



全国高等学校外语学科中青年骨干教师高级研修班
育人与评价融合的语言测试

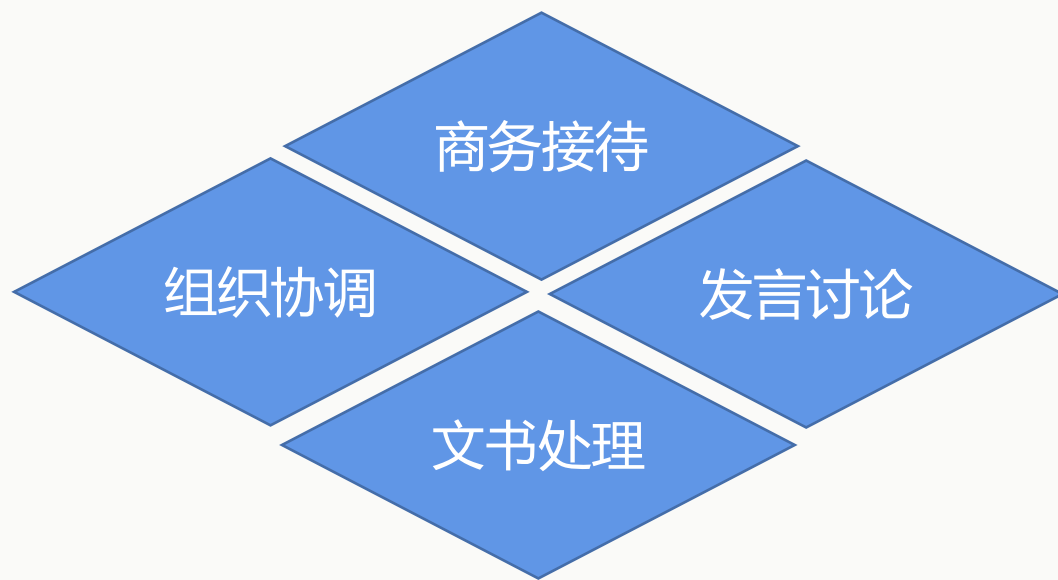
国际人才英语考试（中级）解读

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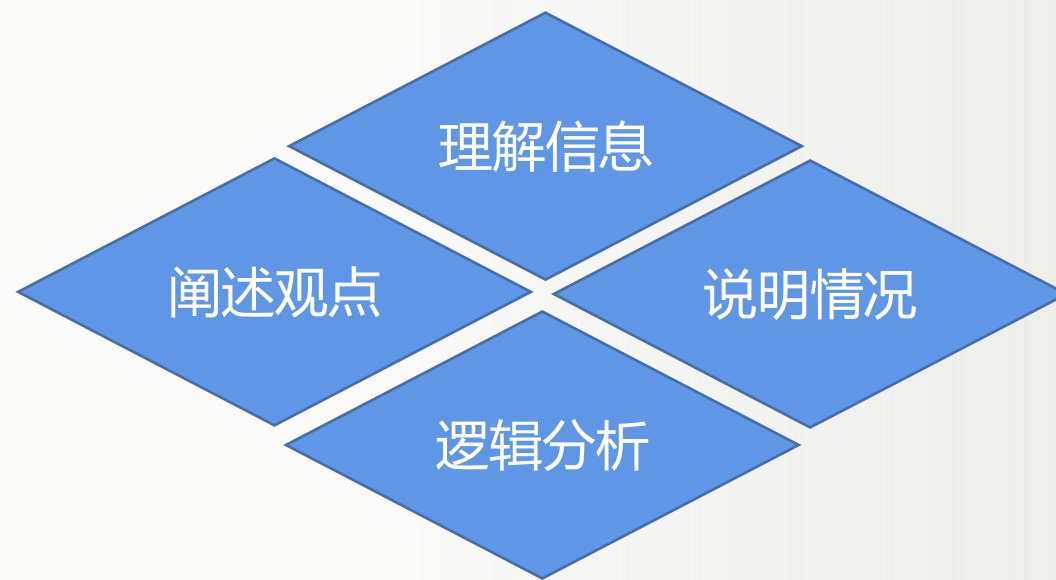
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概述

