

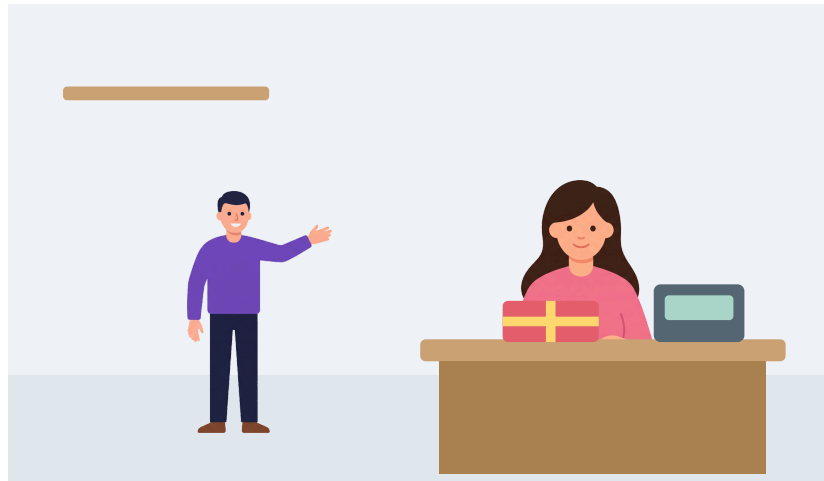
中級聽力測驗 單字第 02 回 商業與消費 教師用 (含錄音稿・答案・詳解)

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答案一覽

1	2	3	4	5	6	7
D	C	C	C	B	D	B
8	9	10	11	12	13	14
B	D	B	C	B	D	C
15	16	17	18	19	20	21
B	A	B	C	C	D	C
22	23	24	25	26	27	28
A	A	D	C	B	B	B
29	30	31	32	33	34	35
C	D	D	A	B	A	A

第 1 部分 看圖辨義 Picture Description



Picture A

For questions number one and two, please look at picture A.

1. What is the woman behind the counter doing? 答案 D

櫃台後面的女子正在做什麼？

- A. She is counting the day's earnings. 她正在清點當天的收入。
- B. She is advertising a new brand. 她正在為新品牌打廣告。
- C. She is negotiating a price. 她正在議價。
- D. She is wrapping a gift for the customer. 她正在為顧客包裝禮物。**

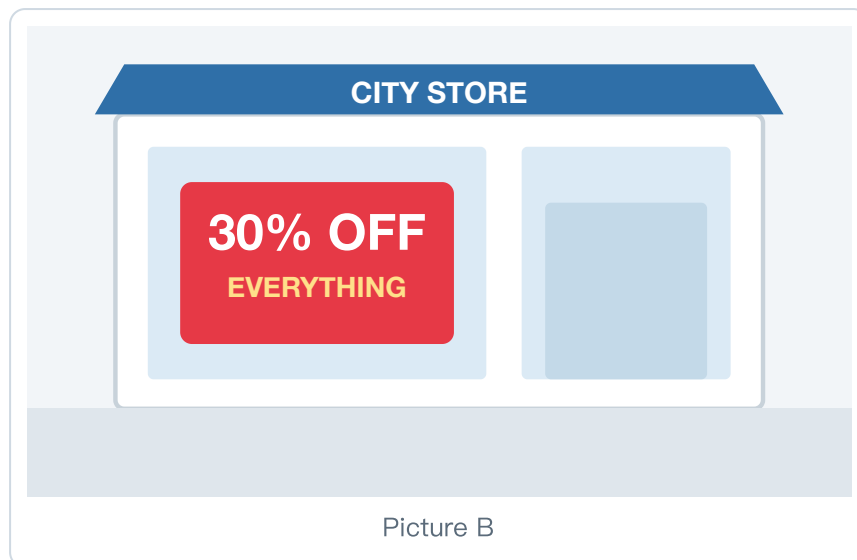
詳解 | 櫃台後的店員雙手正把緞帶繞在盒子上，是包裝（wrap）的動作，正解就是她在為顧客包裝禮物。收銀機旁雖有收據，但沒有人數錢；advertise（打廣告）與 negotiate（議價）都不是畫面中的動作。wrap 當動詞是「包裝」，wrapping 則是「包裝紙、包裝材料」。

