusively designed for Pak&Go. Using the App, you will be able to connect your phone wirelessly to your Pak&Go. With built-in speaker and mike, you can, for example, ask your Pak&Go for directions. Pak&Go also provides a USB charger that can charge your phone over 15 times. On top of that, it now has the added security of a tracking capability in case your Pak&Go is stolen or lost. Every detail has been considered, such as internal lighting which allows you to find things in the bag even in the dark. Pak&Go is the easiest vehicle to master. Just stand on the board, use the backpack for extra support, and use the remote control for speed and braking. And in case of an emergency, just jump off. *(fade)*

Key:

- (1) Development
- (2) ride
- (3) safer
- (4) luggage
- (5) 40
- (6) built-in
- (7) charger
- (8) security
- (9) lighting
- (10) speed

Task 2

Read the following passage about tobacco marketing on social media and answer Questions 1-10.

Social Media and a New Generation of Smokers

Paragraph 1 Tobacco companies' responses to regulations

(1) Tobacco companies have always had a knack for finding creative ways to skirt regulations intended to curb their marketing. (2) In 1971, the U.S. Congress banned tobacco ads from television and radio. (3) In response, companies invested heavily in outdoor advertising and in magazines. (4) In 1997, the Tobacco Master Settlement Agreement banned tobacco on outdoor and billboard ads. (5) In response, tobacco money flowed into sponsorships of sports, music and other events. (6) In 2005, the World Health Organization banned tobacco advertising in 168 signatory countries. (7) By 2010, the U.S. had closed a lot of Big Tobacco's favorite advertising and tobacco loopholes. (8) With conventional media mostly off-limits, social media is coming to Big Tobacco's rescue.

Paragraph 2

(1) This exploitation of social media is one of the findings from a global research project I've been working on since 2016. (2) The program was initiated by the anti-smoking group Tobacco-Free Kids after it noticed lots of photos of young people with cigarettes turning up in their online social-media scans. (3) My team's task was to monitor, report upon and analyze the programs behind the hashtagged social media posts of young people smoking. (4) What our research team learned about tobacco companies' current advertising surprised us.

Paragraph 3

(1) At least 88 percent of American youth say they use social media Apps regularly. Yet, these technologies are notoriously difficult to regulate. (2) But our investigation uncovered a range of promotional activities and a web of public relations and advertising agencies that cleverly leveraged the strengths of social media to keep tobacco advertising under the radar of existing regulations.

Paragraph 4

(1) We found tobacco companies in countries such as Indonesia and the Philippines recruiting "nano-influencers" on social media and encouraging them to post images of their tobacco-sponsored adventures. (2) Nano-influencers are users with 2,000-3,000 followers, who share sponsored posts by partnering with brands. (3) In Indonesia, we found training camps, each lasting two weeks that were run by a domestic tobacco company. (4) At these camps, young nano-influencers who were paid generous fees, provided lessons about cigarette brands, imaging and how to better maintain social media feeds. (5) Public relations agencies in Uruguay taught their influencers how to

take pictures of cigarette packages in ways that best accentuated their brands, offering tips on lighting up and the best time to post hash tags for maximum impact.

Paragraph 5

(1) Some companies used social media Apps to invite young people to attend their parties. (2) After answering a few questions on the Apps, for example, responders were enrolled on a mailing list resulting in invitations to cool pop-up “parties and edgier events.” (3) At the parties, young people were greeted by attractive attendants who offered them cigarettes and encouraged them to pose with floor designs modeled on cigarette brand logos. (4) After snapping pictures, they were encouraged to post them on their social media feed using the party’s action-oriented hashtags. (5) The result was unquestionably a new form of cigarette promotion.

Paragraph 6

(1) These activities clearly violate the spirit of the existing agreements not to advertise to young people. (2) You can call it stealth, undercover or guerrilla marketing. (3) Whatever its name, this is 21st-century cigarette advertising that reaches millions of young people around the world. (4) Although it might be difficult for governments to keep on top of social media in these rapidly changing times, they must do so if they hope to prevent global smoking rates and the consequent health problems from rising once again.

Questions 1-5

Read the passage and choose the best heading for each paragraph from the list in the box. There is one heading you do **NOT** need.