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。



职场任务



语言应用

口头任务

考试时间：约为23分钟

解说数据

阅读一份商务图表，根据图表所示数据信息，口头回答提问。

旧题型-中级口头任务二：
数据解说

回复留言

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。

新题型-（承接）初级
口头任务三：语音留言

报告信息

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。

新题型-（承接）初级书面
任务一：交谈记录

专题发言

就日常工作类话题及要点准备90秒后，用1分钟进行发言。

旧题型-中级口头任务四：
商务演讲

书面任务

考试时间：约为87分钟

会议纪要

材料由阅读变为听力

听两段共300词左右的会议发言片段，补全纪要。

旧题型-中级书面任务一：
梳理信息

研判材料

问答减半，增加段落标题

阅读一篇500词左右的论证性材料，为段落选择正确标题，之后选取正确信息回答问题。

旧题型-中级书面任务二：
研判材料

撰写提要

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。

扩写变为缩写

新题型-替换
中级书面任务四：
撰写提案

撰写邮件

阅读一封80词左右的邮件，根据要求回复一封150词左右的邮件。

字数翻倍

旧题型-中级书面任务三：
写作字数增加一倍

解读要点

与初级考查的内容、形式等密切关联

听、说、读、写技能综合运用进一步增强

以任务要求完成度作为最核心的评价基准

任务情境显著影响执行任务的策略选择

要点一：与初级考查的内容、形式等密切关联

【样题例一】 中级口头任务二 “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。

样题指令（情境设置）

任务执行者身份

任务主题

交际对象

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**.

可借助方式

任务执行方式

要点一：与初级考查的内容、形式等密切相关

样题指令（任务要点）

In your reply message you should:

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

"I think we should work together for it"

"There is a problem"

"When and where can we meet up?"

要点一：与初级考查的内容、形式等密切关联

任务关联：初级口头任务三“语音留言”

考生根据所给话题和提示，准备120秒后，用1分钟进行语音留言。

样题指令（情境设置）

任务执行者身份

You are **Laura Lin**, an **office assistant** at **Best Care Dental Clinic**.

James Walton, a **client**, has called to schedule a regular check-up with

交际对象

the dentist **Dr. Wang**. You are going to **leave a voice message** to **remind**

him of the appointment.

任务执行方式

任务主题

You will have **120** seconds to prepare. Then leave the message within **60**

seconds. You should cover all the points listed below:

要点一：与初级考查的内容、形式等密切关联

样题指令（任务要点）



任务要点以文字形式直接提供

要点一：与初级考查的内容、形式等密切关联

技能关联：初级书面任务一“交谈记录”

考生听一段200词左右的对话，记录关键信息，补全笔记。

You will hear a telephone conversation about **ordering flowers**. 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 name:	Mark Turner
Type of flowers ordered:	red (1) <u> </u> 有信号词
Quantity:	(2) <u> </u> 无信号词
Caller's phone number:	(3) <u> </u> 有信号词
Name of recipient:	Rebecca (4) <u> </u> 有信号词
Address:	216 Sunset Street 有信号词
Time of delivery:	before 7 p.m. on (5) <u> </u> 12th
Message on the card:	Happy Birthday, all my love, M.

要点一：与初级考查的内容、形式等密切关联

内容关联：初级书面任务五“撰写邮件”

考生根据所给话题及要点撰写一封70词左右的邮件。

样题指令（情境设置）

任务执行者身份

交际对象

You are Eleanor Zhou, a service representative at Sunrise Office Supplies. Jill Sanders, a client, has informed you that the photocopier she bought four months ago has stopped working. Write her an EMAIL of about 70 words:

任务背景

要点一：与初级考查的内容、形式等密切关联

内容关联：初级书面任务五“撰写邮件”

样题指令（任务要点）

- to show your **concern** for the trouble;
- to tell her **when you will collect** the machine for repair;
- to **promise her a satisfactory solution** to the problem.

对背景事件的态度

任务执行时间

任务预期结果

要点二：听、说、读、写技能综合运用进一步增强

【样题例二】 中级口头任务一 “解说数据”