2. Which description best fits the picture? 答案 C

哪一項描述最符合這張圖？

- A. The shop is completely empty. 這家店裡空無一人。
- B. The staff are having an argument. 店員們正在爭吵。
- C. A client is waiting at the counter with a receipt in his hand. 一位客人手裡拿著收據在櫃台前等候。**
- D. Someone is delivering goods by airmail. 有人正在用航空郵件寄送商品。

詳解 | 櫃台前的男客人手上拿著一張收據（receipt）等待，正是正解描述的畫面。店裡有人，說店內空無一人（empty）的選項錯；兩人神情平和，沒有爭執（argument）；畫面是店內結帳，與航空郵件（airmail）無關。



For question number three, please look at picture B.

3. What is the sign in the window telling customers? **答案 C**

櫥窗上的告示在告訴顧客什麼？

- A. The shop is going out of business. 這家店要結束營業了。
- B. The shop only accepts cash. 這家店只收現金。
- C. Prices have been reduced by thirty percent.** 價格已經降價三成。
- D. A new branch will open next month. 下個月要開新分店。

詳解 | 櫥窗上寫著大大的「30% OFF」，也就是打七折、價格有 reduction（降價），正解就是價格降了三成。告示上沒有提到結束營業、付款方式或新分店，都是常見的過度推論。

TODAY'S PRICES	
Coffee maker	\$1,280
Electric kettle	\$480
Rice cooker	\$2,150
Microwave oven	\$3,600

Picture C

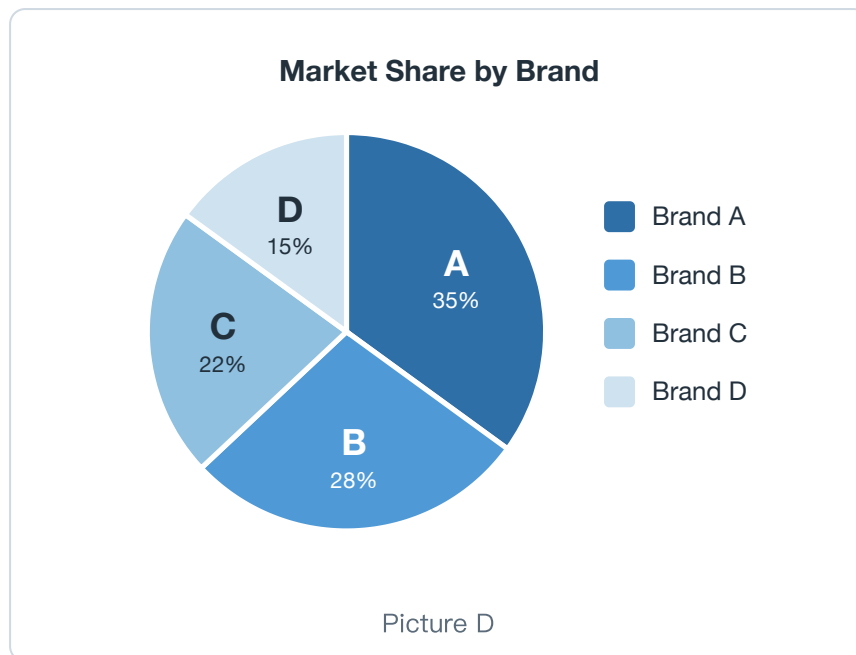
For question number four, please look at picture C.

4. Which item can the woman afford if she has only five hundred dollars? **答案 C**

如果這位女子只有五百元，她負擔得起哪一項商品？

- A. The coffee maker. 咖啡機。
- B. The microwave oven. 微波爐。
- C. The electric kettle. 電熱水壺。**
- D. The rice cooker. 電鍋。

詳解 | 價目表上只有電熱水壺 (Electric kettle) 是 480 元，在五百元以內，正是正解。咖啡機 1,280、電鍋 2,150、微波爐 3,600 都超過預算。afford 是「負擔得起」，後面接得起的價格，是消費情境的核心單字。



For question number five, please look at picture D.

