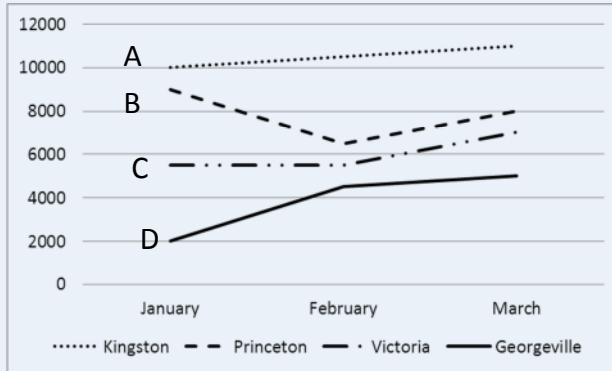


Question 11

- 在聽題目前，先仔細看選項：



- A. Kingston.
- B. Princeton.
- C. Victoria.
- D. Georgeville.

[▶ 按我聽題目](#)[🔍 按我看解析](#)[Question 12-13](#)

Question 11 解析

For question number 11, please look at the chart.

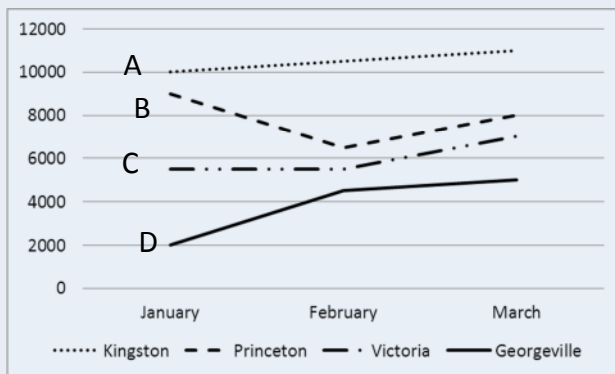
W: Let's look at the sales figures for the J-Call phone cards for the first three months of this year.

M: Sure. This graph compares sales in the four major cities over that period.

W: OK. Well, what concerns me is the slump in sales in February in one particular location.

M: I understand that, and we're looking into the reason for that drop, but at least we regained sales volume a little there in the following month.

Question: Which city are the speakers mainly talking about?



- A. Kingston.
- B. Princeton.**
- C. Victoria.
- D. Georgeville.

- 本題評量整合歸納多篇文本中訊息的能力。取材自商業工作情境，需要聽懂對話內容並歸納整合多項資訊。
- 詞彙：
 - figure n.** 數字
 - graph n.** 圖表
 - concern v.** 使擔心、使不安
 - slump n.** (銷售額) 猛跌
 - particular adj.** 特定的
 - regain v.** 重新獲得
 - volume n.** 量
- 題目問說話者主要討論哪一個城市。對話的第一、二句話表明這個圖表的主題與圖表中四條線代表的意義，即 the sales figures for the J-call phone cards for the first three months of this year (今年前三個月 J-call 電話卡的銷售數字)，四條線則是產品在四個主要城市的銷售表現 (sales in four major cities)。接著，兩個說話者針對某一個城市討論，聽懂此處的關鍵句，應該不難找到答案—the slump in sales in February in one particular location (某個地區在二月時的銷售驟減)、we regained sales volume a little there in the following month (下一個月銷售額有回漲一些)。因此，我們要找的是圖表中在二月有大幅下降、三月有緩升的線，選項 B. Princeton 符合這個趨勢，故為正解。

Questions 12-13

[▶ 按我聽對話](#)

Question 12

● 在聽題目前，先仔細看選項：

- A. An unexpected development.
- B. An inappropriate comment.
- C. A dubious achievement.
- D. A negative evaluation.

[▶ 按我聽題目](#)[🔍 按我看解析](#)

Question 13

● 在聽題目前，先仔細看選項：

- A. To mediate a disagreement.
- B. To interview a candidate.
- C. To obtain expert advice.
- D. To suggest alternatives.

[▶ 按我聽題目](#)[🔍 按我看解析](#)[← Question 11](#)

Question 12 解析

Questions number 12 and 13 are based on the following conversation.

W: I didn't see that coming.

M: Neither did I. All throughout the negotiations, they've been quite firm in their demands. Why would they make such a major concession now?

W: They're obviously more eager to conclude a deal than we thought.

M: Yes, but I'm suspicious of their motive. There must be some advantage for them that we're overlooking.

W: I think the best thing for me to do now is give our legal counsel, Karen Mitchell, a call. She said to contact her if anything unforeseen occurred.

M: This definitely qualifies. Do you want me to give you some privacy?

W: No, you can stay here and listen. Then I won't have to explain to you what she says before we go back inside.

Question 12: **What is the main subject of this conversation?**

- A. **An unexpected development.**
- B. An inappropriate comment.
- C. A dubious achievement.
- D. A negative evaluation.

- 本題評量整合歸納多項訊息的能力。答題關鍵在於掌握對話關鍵字，聯想情境。

- 詞彙：negotiation **n.** 談判；協商
 firm **adj.** 堅決的
 demand **n.** 要求
 concession **n.** 讓步
 suspicious **adj.** 猜疑的、多疑的

- motive **n.** 動機；目的
 overlook **v.** 看漏；忽略
 unforeseen **adj.** 意料之外的

- 題目問的是這個對話的主題。對話出現許多字詞，都是推測情境的重要關鍵字，例如 I didn't see that coming. (我沒預料到會那樣。)、sudden concession (突然的讓步)、suspicious of their motive (對他們的目的感到猜疑)、advantages that we're overlooking (我們看漏的好處) 以及 anything unforeseen occurred (任何未預見的事情發生)。整合這些訊息，可以合理推測對話的情境是 an unexpected development (意料之外的發展)，故選 A。



Question 13 解析



Question 13 解析

Questions number 12 and 13 are based on the following conversation.

W: I didn't see that coming.

M: Neither did I. All throughout the negotiations, they've been quite firm in their demands. Why would they make such a major concession now?

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M: Yes, but I'm suspicious of their motive. There must be some advantage for them that we're overlooking.

W: I think the best thing for me to do now is give our legal counsel, Karen Mitchell, a call. She said to contact her if anything unforeseen occurred.

M: This definitely qualifies. Do you want me to give you some privacy?

W: No, you can stay here and listen. Then I won't have to explain to you what she says before we go back inside.

Question 13: **Why will the woman telephone Karen Mitchell?**

- A. To mediate a disagreement.
- B. To interview a candidate.
- C. To obtain expert advice.**
- D. To suggest alternatives.

- 本題評量根據語境推敲含意的能力。

詞彙：**legal counsel** 法律顧問

qualify v. 具備合格資格

- 本題問的是對話中的女性為什麼聯絡 Karen Mitchell。對話中提到 Karen Mitchell 的職業為 legal counsel (法律顧問)，並且提到 Karen 曾說過如果意料之外的事情發生就跟他聯絡。從這兩個關鍵推論，女性打電話給 Karen 應該是為了尋求專家的建議，因此正確答案為 C。