- 1. Paragraph 2 _____
- 2. Paragraph 3 _____
- 3. Paragraph 4 _____
- 4. Paragraph 5 _____
- 5. Paragraph 6 _____

- A. Overall findings
- B. Parties as a promotion strategy
- C. Introduction to the research
- D. Strategies in different countries
- E. Government’s new policies
- F. Implication of the research

Questions 6-10

Read the passage and answer the questions by choosing the correct option.

- 6. Which sentence in Para. 1 is the topic sentence? _____
- 7. Which sentence in Para. 2 gives the reason for starting the research project?

- 8. Which sentence in Para. 4 defines “nano-influencers”? _____
- 9. Which sentence in Para. 5 contains an opinion? _____
- 10. Which sentence in Para. 6 uses a metaphor? _____

Key: 1-5: CADBF 6-10: (1) (2) (2) (5) (2)

Task 3

You are Evan Lin, assistant manager in the marketing department of Zhong Sun Engineering. Your department is going to negotiate with a potential partner from the U.S. about an international project.

You have been asked to read the following text from the book *International Management: Culture, Strategy, and Behavior*. You should then summarize it in about **150** words in order to help your colleagues prepare for the upcoming negotiation.

Your summary should cover the main points of the text. You should use your own words as much as possible. Bear in mind that your colleagues have not read the text.

In international negotiations, participants tend to orient their approach and interests around their home culture and their group's needs. Yet, to negotiate effectively, it is important to have a sound understanding of the other side's culture and position to better empathize and understand what they are about.

U.S. negotiators have a style that often differs from that of negotiators in many other countries. Americans believe it is important to be factual and objective. In addition, they often make early concessions to show the other party that they are flexible and reasonable. Moreover, U.S. negotiators typically have authority to bind their party to an agreement, so if the right deal is struck, the matter can be resolved quickly. This is why deadlines are so important to Americans. They have come to do business, and they want to get things resolved immediately.

A comparative example is the Chinese. In initial negotiation meetings, it is common for Chinese negotiators to seek agreement on the general focus of the meetings. The hammering out of specific details is postponed for later get-togethers. By achieving agreement on the general framework within which the negotiations will be conducted, the Chinese seek to limit and focus the discussions. Many Westerners misunderstand what is happening during these initial meetings and believe the dialogue consists mostly of rhetoric and general conversation. They are wrong and quite often are surprised later on when the Chinese negotiators use the agreement on the framework and principles as a basis for getting agreement on goals — and then insist that all discussions on concrete arrangements be in accord with these agreed-upon goals. Simply put, what is viewed as general conversation by many Western negotiators is regarded by the Chinese as a formulation of the rules of the game that must be adhered to throughout the negotiations. So in negotiating with people from another culture, it is important to come prepared to ensure that one's own agenda, framework, and principles are accepted by both parties.

However, simply being familiar with the culture is still falling short of being aptly informed. The political and legal environment of a country can have an influence over a multinational corporation's decision to open operations. Both parties may believe that the goals have been made clear, and on the surface a settlement may deliver positive results, but the subsequent actions taken by either company could prove to exhibit even more barriers. Take Pirelli, an Italian tire maker that acquired Continental Gummiwerke, its German competitor. Pirelli purchased the majority holdings of Continental's stock, a

transaction that would usually translate into Pirelli having control of the company. When Pirelli attempted to make key managerial decisions for its Continental unit, it discovered that in Germany the corporate governance allows German companies to block such actions. Furthermore, the labor force has quite a bit of leverage with its ability to elect members of the supervisory board, which in turn chooses the management board. It would be better for international managers in Pirelli to be as informed as possible and avoid such trouble before it occurs.

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Task 4

Read part of an email below from Laura Marsh, Conference Manager at Alto Conference Ltd.

I'm writing today to invite you to speak at the annual Metropolitan Business Conference, which will be held at the Sheraton Grand Chicago Hotel, December 15th–18th, 2021.

The theme of our upcoming conference is Finding and Hiring the Right Employees. With the growth that your company has seen in the past five years, I believe you would have much to offer our audience.

If you have any questions or wish to know more about this speaking opportunity, please let me know.

You are **Roger Zhang**, Human Resources Manager at Silver Office Supplies. Write an **EMAIL** of about **150** words to Ms. Marsh:

- to thank her for the invitation;
- to ask her about the requirements for your speech;
- to ask her about travel arrangements.