5. What can we tell from the chart? 答案 B

從這張圖表中可以看出什麼？

- A. Brand B is the most competitive of the four. B 品牌是四者中最具競爭力的。
- B. Brand D holds the smallest share of the market. D 品牌的市占率最小。**
- C. Brand A and Brand D have the same share. A 品牌與 D 品牌市占率相同。
- D. Brand C sells more than Brand A and Brand B together. C 品牌的銷售超過 A 與 B 的總和。

詳解 | 圖中四個品牌 (brand) 市占率為 A 35%、B 28%、C 22%、D 15%，D 最小，因此「D 品牌市占率最小」是正解。A 與 D 不相等；市占最高的是 A 而非 B，B 稱不上最有競爭力 (competitive)；C 的 22% 遠低於 A+B 的 63%。

第 2 部分 問答 Question Response

W: Do you think we can afford to advertise on television?

你覺得我們負擔得起在電視上打廣告嗎？

6. 答案 D

A. The atmosphere in the office is tense. 辦公室的氣氛很緊繃。

B. He is a fluent speaker of Japanese. 他日語說得很流利。

C. I saw an ape at the zoo last week. 我上星期在動物園看到一隻猿。

D. **Not this year, unless sales improve.** 今年不行，除非業績變好。

詳解 | 問句在問「負擔得起嗎」，正解用「今年不行，除非業績變好」給出條件式的否定回答，最為切題。atmosphere（氣氛）、ape（猿）、fluent（流利的）都是本回單字，但都沒有回應預算問題。

M: Would you mind keeping the receipt for me?

你介意幫我保管收據嗎？

7. 答案 B

A. The oak tree is over a hundred years old. 那棵橡樹超過一百歲了。

B. **Not at all. I'll put it in my wallet.** 一點也不介意。我放進皮夾裡。

C. I only had a sip of the coffee. 我只喝了一小口咖啡。

D. Please skip the first two pages. 請跳過前兩頁。

詳解 | Would you mind...? 的肯定回答是 Not at all.（一點也不介意），正解正是如此回應並補充做法。oak（橡樹）、sip（啜飲）、skip（跳過）與保管收據（receipt）無關。

W: Why did so many customers decide to boycott that corporation?

為什麼那麼多消費者決定抵制那家企業？

8. 答案 B

A. The shuttle leaves every twenty minutes. 接駁車每二十分鐘一班。

B. **Because of the way it treats its workers.** 因為它對待員工的方式。

C. The slope was too steep to climb. 那個坡太陡了爬不上去。

D. A caterpillar turns into a butterfly. 毛毛蟲會變成蝴蝶。

詳解 | boycott 是「抵制」，問原因就要用 because 開頭回答，正解正是如此。corporation 是「大公司、企業」。shuttle（接駁車）、caterpillar（毛毛蟲）、slope（斜坡）都是本回的通用字誘答。

M: How long will the advertising campaign last?

這波廣告活動會持續多久？

9. 答案 D

A. She yawned all the way through the film. 她整場電影都在打呵欠。

B. I need a permit to park here. 我需要許可證才能停這裡。

C. It was a typical Monday morning. 那是個典型的星期一早晨。

D. Three months, and then we'll review the impact. 三個月，之後我們會檢視成效。

詳解 | How long 問期間，正解給出「三個月」並補充後續會評估影響 (impact)，最完整。campaign 在商業情境是「宣傳活動」。typical (典型的)、permit (許可證)、yawn (打呵欠) 都與問題無關。

W: Our main competitor just lowered its prices again.

我們的主要競爭對手又降價了。

10. 答案 B

A. To some extent, I agree with you. 在某種程度上，我同意你。

B. Then we'll have to be more competitive too. 那我們也得更有競爭力才行。

C. The primitive tools were made of stone. 那些原始工具是石頭做的。

D. He showed great maturity for his age. 以他的年紀來說，他表現得非常成熟。

詳解 | 聽到對手降價，最合理的回應是「我們也要更有競爭力」，這就是正解。to some extent (在某種程度上) 那個選項雖然是自然的英文，但「同意你」在此無所指；primitive (原始的)、maturity (成熟) 則完全離題。

M: Has the agency agreed to sponsor our event?