考生阅读一份商务图表，根据图表所示数据信息，口头回答提问。

重点信息词

材料给出形式

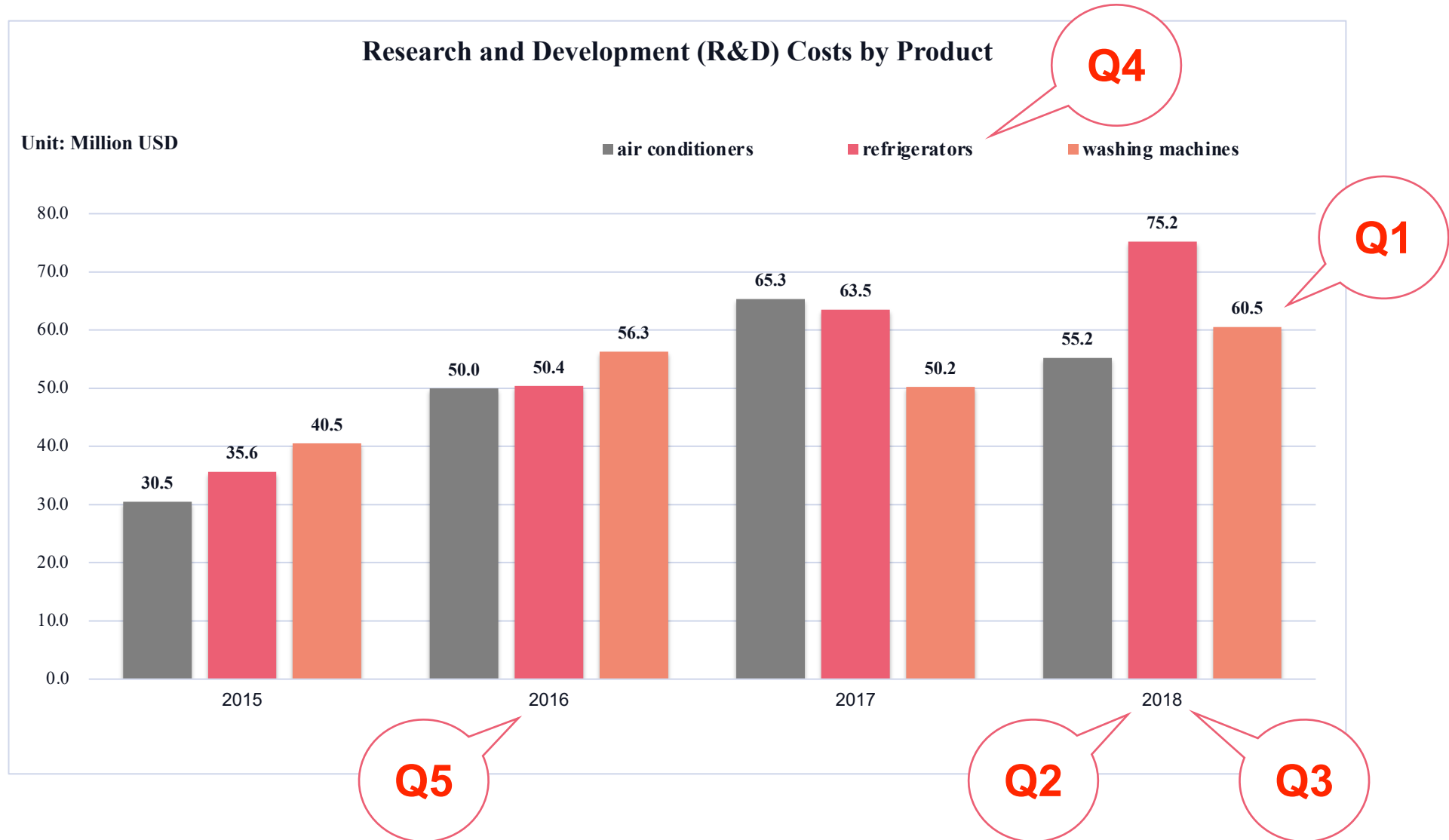
You are going to **read a bar chart** about the **Research and Development (R&D)** costs for **three products** made by a home appliances company. After that, you will **be asked five questions**. You should give **brief answers**. You will have **90** seconds to read the chart and you must answer each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

任务执行方式

提问形式

要点二：听、说、读、写技能综合融入各项任务

对信息声音形式的反应/呈现效率



要点二：听、说、读、写技能综合融入各项任务

Scripts

任务信息

Now please answer the questions.

判断信息

Q1. **How much** was spent on the **R&D of washing machines** in **2018**?

定位信息

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?

Mental energy在语言能力和解题技巧之间的分配

要点二：听、说、读、写技能综合融入各项任务

【样题例三】 中级口头任务三 “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。

任务执行者身份

You are Racheal Li, an assistant manager at U-clothes. Your company is

任务背景

planning to introduce robots to enhance production. You are going to hear

任务主题

a talk about using robots to make clothes, and then report the main

材料形式

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

交际对象

may take notes with the help of the following outline.

任务执行方式

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

prepare and **90** seconds to speak.

