

# 第一部分

## 高等学校英语应用能力考试概述及样卷

### 一. 概述

高等学校英语应用能力考试 PRETCO (Practical English Test For Colleges), 旨在考查学生的英语基础知识和语言技能, 以及使用英语进行简单的涉外日常交际与业务交际的能力, 其性质是教学水平考试。

PRETCO 分为 A 级与 B 级。

B 级考试适用于达到高职教育英语课程基础要求的高等职业教育、普通高等专科学校教育、成人高等教育和本科独立学院各非英语专业的学生。

B 级考试有 5 种题型:

#### 1. 听力理解 (Listening Comprehension)

听力理解是考查学生理解所听问题并快速作出回答、理解简单对话和听写词语的能力。听力材料的朗读语速为每分钟 100 词。听力理解部分由 4 个部分组成:

**Section A:** 听单个问题并作出恰当回答。回答的形式是在 4 个选项中选一个正确答案。

**Section B:** 理解简短对话的能力。听一个对话 (一问一答), 然后根据所问问题作出恰当回答。回答的形式是在 4 个选项中选一个正确答案。

**Section C:** 理解简短会话的能力。听二段简短的会话 (一问一答大约 3—4 轮), 每段会话后有 2 至 3 个问题, 根据所问问题作出恰当回答。回答的形式也是在 4 个选项中选一个正确答案。

**Section D:** 考查词语听写的能力。听一段短文 (一般听 3 遍), 短文中有 5 个地方空缺, 要求考生根据所听内容填入所缺的词。

听力部分的材料主要以简单的涉外日常交际和涉外业务交际内容为主。词汇限于 2014 年新版考试大纲“词汇表”中 B 级范围。

听力理解占试卷总分的 24%, 题号为 1—24 (1 分 1 题), 测试时间为 25 分钟。

#### 2. 词汇与语法结构 (Vocabulary & Structure)

本部分测试考生运用词语和语法知识的能力。测试内容包括职业教育英语课程涉及的基本词汇用法和基础语法。由两个部分组成。



**Section A:** 多项选择。考查学生对词汇知识和语法规则的应用能力。

**Section B:** 用所给词的正确形式填空。考查学生对句法、词法、词性的掌握情况。涉及时态、语态、语气、语法和词形变化等。

词汇和语法结构占试卷总分的 10%。题号 25—34 为多项选择, 每题 0.5 分; 题号 35—39 为填空题, 每题 1 分。考查的词汇范围限于 2014 年新版考试大纲“词汇表”中 B 级范围。测试时间为 10 分钟。

### 3. 阅读理解 (Reading Comprehension)

本部分测试考生从书面文字材料 (文化、社会、常识、科普、经贸、人物等) 和简单的应用性文字材料 (术语、简历、便条、广告、简单信函、日程表、单证等) 或图文 (不包括诗歌、小说、散文等) 获取信息的能力。其内容能为各专业学生所理解。应用性文字材料约占 50%。总阅读量约 800 词。

根据 2014 年新版考试大纲的要求, 本部分主要测试以下阅读技能:

- 1) 了解语篇和段落的主旨和大意;
- 2) 掌握语篇中的事实和主要情节;
- 3) 理解语篇上下文的逻辑关系;
- 4) 了解作者的目的、态度和观点;
- 5) 根据上下文正确理解生词的意思;
- 6) 理解语篇的结论;
- 7) 进行信息转换。