那家代理商同意贊助我們的活動了嗎？

11. 答案 C

A. Anyhow, it started to rain. 總之，開始下雨了。

B. My monthly allowance is quite small. 我每個月的零用錢很少。

C. Yes, we signed the agreement this morning. 同意了，我們今天早上簽了協議。

D. The alley behind the shop is very narrow. 店後面那條巷子很窄。

詳解 | 問「同意贊助 (sponsor) 了嗎」，正解確認並補上已簽協議 (agreement)，最為完整。agency 是「代理商、經銷商」。anyhow (總之)、alley (巷子)、allowance (零用錢) 都是本回衍生字的誘答。

W: Where exactly is the factory that manufactures these appliances?

生產這些家電的工廠到底在哪裡？

12. 答案 B

A. He has a real passion for old cars. 他對老車有真正的熱情。

B. Just outside the city, alongside the river. 就在城外，沿著河邊。

C. The ray of light came through the window. 那道光線從窗戶照進來。

D. Please adapt the text for younger readers. 請把這段文字改寫得適合年輕讀者。

詳解 | Where 問地點，正解用 alongside the river（沿著河邊）明確回答位置。manufacture（製造）與 appliance（家電）是本回單字；ray（光線）、passion（熱情）、adapt（改編、適應）都不是地點的回答。

M: I'm afraid the client is not happy with the arrangement.

恐怕客戶對這個安排不太滿意。

13. 答案 D

A. That was a hasty decision, wasn't it? 那是個倉促的決定，不是嗎？

B. The arrival time has not changed. 抵達時間沒有改變。

C. His background is in engineering. 他的背景是工程。

D. Then let's negotiate the terms again. 那我們重新協商條件吧。

詳解 | 客戶（client）不滿意某項安排（arrangement），最直接的解法是重新協商（negotiate）條件，這就是正解。arrival（抵達）、background（背景）、hasty（倉促的）都是本回單字，但都沒有針對「客戶不滿意」提出回應。

W: Is this shop wheelchair accessible?

這家店有無障礙設施嗎？

14. 答案 C

A. The nut is too hard to crack. 這顆堅果太硬了敲不開。

B. It only takes a minute to walk there. 走過去只要一分鐘。

C. Yes, there's a ramp for disabled customers at the side entrance. 有的，側門有供行動不便顧客使用的坡道。

D. Commerce between the two countries is growing. 兩國之間的貿易正在成長。

詳解 | 問店裡是否方便輪椅進出，正解說明側門有坡道供行動不便（disabled）的顧客使用。commerce（商業、貿易）、nut（堅果）、minute（分鐘）都是本回單字，但都答非所問。

M: What did the researcher say about our new packaging?

那位研究員對我們的新包裝有什麼看法？

15. 答案 B

A. Most of the staff will retire within ten years. 大部分員工會在十年內退休。

B. She said the delicate wrapping would enhance the brand's image. 她說精緻的包裝會提升品牌形象。

C. The professional golfer won her third triumph. 那位職業高球選手贏得第三次勝利。

D. The company monitors its own website daily. 公司每天監控自家網站。

詳解 | 問「對新包裝的看法」，正解直接評論包裝 (wrapping) 精緻 (delicate) 並會提升 (enhance) 品牌形象，最為切題。其餘三個選項分別用到 professional / triumph、staff / retire、monitor 等本回複習字與通用字，語意卻與包裝無關。

第 3 部分 簡短對話 Short Conversations

W: I'd like to return this coffee maker. It stopped working after two days.

我想退這台咖啡機。用兩天就壞了。

M: I'm sorry to hear that. Customer service is my profession, so let me help — do you have the receipt?

很抱歉。客服就是我的專業，讓我來幫您——請問您有帶收據嗎？

W: Yes, and the original wrapping too.

