

SUCCESS

考研英语
**阅读
决胜**
100篇

社科赛斯教育集团 主编
张兵 编著

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前言

阅读理解在考研英语试卷中占50%的分值，一直是考研英语的重中之重，正所谓“得阅读者得天下”。那么，对于阅读部分的复习，如何才能达到最佳效果呢？要想提高阅读部分的成绩，首先要明确它所考查的能力：词汇辨识能力、难句分析能力、结构把握能力以及题型剖析能力。只有兼备以上这四种能力，才能使阅读问题得到彻底解决，才能使记忆与理解达到最高的效率和最佳的效果。

鉴于此，社科赛斯教育集团适时推出了这本书。本书的编写遵循“贴近真题、夯实基础、提升技能”原则，旨在从词、句、篇章、解题4个方面全面提升考生的阅读基本功和解题能力。

在艰苦的备考路上，勇气固然不可或缺，而好的参考资料和学习方法可以起到锦上添花的作用。

笔者建议考生在备考前期(4月—6月)，每周进行三篇基础篇阅读训练，重点了解阅读题型，扩大阅读词汇；备考中期(7月—9月)，每周完成三篇提高篇阅读，熟悉出题人思路，积累解题技巧；备考后期(10月—12月)，每周进行四篇强化篇阅读训练，夯实之前积累的阅读基础，强化解题技巧，稳步提升阅读能力。

在阅读练习材料的选择上，前期和中期应以本书中的篇章为主，而中期和后期则应逐步结合真题进行练习。在备考的冲刺阶段，英语(二)考生还可以选择《考研英语(二)全真模拟6套卷》模拟实战，检验学习效果。

本书在设计和编写方面具有以下主要特点。

一、精心选材、贴近大纲

本书根据考研英语(一)和英语(二)最新考试大纲编写，文章选材充分保证了典型性和全面性，力求使每一篇文章都适合精读，真正突出“精选”的概念。所选文章内容丰富，题材广泛，涵盖社会生活、文化教育、商业经济以及科学技术等领域，旨在帮助考生拓宽知识面，并且熟悉真题的思维模式。

二、解析详尽、深入透彻

文章编排由易到难、分级递进，按难度分成三部分：基础篇、提高篇和强化篇。每篇文章都有详细解释，包括篇章结构分析、试题解析、词汇注释、难句解析及全文翻译。篇章结构分析简洁明了，试题解析详尽深入，词汇注释精确到位，难句分析深入透彻，全文翻译准确流畅，旨在帮助考生全方位透析每篇阅读，全面提升解题技巧和阅读基本功。

三、试题编制契合规律

每篇文章后的试题编制都紧扣真题的命题规律和命题趋势，题型全面，知识点把握准确。解析题目时，首先点出题型，然后进行回文定位，指出题干的信号词或信号句，最后详细阐明正确项的

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正确性以及干扰项的错误之处。这样使读者知其所以然，便于读者准确掌握各类题型的解题思路及方法。

由于时间仓促，且本书仍在探索求新、不断完善阶段，书中难免有纰漏瑕疵之处，敬请广大读者明鉴厘正。

漫漫考研路，唯有不断奋斗，战胜自我，方能迎接最终的辉煌！

编者

二零一九年三月于北京



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第一部分 基础篇

Text 1

Sport is heading for an indissoluble marriage with television and the passive spectator will enjoy a private paradise. All of this will be in the future of sport. The spectator (the television audience) will be the priority and professional clubs will have to readjust their structures to adapt to the new reality: sport as a business.

The new technologies will mean that spectators will no longer have to wait for broadcasts by the conventional channels. They will be the ones who decide what to see. And they will have to pay for it. In the United States the system of the future has already started: pay-as-you-view. Everything will be offered by television and the spectator will only have to choose. The review *Sports Illustrated* recently published a full profile of the life of the supporter at home in the middle of the next century. It explained that the consumers would be able to select their view of the match on a gigantic, flat screen occupying the whole of one wall, with images of a clarity which cannot be foreseen at present; they could watch from the trainer's bench, from the stands just behind the batter in a game of baseball or from the helmet of the star player in an American football game. And at their disposal will be the same options the producer of the recorded program has: to select replays, to choose which camera to use and to decide on the sound—whether to hear the public, the players, the trainer and so on.

Many sports executives, largely too old and too conservative to feel at home with the new technologies, will believe that sport must control the expansion of television coverage in order to survive and ensure that spectators attend matches. They do not even accept the evidence which contradicts their view: while there is more basketball than ever on television, for example, it is also certain that basketball is more popular than ever.

It is also the argument of these sports executives that television is harming the modest teams. This is true, but the future of those teams is also modest. They have reached their ceiling. It is the law of the market. The great events continually attract larger audiences.

The world is being constructed on new technologies so that people can make the utmost use of their time and, in their home, have access to the greatest possible range of recreational activities. Sport will have to adapt itself to the new world. The most visionary executives go further. Their philosophy is: rather than see television take over sport, why not have sports take over television?