阅读材料涉及的词汇限于 2014 年新版考试大纲“词汇表”中 B 级范围。

本部分的得分占总分的 31%。测试时间为 35 分钟。

本部分由 5 个 task 组成。

**Task 1:** 多选题: 阅读一篇短文, 短文后有 5 道选择题, 题号为 40—44。每道选择题中有 ABCD 4 个选项, 选出正确的一项。每题 2 分。

**Task 2:** 要求同 Task 1, 题号为 45—47, 每题 2 分。

**Task 3:** 填空题: 阅读一篇短文。短文后有一段总结性文字。文字中有 5 个空格, 要求用不超过 3 个词填空。题号为 48—52, 每题 1 分。超过 3 个词不给分。

**Task 4:** 匹配题: 把英文词汇和相应的中文解释匹配。题号为 53—57。每题 1 分。

**Task 5:** 简答题: 阅读一篇短文。短文后有 5 个问题。用不超过 3 个词回答问题。题号为 58—62, 每题 1 分。超过 3 个词不给分。

### 4. 翻译——英译汉 (Translation—English into Chinese)

本部分测试考生将英语正确译成汉语的能力。所译材料为句子和段落, 包括一般性内容 (约占 60%) 和应用性内容 (约占 40%); 所涉及的词汇限于 2014 年新版考试大纲“词汇表”中 B 级范围。本部分包括两种形式:

(1) 选择题 (4 题): 一个英语句子下面有 ABC 三种译文, 选出最佳译文。此部分题号为 63—66。得分分别为: 2 分、1 分、0 分。



(2) 文字翻译：把句子或段落翻译成中文，题号为 67，得分为 12 分。

此部分的得分占试卷总分的 20%。测试时间为 25 分钟。

## 5. 写作 / 汉译英 (Writing/Translation—Chinese into English)

本部分测试考生填写英文表格、书写应用性短文或将简短的汉语应用性文字翻译成英语的能力。

应用文写作包括书信、简历、通告、广告、申请书等。

汉译英主要为应用性短文的翻译。

这部分的得分占试卷总分的 15%，测试时间为 25 分钟。

高等学校英语应用能力考试 (B 级) 测试项目、内容、题型、分值比重及时间分配表：

序号	测试项目	题号	测试内容	题型	分值比重	时间分配
I	听力理解	1-24	问答、对话、会话、短文	4 项选 1、填空	24%	25 分钟
II	词汇和语法结构	25-39	词汇用法、句法结构、词性等	4 项选 1、填空	15%	10 分钟
III	阅读理解	40-62	术语、语篇 (应用性文字)、图文	4 项选 1、填空、匹配、简答	31%	35 分钟
IV	英译汉	63-67	句子和段落	句子：3 项选 1，段落：翻译	15%	25 分钟
V	英文写作 / 汉译英		应用性文字 (便条、通告、备忘录、简短信函、简历表、申请表等)	填表、写短文、汉译英	15%	25 分钟
合计		67+1			100%	120 分钟

## 二. 高等学校英语应用能力考试 (B 级) 样卷

### PRACTICAL ENGLISH TEST FOR COLLEGES

Level B

SAMPLE TEST

#### Part I Listening Comprehension (25 minutes)

**Directions:** This part is to test your listening ability. It consists of 4 sections.

##### Section A

**Directions:** This section is to test your ability to give proper responses. There are 7 recorded



*dialogues in it. After each question, there is a pause. The questions will be spoken **two times**. When you hear a question, you should decide on the correct answer from the 4 choices marked A, B, C and D given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

**Example:** *You will hear:*

*You will read:* A. I'm not sure.

B. You're right.

C. Yes, certainly.

D. That's interesting.

*From the question we learn that the speaker is asking the listener to leave a message. Therefore, **C. Yes, certainly** is the correct answer. You should mark C) on the Answer Sheet with a single line through the center.*

*Now the test will begin.*

- |                          |                       |
|--------------------------|-----------------------|
| 1. A. Here you are.      | B. A good idea.       |
| C. Don't worry.          | D. It doesn't matter. |
| 2. A. No, you can't.     | B. Yes, I am.         |
| C. Please don't.         | D. Fine, thanks.      |
| 3. A. No, it isn't.      | B. Yes, it is.        |
| C. Quite well.           | D. Thanks a lot.      |
| 4. A. Hurry up.          | B. Take it easy.      |
| C. No problem.           | D. Mind your steps.   |
| 5. A. After you, please. | B. Take care.         |
| C. This way, please.     | D. Sure, I will.      |
| 6. A. Very nice.         | B. Too early.         |
| C. Why not?              | D. How lucky!         |
| 7. A. Don't mention it.  | B. Not at all.        |
| C. It's lovely.          | D. All right.         |