有，連原本的包裝也帶來了。

16. What is the woman trying to do? 答案 A

這位女子想做什麼？

A. Return a faulty product. 退回有瑕疵的商品。

B. Ask for a discount. 要求折扣。

C. Buy a new appliance. 買一台新家電。

D. Complain about the staff. 投訴店員。

詳解 | 女子開門見山說 I'd like to return this coffee maker (我想退這台咖啡機)，並說明故障原因，正解就是退回有瑕疵的商品。她帶著收據 (receipt) 與包裝 (wrapping) 都是退貨的必要條件，不是要買新品或殺價。

M: The manufacturer says they can't deliver before the fifteenth.

製造商說十五號之前沒辦法交貨。

W: That's too late. Can we negotiate a partial delivery?

太晚了。我們能不能協商先交一部分？

M: I'll call them this afternoon and see.

我今天下午打去問問看。

17. What does the woman suggest? 答案 B

這位女子提出什麼建議？

A. Canceling the whole order. 取消整筆訂單。

B. Asking for part of the goods to arrive earlier. 要求部分商品提早送達。

C. Paying the supplier in advance. 先付款給供應商。

D. Finding a different manufacturer. 另外找一家製造商。

詳解 | negotiate a partial delivery 是「協商分批交貨」，也就是先送一部分，正解就是要求部分商品提早送達。女子並沒有提到取消訂單或換廠商；manufacturer（製造商）只是被提及的對象。

W: Our latest commercial has been viewed two million times online.

我們最新的廣告在網路上已經被看了兩百萬次。

M: That's a huge impact for such a small budget.

以這麼小的預算來說，影響力真的很大。

W: The agency did an excellent job.

那家代理商做得非常好。

18. How do the speakers feel about the commercial? 答案 C

說話者對這支廣告有什麼感覺？

A. They believe it was too expensive. 他們認為太貴了。

B. They think it was a waste of money. 他們認為那是浪費錢。

C. They are pleased with the result. 他們對結果感到滿意。

D. They want to make it longer. 他們想把它拍長一點。

詳解 | 兩百萬次觀看、huge impact（巨大影響）、did an excellent job（做得非常好）都是正面評價，正解就是他們對結果感到滿意。commercial 當名詞是「電視或網路廣告」，當形容詞則是「商業的」。

M: Did you hear that shoppers are boycotting the Nolan brand?

你聽說消費者在抵制 Nolan 這個品牌嗎？

W: Yes. Apparently the enterprise was caught polluting a river.

聽說了。顯然那家企業被抓到污染河川。

M: No wonder their sales dropped so sharply.

難怪他們的業績掉得這麼快。

19. Why are people refusing to buy the brand? 答案 C

人們為什麼拒買這個品牌？

A. The prices went up too quickly. 價格漲得太快。

B. The shops are too far away. 店面太遠了。

C. The company harmed the environment. 這家公司危害了環境。

D. The quality has become poor. 品質變差了。

詳解 | 對話說 the enterprise was caught polluting a river (企業被抓到污染河川)，正是抵制 (boycott) 的原因，正解就是公司危害了環境。enterprise 是「企業」，與 corporation 同義。價格、品質、地點都沒有被提到。

W: This scarf is beautiful, but it costs almost three thousand dollars.

這條圍巾很美，但要價將近三千元。

M: There's a thirty percent reduction if you buy two.

買兩條的話有三成的折扣。

W: Even so, I really can't afford it this month.

就算這樣，我這個月真的負擔不起。

20. What will the woman most likely do? 答案 D

這位女子最可能會怎麼做？

A. Buy two scarves to get the discount. 買兩條以取得折扣。

B. Pay by credit card instead. 改用信用卡付款。

C. Ask for a bigger reduction. 要求更大的折扣。

D. Leave without buying the scarf. 沒買就離開。

詳解 | even so 是「即使如此」，女子在聽到折扣 (reduction) 後仍說負擔不起 (can't afford)，可推論她沒買就離開，這就是正解。聽到 even so、still、anyway 這類讓步詞，重點永遠在後半句。

M: How was the meeting with the cooperative in Taitung?

跟台東那家合作社的會議如何？

W: Very positive. They're willing to supply us directly.

非常正面。他們願意直接供貨給我們。

M: That should cut costs to a large extent.