要点二：听、说、读、写技能综合融入各项任务

A Revolution in Garment Manufacturing

**Automated
production**

The automated production line

1. _____

2. _____

**Garment
Manufacturing**

Benefits

The benefits of using Tailorbot in America

1. _____

2. _____

3. _____

Tailorbot

要点二：听、说、读、写技能综合融入各项任务

Scripts

背景信息

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.

笔记提示-1

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.

笔记提示-2

笔记提示-2

要点二：听、说、读、写技能综合融入各项任务

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?

笔记提示-1

笔记要点-1

要点二：听、说、读、写技能综合融入各项任务

笔记提示-2

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.

笔记要点-2

要点三：以任务要求完成度作为最核心的评价基准

【样题例四】 中级口头任务四 “专题发言”

任务执行人身份

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。

交际对象

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:

任务形式

任务目标

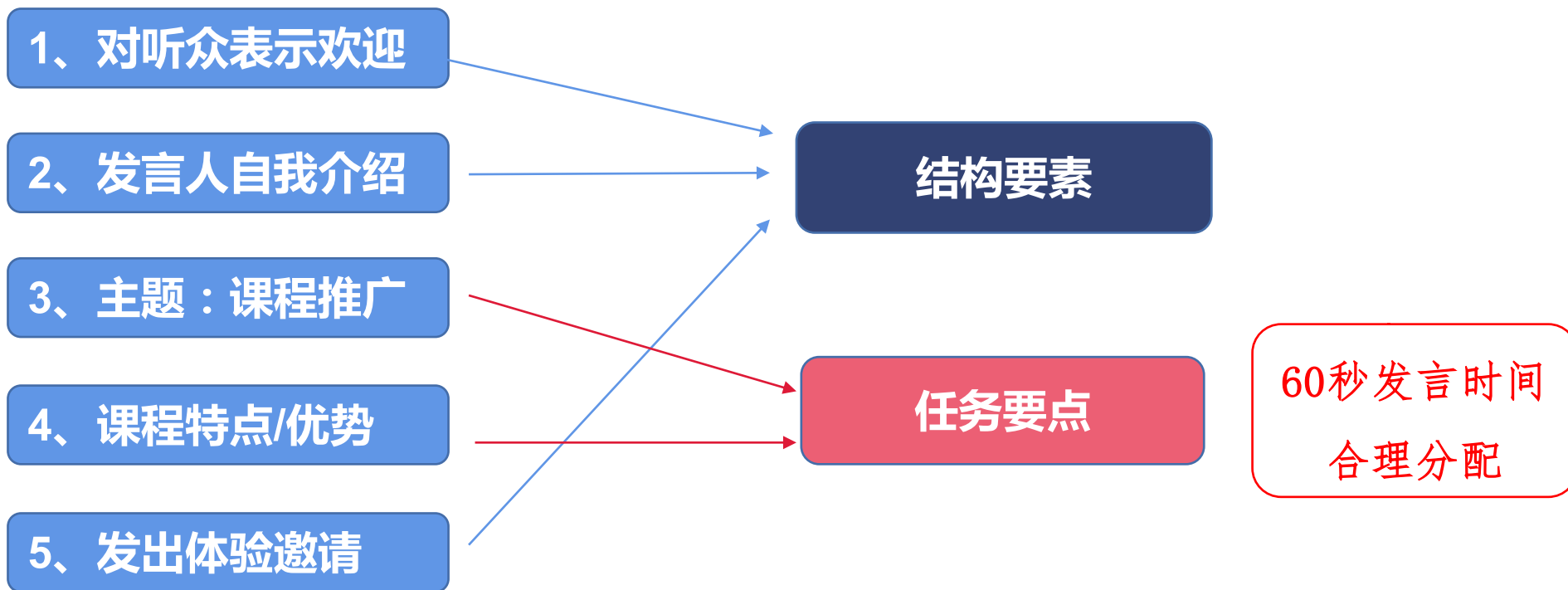
- **good physical and mental exercise;**
- **a taste of Chinese culture;**
- **opportunity to make new friends.**

任务要求（完成任务目标的途径）

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

要点三：以任务要求完成度作为最核心的评价基准

发言基本框架



要点三：以任务要求完成度作为最核心的评价基准

【样题例五】 中级书面任务四 “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。

样题指令（情境设置）

交际对象

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

任务执行者身份

You are Roger Zhang, Human Resources Manager at Silver Office Supplies.