## Section B

**Directions:** *This section is to test your ability to understand short dialogues. There are 7 recorded dialogues in it. After each dialogue, there is a recorded question. Both the dialogues and questions will be spoken **two times**. When you hear a question, you should decide on the correct answer from the 4 choices marked A, B, C and D given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center.*

*Now listen to the dialogues.*



- |                                |                                |
|--------------------------------|--------------------------------|
| 8. A. A writer.                | B. A musician.                 |
| C. An engineer.                | D. A doctor.                   |
| 9. A. Highly popular.          | B. Rather difficult.           |
| C. Too simple.                 | D. Quite nice.                 |
| 10. A. She hasn't got the job. | B. She hasn't passed the exam. |
| C. She has got a headache.     | D. She has lost her passport.  |
| 11. A. On the Internet.        | B. In the newspaper.           |
| C. On television.              | D. From a friend.              |
| 12. A. Training.               | B. Sales.                      |
| C. Service.                    | D. Quality.                    |
| 13. A. In the lecture hall.    | B. In the office.              |
| C. In the meeting room.        | D. In the laboratory.          |
| 14. A. His report.             | B. His health.                 |
| C. His plan.                   | D. His interview.              |

### Section C

**Directions:** *In this section, there are 2 recorded conversations. After each conversation, there are some recorded questions. Both the conversations and questions will be spoken **two times**. When you hear a question, you should decide on the correct answer from the 4 choices marked A, B, C and D given in your test paper. Then you should mark the corresponding letter on the Answer Sheet with a single line through the center. Now listen to the conversations.*

#### Conversation 1

- |                              |                             |
|------------------------------|-----------------------------|
| 15. A. To be a teacher.      | B. To take care of animals. |
| C. To work as a secretary.   | D. To study abroad.         |
| 16. A. Working in an office. | B. Being a salesman.        |
| C. Working in a lab.         | D. Being a tourist guide.   |

#### Conversation 2

- |                                 |                          |
|---------------------------------|--------------------------|
| 17. A. All staff.               | B. Young workers.        |
| C. New employees.               | D. Department managers.  |
| 18. A. How to operate machines. | B. How to use computers. |
| C. How to collect information.  | D. How to be a manager.  |
| 19. A. 1 day.                   | B. 2 days.               |
| C. 3 days.                      | D. 4 days.               |

### Section D

**Directions:** *In this section you will hear a recorded short passage. The passage is printed in the test paper, but with some words or phrases missing. The passage will be read **three***



*Now the passage will begin.*

Welcome to the \_\_\_\_20\_\_\_\_. Before we start, let me give you some idea of what I'd like to talk about with you today. First of all, you'll be given a few minutes to \_\_\_\_21\_\_\_\_ yourself. You can tell us about your education, \_\_\_\_22\_\_\_\_, interests, hobbies, or anything else you'd like to tell us. After that, I'll give you some information about our company and the job you are \_\_\_\_23\_\_\_\_. If you have any questions about the job, \_\_\_\_24\_\_\_\_ to ask me. I'll be happy to answer them. Now, let's start the interview.

### Part II Vocabulary & Structure (10 minutes)

## Section A

25. The report gives a \_\_\_\_\_ picture of the company's future development.  
A. central B. clean  
C. clear D. pleasant

26. We all believe that the role he \_\_\_\_\_ in the research is very important.  
A. puts B. gets  
C. keeps D. plays

27. The manager is so busy this week that he has to \_\_\_\_\_ his visit to New Zealand.  
A. get off B. put off  
C. give off D. take off

28. Our next board meeting will focus \_\_\_\_\_ the benefits for the employees.  
A. on B. at  
C. with D. by

29. Breakfast can be \_\_\_\_\_ to you in your room for an additional charge.  
A. made B. served  
C. used D. cooked



30. He said he couldn't begin to work \_\_\_\_\_ he was provided with the proper tools.  
A. if B. since  
C. until D. as
31. We were delighted to learn that the last month's sales \_\_\_\_\_ by 30%.  
A. had increased B. have increased  
C. would increase D. will increase
32. \_\_\_\_\_ your name and job title, the business card should include your telephone number and address.  
A. As far as B. As much as  
C. In case of D. In addition to
33. Have you read our letter of December 18, in \_\_\_\_\_ we complained about the quality of your product?  
A. that B. what  
C. which D. it
34. He sent me an email, \_\_\_\_\_ to get some samples of our new product.  
A. hoped B. to hope  
C. hoping D. hope