那應該能大幅降低成本。

21. What is the advantage the man mentions? 答案 C

男子提到的好處是什麼？

A. Better quality products. 更好的產品品質。

B. A longer contract. 更長的合約。

C. Lower costs. 更低的成本。

D. Faster delivery. 更快的配送。

詳解 | 男子最後說 cut costs to a large extent (大幅降低成本)，正解就是成本更低。cooperative 當名詞是「合作社」；to a large extent 是「在很大程度上」，extent 是本回的通用字。

Advertising Packages

Package	Online Ads	Printed Catalog	Price
Basic	Yes	No	\$45,000
Standard	Yes	Yes	\$98,000
Premium	Yes	Yes	\$150,000
Custom	Yes	Yes	\$200,000

W: We need one package that includes both online ads and a printed catalog.
我們需要一個同時包含網路廣告和紙本型錄的方案。

M: And the budget can't go over one hundred thousand.
而且預算不能超過十萬。

W: Then there's only one that fits.
那就只有一個符合了。

22. Look at the table. Which package will they choose? **答案 A**

請看方案表。他們會選擇哪一個方案？

- A. The Standard package. 標準方案。
- B. The Premium package. 尊榮方案。
- C. The Basic package. 基本方案。
- D. The Custom package. 客製方案。

詳解 | 條件有兩個：同時含 online ads 與 printed catalog、且不超過十萬。Basic 沒有型錄；Premium 十五萬、Custom 二十萬都超出預算；只有 Standard（九萬八，兩項皆含）符合，就是正解。雙條件的圖表題必須逐欄檢查。

M: Everyone in the department seems dependent on Ms. Lin's approval.

部門裡每個人似乎都得看林小姐點頭。

W: That's true. Nothing moves until she says yes.

沒錯。她不點頭，什麼事都動不了。

M: It slows the whole process down, honestly.

老實說，這拖慢了整個流程。

23. What is the man's opinion? **答案 A**

男子的看法是什麼？

A. Relying on one person causes delays. 凡事仰賴一個人會造成延誤。

B. Ms. Lin makes very good decisions. 林小姐的決策非常好。

C. The department needs more staff. 部門需要更多人手。

D. Ms. Lin should be promoted. 林小姐應該升遷。

詳解 | dependent on 是「依賴」，男子最後說 It slows the whole process down (拖慢整個流程)，是明確的負面評價，正解就是凡事仰賴一個人會造成延誤。他評論的是流程問題，不是林小姐的能力。

W: Could you monitor the online comments during the campaign?

活動期間你可以監看網路上的留言嗎？

M: Sure. Should I report anything, or only serious issues?

沒問題。要全部回報，還是只回報嚴重的問題？

W: Only the serious ones, thanks.

只要嚴重的就好，謝謝。

24. What is the man asked to do? **答案 D**

男子被要求做什麼？

A. Delete negative comments. 刪除負面留言。

B. Reply to every online comment. 回覆每一則網路留言。

C. Write new advertisements. 撰寫新的廣告。

D. Watch the comments and report serious problems. 監看留言並回報嚴重的問題。

詳解 | monitor 當動詞是「監看、監控」，女子最後確認只需回報嚴重的問題 (issues)，正解就是監看留言並回報嚴重問題。他不需要回覆全部留言，也沒有被要求刪文。

Delivery to Japan

Service	Time	Cost
Surface mail	10–14 days	\$280
Economy air	5–7 days	\$450
Airmail	2–3 days	\$620
Express	1 day	\$900

M: I want to send this to Osaka, and it must arrive within three days.
我要寄這個到大阪，而且三天內一定要到。

W: Then the cheapest option won't work. Airmail is your best choice.
那最便宜的方案就不行了。航空郵件是你最好的選擇。

M: Fine, I'll take that one.
好，我就選那個。

25. Look at the table. How much will the man pay? **答案 C**

請看價目表。這位男子要付多少錢？

- A. Nine hundred dollars. 九百元。
- B. Four hundred and fifty dollars. 四百五十元。
- C. Six hundred and twenty dollars. 六百二十元。**
- D. Two hundred and eighty dollars. 兩百八十元。

詳解 | 男子要求三天內送達，並選了航空郵件（airmail）。對照表格，Airmail 的運送時間是 2–3 天、費用 620 元，正解就是六百二十元。280 元的 Surface mail 要 10–14 天，不符合時間要求。

第 4 部分 簡短談話 Short Talks

W: Good afternoon, shoppers. For the next hour only, all kitchen appliances on the third floor carry a twenty percent reduction. Please note that this offer cannot be combined with any other discount, and items bought on sale cannot be returned. Keep your receipt if you wish to exchange anything. If you would like us to wrap your purchase, our gift wrapping service on the first floor is free of charge today.