Write an EMAIL of about 150 words to Ms. Marsh:

要点三：以任务要求完成度作为最核心的评价基准

Laura Marsh来信的片段

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.

邮件意图：邀请发言

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.

发言主旨：员工招聘

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

其他事项：相关安排

要点三：以任务要求完成度作为最核心的评价基准

邮件意图：邀请发言

样题指令

任务要求

承接背景，
作出肯定回应

- to thank her for the invitation;

发言主旨：员工招聘

- to ask her about the requirements for your speech;

- to ask her about travel arrangements.

与发言主旨和发言
形式有关的信息

其他事项：相关安排

与差旅活动有关的信息

要点三：以任务要求完成度作为最核心的评价基准

- to ask her about the requirements for speech

学生习作范例

“Finding and Hiring the Right Employees” can be a very complicated topic. It is influenced by many factors, for example, the location and the size of the company, the salary offered and the corporate culture. So I would like to know a little more about the requirements for my speech, such as the situation of the audience, the length of my presentation, and the specific aspect of the topic you would really like me to share. (69 words)

重复利用题目
给出的信息

延展细节：时长、
听众、内容侧重点

要点三：以任务要求完成度作为最核心的评价基准

- to ask her about the travel arrangements

学生习作范例

By the way, since I am in Beijing, China at the moment, and the conference will be held in Chicago, US, I also want to know about the specific travel arrangements. For example, when should I arrive at your place? What flight am I going to take? Am I going to stay in the same hotel where the conference takes place? It would be convenient if you can provide me the information, so I can make some preparation in advance. (80 words)

重复利用题目
给出的信息

延展细节：时间、
地点、航班

根据既定情景，以特定身份向
指定对象（执行具体任务）

要点四：任务情境显著影响执行任务的策略选择

【样题例五】 中级书面任务四 “撰写提要”

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。

样题指令（情境设置）

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.

提要作者

提要用途

提要主题

要点四：任务情境显著影响执行任务的策略选择

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.

信息来源

要点四：任务情境显著影响执行任务的策略选择

Your summary should **cover the main points of the text.**

内容要求

You should use your own words as much as possible. Bear

in mind that **your colleagues have not read the text.**

交际功能提示

要点四：任务情境显著影响执行任务的策略选择

步骤一：确定结构框架

作者信息

写作者身份

提要用途

同潜在在美国商业伙伴进行谈判

提要主旨

国际管理中的文化、策略和行为方式

提要正文

围绕主旨提炼的核心观点（和关键证据）

建构提要使用的完整情景

要点四：任务情境显著影响执行任务的策略选择

步骤二：围绕主旨（情境）检索核心信息

紧扣主旨

要点应指向受任务情境影响/限制的主旨

确定侧重

如有多方论点，应以与主旨一致的内容为主

精确定位

切勿受段落首句等惯性思维影响

要点四：任务情境显著影响执行任务的策略选择

Para. 1

导言

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.

全面深入了解对方文化

要点四：任务情境显著影响执行任务的策略选择

Para. 2

美国

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.

重视客观事实

意图展现灵活、讲道理

用合约约束对方

强调合约约束力

要点四：任务情境显著影响执行任务的策略选择

Para. 3-1

中国

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**.

关注总体

细节暂缓

集中火力

要点四：任务情境显著影响任务执行的策略选择

Para. 3-2

中国

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.

先定大方向

再进入细节

要点四：任务情境显著影响执行任务的策略选择

Para. 3-3

中国

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.

Para. 3总结

要点四：任务情境显著影响任务执行的策略选择

Para. 4-1 补充观点

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.

政治、法律环境



表面谈判成功
实则仍存障碍

要点四：任务情境显著影响任务执行的策略选择

Para. 4-2

例证

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.

要点四：任务情境显著影响任务执行的策略选择

Para. 4-3

补充观点

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.

劳动力状况
对管理的影响

要点四：任务情境显著影响执行任务的策略选择

核心要点提炼

美国风格

- 重视客观事实
- 希望给人以灵活和讲道理的印象
- 用合约约束对方
- 重视最后期限

除上述文化因素外，还应考虑

- 政治、法律、劳动力因素的影响

(非)核心要点提炼

中国风格

- 先确定大方向
- 再进入谈判细节

基于任务情景的判断

要点四：任务情境显著影响执行任务的策略选择

步骤三：简化成文

保留核心概念

用自己的话转述时，核心概念词可保留

简化语言结构

简单句、主动句等

注意衔接连贯

使用清晰的核心观点标识

谢谢!