## Section B

**Directions:** *There are 5 incomplete statements here. You should fill in each blank with the proper form of the word given in brackets. Write the word or words in the corresponding space on the Answer Sheet.*

35. Most of the employees enjoy (talk) \_\_\_\_\_ with the manager as he is kind and friendly.
36. No magazines can (take) \_\_\_\_\_ out of the reading room without permission.
37. At the meeting the director encouraged everyone to make a (suggest) \_\_\_\_\_.
38. By the end of last month, the factory (produce) \_\_\_\_\_ more than 20,000 TV sets of this model.
39. Please take care when you go out at night in this small town; it can be very (danger) \_\_\_\_\_.

## Part III Reading Comprehension (35 minutes)

**Directions:** *This part is to test your reading ability. There are 5 tasks for you to fulfill. You should read the reading materials carefully and do the tasks as you are instructed.*

### Task 1

**Directions:** *After reading the following passage, you will find 5 questions or unfinished statements, numbered 40 to 44. For each question or statement there are 4*



*choices marked A, B, C and D. You should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.*

When doing business in New Zealand, you have to dress formally. Men should wear darker colored suits with a suitable tie. To be formal, a white shirt would be worn. Women should wear a suit, a dress, or skirt and blouse with a jacket. Umbrellas and raincoats are necessary most of the year because of the climate and rainfall. The climate is mild ( 温和的 ), not very hot.

When not involved in business meetings and formal activities, you may wear casual ( 随意的 ) Clothes. To maintain a formal look, though dressed casually, keep your clothing in colors like blue, gray, brown, and white. Make sure your casual shoes are properly maintained.

Always be on time or early for all appointments. Being on time is part of the culture.

“Arriving late” is not good in this country as most social events start on time. Maintain formal manners, especially when meeting someone for the first time. You may feel more relaxed by following the behavior of your New Zealand hosts.

Normal business hours are Monday—Friday, 8:30 am—5:00 pm and Saturday 9:00 am—12:30 pm.

You’d better not talk while you are eating a meal. The conversation will occur before and after your meal. Lunch is usually used for business conversation.

40. What kind of clothes should a man wear for doing business in New Zealand?
- A. A casual suit with a bright tie.
  - B. Whatever clothes and ties he likes.
  - C. A bright colored suit with a dark tie.
  - D. A darker colored suit with a proper tie.
41. From the passage we know that it rains in New Zealand \_\_\_\_\_.
- A. almost all the year round
  - B. rarely across the country
  - C. in summer and autumn
  - D. in spring and winter
42. To maintain a formal look in everyday activities, you are advised to \_\_\_\_\_.
- A. dress in bright colors
  - B. wear dark colored shoes
  - C. keep your shoes properly
  - D. bring an umbrella with you
43. In New Zealand you should not be late for an appointment because \_\_\_\_\_.
- A. to arrive a bit early is a fashion
  - B. to be on time is part of the culture
  - C. most activities start earlier than scheduled
  - D. some activities may finish earlier than scheduled





44. What time is proper for business talks according to the passage?

- A. During a meal.
- B. At breakfast.
- C. At lunch time.
- D. During a coffee break.

## Task 2

**Directions:** *The following is a short notice. After reading it, you will find 3 questions or unfinished statements, numbered 45 to 47. For each question or statement there are 4 choices marked A), B), C) and D). you should make the correct choice and mark the corresponding letter on the Answer Sheet with a single line through the center.*

### Sealink

#### Notice to Customers

Dear customers,

Please be advised that from Monday, 3<sup>rd</sup> October  
parking at the Breakwater Terminal is \$7.00 per or part thereof.  
Tickets and longer parking permits are available for  
purchase from our ticketing counters inside the  
Breakwater Terminal or from the car park attendant.  
Enquire about our Monthly Saver Parking Permit or  
our Yearly Super Saver Parking Permit & start saving now!  
Thank you and have a great day!