各位顧客午安。僅限接下來一小時，三樓所有廚房家電享有八折優惠。請注意，本優惠不得與其他折扣合併使用，特價商品亦不接受退貨。若您想換貨，請保留收據。如果您希望我們為您包裝商品，今日一樓的禮品包裝服務免費提供。

26. How long will the special offer last? 答案 B

這項特惠會持續多久？

- A. Until the shop closes. 直到打烊。
- B. For one hour only. 僅限一小時。**
- C. For the whole afternoon. 整個下午。
- D. For three days. 三天。

詳解 | 廣播開頭就說 For the next hour only (僅限接下來一小時)，正解就是僅限一小時。這種限時優惠的關鍵字通常出現在第一句，要立刻抓住。

27. What is free today? 答案 B

今天什麼是免費的？

- A. Parking in the basement. 地下室停車。
- B. The gift wrapping service. 禮品包裝服務。**
- C. All kitchen appliances. 所有廚房家電。
- D. Delivery to your home. 宅配到府。

詳解 | 最後一句說 Our gift wrapping service on the first floor is free of charge today (今日一樓禮品包裝免費)，正解就是禮品包裝服務。家電是打八折而非免費，「所有廚房家電」那個選項是把 reduction 誤解成免費的陷阱。

M: Hello, this is Kevin Barnes from the Sunrise Advertising Agency. I'm calling about the campaign we discussed last week. Our designer has finished two versions of the poster, and I've sent both to you by airmail this morning. Please have a look and let me know which one you prefer. If neither is suitable, we can adapt them, but we would need your comments before Friday to keep to the schedule.

您好，我是日出廣告代理商的 Kevin Barnes。我來電是關於上週討論的宣傳活動。我們的設計師已完成兩個版本的海報，今天早上已用航空郵件寄給您。請看過之後告訴我您偏好哪一個。如果兩個都不合適，我們可以修改，但需要您在週五之前給我們意見，才能趕上進度。

28. What has the man sent to the listener? 答案 B

男子寄了什麼給聽者？

- A. A signed contract. 一份簽好的合約。
- B. Two poster designs. 兩款海報設計。**
- C. A sample product. 一份產品樣品。
- D. An invoice for the campaign. 宣傳活動的帳單。

詳解 | 留言說設計師完成了 two versions of the poster（兩個版本的海報），並已寄出，正解就是兩款海報設計。agency（代理商）、campaign（宣傳活動）、airmail（航空郵件）都是本回單字。

29. What should the listener do before Friday? 答案 C

聽者應該在週五之前做什麼？

- A. Meet the designer in person. 親自與設計師見面。
- B. Return the posters by mail. 把海報寄回。
- C. Give feedback on the designs. 針對設計提供意見。**
- D. Pay the first installment. 支付第一期款項。

詳解 | 留言最後說 we would need your comments before Friday（需要您在週五前給意見），正解就是針對設計提供意見。adapt 在這裡是「修改、調整」，是修改的前提而非聽者要做的事。

W: And now for our business report. The Hartley Corporation announced this morning that it will close two of its factories by the end of the year. The company says the decision is a response to falling demand and increasingly fierce competition from overseas manufacturers. About four hundred workers will lose their jobs, though the corporation has promised to help them find new positions. Shares fell by six percent immediately after the announcement.