Yours Sincerely,  
Sealink QLD Management

45. The new parking charge starts from \_\_\_\_\_.

- A. October 3
- B. next month
- C. next week
- D. October 1

46. The new parking charge for each day is \_\_\_\_\_.

- A. 3 dollars
- B. 7 dollars
- C. 4 dollars
- D. 14 dollars

47. Customers can buy a parking ticket \_\_\_\_\_.

- A. online
- B. from a post office
- C. from a car park attendant
- D. in a nearby shop

## Task 3

**Directions:** *The following is a memo. After reading it, you should complete the information by filling in the blanks marked 48 to 52 (in no more than three words) in the table*



*below. You should write your answers on the Answer Sheet correspondingly.*

### Memo

To: Katherine Anderson, General Manager

From: Stephen Black, Sales Department

Date: 19 November, 2013

Subject: Resignation ( 辞职 )

Dear Ms. Katherine Anderson,

I am writing to inform you of my intention to resign ( 辞职 ) from G&S Company.

I very much appreciate my four years' working for the company. The training has been excellent and I have gained rich experience working within an efficient and friendly team environment. In particular, I am very grateful for your personal guidance during these first years of my career.

I feel now that it is time to further develop my knowledge and skills in a different environment.

I would like to leave, if possible, in a month's time on Saturday, 18 December. This will allow me to complete my current job responsibilities. I hope that this suggested arrangement is acceptable ( 可接受的 ) to the company.

Once again, thank you for your kind attention.

### Memo

Date: 19 November, 2013

Memo to: Katherine Anderson, 48

Memo from: Stephen Black 49 Department

Subject: Resignation

Years of working for G&S Company: 50

Reason for leaving: to further develop 51 in another environment

Time of leaving the position: on 52

### Task 4

**Directions:** *The following is a list of different types of advertising. After reading it, you are required to find the items equivalent to ( 与 …… 等同 ) those given in Chinese in the table below. Then you should mark the corresponding letters with a single line through the center in order of the numbered blanks, 53 through 57, on the Answer Sheet.*

A — action advertising

B — airport advertising

C — billboard advertising

D — business advertising

E — direct mail advertising

F — gift advertising

G — lamp post advertising

H — light box advertising



- |                                 |                                |
|---------------------------------|--------------------------------|
| I — local advertising           | J — magazine advertising       |
| K — neon light advertising      | L — newspaper advertising      |
| M — online advertising          | N — outdoor advertising        |
| O — platform side advertising   | P — public service advertising |
| Q — sales promotion advertising |                                |

**Examples:** (P) 公益广告

(K) 霓虹灯广告

- |               |            |
|---------------|------------|
| 53. ( ) 机场广告  | ( ) 户外广告   |
| 54. ( ) 灯箱广告  | ( ) 杂志广告   |
| 55. ( ) 地方性广告 | ( ) 路灯柱广告  |
| 56. ( ) 赠品广告  | ( ) 直接邮递广告 |
| 57. ( ) 赠品广告  | ( ) 报纸广告   |

### Task 5

**Directions:** *The following are two mails. After reading them, you are required to complete the answers that follow the questions (No. 58 to No. 62). You should write your answers (in no more than 3 words) on the Answer Sheet correspondingly.*

#### Email 1

To: DBL Online  
From: Marsha Smith  
Subject: Order  
Dear Mr. Chapman,

We would like to buy 30 Futura computers, Model No. XT 306. Can you ensure delivery by the 25<sup>th</sup> of this month?

We wish to confirm that the price is as given in your price list, with a 15% discount for new customers. We will make payment upon receiving the goods.

We look forward to receiving your reply soon.

Sincerely,  
Marsha Smith

#### Email 2

To: WMF  
Fro: John Wilson  
Subject: Order  
Attachment:  
Dear Mr. Brown,

Purchase order No. J300

Following our telephone conversation this morning, I would like to order 300 washing machines. Could you deliver the items according to the purchase order?



Please send the items by express freight ( 快运 ).

I would like to confirm that the price remains the same, and a 10% discount is included.