接下來是商業報導。哈特利集團今天上午宣布，將於年底前關閉兩間工廠。公司表示，這項決定是為了因應需求下滑，以及海外製造商日益激烈的競爭。約四百名員工將失去工作，不過該集團已承諾協助他們尋找新職。消息公布後，股價立即下跌百分之六。

30. What did the corporation announce? **答案 D**

這家企業宣布了什麼？

- A. It will raise workers' pay. 它將調高員工薪資。
- B. It will open two new factories. 它將開設兩間新工廠。
- C. It will move its head office overseas. 它將把總部遷往海外。
- D. It will close two factories. 它將關閉兩間工廠。**

詳解 | 報導第一句就說 it will close two of its factories (將關閉兩間工廠)，正解就是關閉兩間工廠。overseas (海外的) 只出現在「海外製造商的競爭」這個描述裡，並不是說總部要遷往海外——聽到熟悉的單字就把它跟錯誤的對象連在一起，是這一大題最典型的陷阱。

31. What reason is given for the decision? **答案 D**

報導提到這項決定的原因是什麼？

- A. A shortage of raw materials. 原物料短缺。
- B. A change in government policy. 政府政策改變。
- C. Problems with the factory buildings. 廠房本身出了問題。
- D. Falling demand and stronger competition. 需求下滑與競爭加劇。**

詳解 | 報導說原因是 falling demand and increasingly fierce competition (需求下滑與競爭日益激烈)，正解就是需求下滑與競爭加劇。increasingly 是「日益地」，是本回的通用字。

32. What has the company promised to do? **答案 A**

這家公司承諾要做什麼？

- A. Help the workers find new jobs. 協助員工找到新工作。**
- B. Buy back its own shares. 買回自家股票。
- C. Pay each worker a large bonus. 發給每位員工一筆高額獎金。
- D. Reopen the factories next year. 明年重新開放工廠。

詳解 | 報導說 the corporation has promised to help them find new positions (承諾協助他們找到新職位)，正解就是協助員工找到新工作。股價下跌是結果，不是承諾；獎金與重新開廠都沒有提

到。

Small Business Workshop

Session	Topic	Room
A	Bookkeeping	101
B	Marketing	102
C	Negotiation Skills	103
D	Online Selling (websites, apps, etc.)	104

M: Welcome to this month's small business workshop. On the screen you'll see the four sessions we offer. If your main problem is that customers don't know your shop exists, the marketing session is the one to attend. Each session lasts ninety minutes, and a light lunch is included in the fee. Please note that the negotiation session is already full; we will run it again in October. You can sign up at the desk on your way out.

歡迎參加本月的小型企業工作坊。螢幕上是我們提供的四場課程。如果您最大的問題是顧客根本不知道您的店存在，那麼行銷那一場最適合您。每場課程九十分鐘，費用已含簡便午餐。請注意，協商那一場已經額滿，我們將於十月再開一次。您可以在離場時到櫃台報名。

33. Look at the table. Which session should someone with an advertising problem attend? 答案 B

請看課程表。廣告宣傳有問題的人應該參加哪一場？

- A. Session A. A 場。
- B. Session B. B 場。**
- C. Session C. C 場。
- D. Session D. D 場。

詳解 | 談話說「顧客不知道你的店存在」就該去行銷 (Marketing) 那一場；對照表格，Marketing 是 Session B，因此要選 Session B。這題不會唸出場次代號，必須自己把主題對回表格。

34. Which session is not available this month? 答案 A

哪一場課程本月無法參加？

- A. Negotiation skills. 協商技巧。**
- B. Online selling. 網路銷售。
- C. Marketing. 行銷。
- D. Bookkeeping. 記帳。

詳解 | 談話明確說 the negotiation session is already full (協商那一場已額滿)，要到十月才再開，正解就是協商技巧那一場。negotiation 是 negotiate 的名詞形，兩個字本回都要會。

35. What is included in the fee? 答案 A

費用包含什麼？

- A. A light lunch. 簡便午餐。
- B. Free parking. 免費停車。
- C. A printed textbook. 一本紙本教材。
- D. A follow-up meeting. 一次後續會議。

詳解 | 談話說 a light lunch is included in the fee (費用含簡便午餐)，正解就是簡便午餐。教材、停車與後續會議都沒有被提到，是常見的合理但未提及的干擾項。