As before, we will pay check within 15 days after receiving the goods.

Best wishes,

John Wilson

58. What does Marsha Smith want to buy in the first email?

\_\_\_\_\_.

59. What is the delivery date of the goods required in the first email?

By \_\_\_\_\_ of this month.

60. According to the first email, what discount can Marsha Smith get as a new customer?

\_\_\_\_\_.

61. How did John Wilson contact Mr. Brown before he ordered the washing machines?

He contacted Mr. Brown through \_\_\_\_\_ in the morning.

62. According to the second email, how should the goods be shipped as John Wilson requested?

By \_\_\_\_\_.

#### Part IV Translation—English into Chinese (25 minutes)

**Directions:** This part, numbered 63 to 67, is to test your ability to translate English into Chinese. Each of the four sentences (No. 63 to No. 66) is followed by three choices of suggested translation marked A, B and C. Make the best choice and write the corresponding letter on the Answer Sheet with a single line through the center. And then write your translation of the paragraph (No. 67) in the corresponding space on the Translation/Composition Sheet.

63. As a matter of fact, your product will sell well if the advertisement is convincing.

- A. 事实上, 如果广告令人信服的话, 你们的产品会很畅销。
- B. 老实说, 尽管广告做得较差, 你们出售的产品还是好的。
- C. 实际上, 要是广告能说服人, 你们的产品就能卖出高价。

64. On account of the rapid increase of trade with China, we have recently established a new branch there.

- A. 由于对华贸易的高速增长, 我们最近在中国设立了新的分公司。
- B. 为适应对华贸易的快速增长, 我们新公司最近在中国隆重开业。
- C. 为了在中国建立一家新公司, 我们需要重新开设一个贸易账户。

65. It seems that women are now more attracted to the convenience of online shopping than they used to be.

- A. 现在女性更喜欢在网上购物, 网络购物也比过去发展得更快。
- B. 看起来网上购物更加方便了, 现在比过去更为现代女性喜爱。



- C. 与过去相比较, 妇女现在似乎更加为网络购物的便捷所吸引。
66. There was a heated discussion about customer service at the meeting until the manager came up with a great idea.
- A. 在经理到会时, 会议还在对那个客户提出的合理建议进行热烈的争论。
- B. 会议就客服问题进行了热烈讨论, 直到经理提出了很好的主意才停止。
- C. 会议一直在热烈讨论客服问题, 直到结束后经理才想出了一个好主意。
67. Ladies and gentlemen, I am happy to introduce to you Mr. Wang Qiang, our new sales manager. He is an expert in sales and marketing. Today he will explain to you what our company expects you to do. He will be meeting each of you to discuss your monthly sales plans in the following days and he is ready to answer any questions you might have.

## Part V Writing (25 minutes)

**Directions:** *This part is to test your ability to do practical writing. You are required to fill in the Reservation Form (预定表) and write a Fax according to the following information given in Chinese. Remember to do your writing on the Translation/Composition Sheet.*

说明: 假定你叫王洪, 拟在某酒店举办一个会议。请根据下列内容填写登记表。

内容:

1. 入住时间: 2014 年 6 月 25 日, 退房时间: 2014 年 6 月 29 日;
2. 预订房间: 单人房; 房间数量 20 间;
3. 付款方式: 现金;
4. 联系电话: 010-79968XXX, 传真: 010-79968XXX;
5. 电子邮箱: wanghong7080@163.com;
6. 特别要求:
  - 1) 会议共 20 人参加, 在酒店享用早、中、晚餐;
  - 2) 要求可以在房间上网;
  - 3) 6 月 26 日至 6 月 28 日租用酒店会议室一间, 需计算机、投影仪等设备。



Reservation Form

Name: \_\_\_\_\_ (1)

Check in: \_\_\_\_\_ (2)

Check out: June 29<sup>th</sup>, 2014

Room type: Single Room

Number of rooms reserved: \_\_\_\_\_ (3)

Payment: Cash

Tel. number: \_\_\_\_\_ (4)

Fax number: 010-79968XXX

Email: \_\_\_\_\_ (5)

Special requirements:

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***Words for reference:***

投影仪: projector