1. What does the writer mean by the use of the phrase “an indissoluble marriage” in the first paragraph?
[A] Sport is combined with television. [B] Sport controls television.
[C] Television dictates sport. [D] Sport and television will go their own ways.
2. What does “They” in Line 2, Para. 2 stand for?
[A] Broadcasts. [B] Channels. [C] Spectators. [D] Technologies.

3. How do many sports executives feel with the new technologies?
 [A] They are too old to do anything.
 [B] They feel ill at ease.
 [C] They feel completely at home.
 [D] Technologies can go hand in hand with sport.
4. What is going to be discussed in the following paragraphs?
 [A] The philosophy of visionary executives.
 [B] The process of television taking over sport.
 [C] Television coverage expansion.
 [D] An example to show how sport has taken over television.
5. What might be the appropriate title of this passage?
 [A] The Arguments of Sports Executives. [B] The Philosophy of Visionary Executives
 [C] Sport and Television in the 21st Century [D] Sports: A Business

文章结构分析

本文主要围绕体育与电视的关系展开论述。

第一段：开门见山地提出体育与电视关系日益密切的客观事实，并指出体育的商业化将使电视观众享有更多的主动权。

第二段：以美国“付费收看”的新技术系统为例，通过引用《体育画报》的相关报道具体描述了电视观众未来收看体育赛事的情况及其所享有的特权。

第三、四段：论述了许多体育项目主管对新技术与电视的排斥和忧虑，并分别就他们的两种观点作出反驳。

第五段：引用有远见的主管的观点，再次强调体育需要适应由新技术带来的变革。

试题解析

1. 作者在第一段中使用短语“an indissoluble marriage”想要表达什么意思？

- [A] 体育和电视结合在一起。 [B] 体育控制电视。
 [C] 电视支配体育。 [D] 体育和电视将各行其道。

【答案】A，词汇题。根据题干信息定位到文章第一句。该句的意思是“体育正朝着和电视结成密不可分的前进”，[A]项中的is combined with和短语中的marriage是同义改写，故[A]项为正确答案。

2. 第二段第二行中的“They”指代什么？

- [A] 广播节目。 [B] 频道，途径。 [C] 观众。 [D] 技术。

【答案】C，词汇题。根据题干信息定位到第二段第二句。They可以指代上一句提到的四个复数名词，即channels, broadcasts, spectators和technologies。由第二句中的定语从句引导词who可知They指代的是人，四个选项中只有spectators(观众)是人，故[C]项为正确答案。

3. 对于新技术，许多体育主管的感受是怎样的？

- [A] 他们年纪太大而不能做任何事情。 [B] 他们感到不自在。
 [C] 他们感到非常自在。 [D] 技术可与体育携手共进。

【答案】B，细节题。根据题干信号词sports executives和new technologies定位到第三段首句。根据双逗号之间的内容too...to feel at home with the new technologies(太……而不能对新技术感到自在)，可知[B]项为正确答案。[B]中的feel ill at ease对应文中too...to feel at home，同时排除[C]项。[A]项过于绝对且违背常理，可直接排除。[D]项中的go hand in hand属于无中生有。

4. 接下来的段落将讨论什么?

[A] 有远见的主管的观点。

[B] 电视控制体育的过程。

[C] 电视覆盖面的扩大。

[D] 举例说明体育是如何控制电视的。

【答案】D, 推理题。本题是篇章推理题。问文章上文的主要内容时, 答案一般从文章第一句中找; 问文章下文的主要内容时, 答案一般从文章最后一句中找。本题答案应该从文章最后一句中找。最后一句引用有远见的主管的观点, 指出应该由体育去控制电视。所以下文作者应该举例来证明这个观点, 故[D]项为正确答案。

[A]项的内容在最后一句中已经表达清楚, 下文无须重复。根据最后一句中的rather than可排除[B]项。[C]项最后一句没有提及, 故可排除。

5. 下列哪项可能是本文的合适标题?

[A] 体育主管的论据

[B] 有远见的主管的观点

[C] 21世纪的体育和电视

[D] 体育: 一种商业

【答案】C, 主旨题。本文主要围绕体育与电视的关系展开论述。sport和television贯穿全文, 为文章主旨词, 应该在文章题目中有所体现, 四个选项中只有[C]项同时包含这两个词, 故为正确答案。

词汇注释

head for 向……方向前进, 驶向

dissolve [di'zɒlv] *v.* 溶解, 融化; 解散

passive ['pæsiʋ] *a.* 消极的, 被动的

spectator ['spekteitə] *n.* 观众, 旁观者

paradise ['pærədəis] *n.* 天堂, 乐园

priority [praɪ'ɔriti] *n.* 在先, 居前; 优先(权), 优先考虑的事

adjust [ə'dʒʌst] *v.* 调整, 调节, 校准; (使)适应

adapt [ə'dæpt] *v.* (使)适应, (使)适合; 修改, 改编

reality [ri'æliti] *n.* 现实, 实际; 真实

conventional [kən'venʃənəl] *a.* 普通的, 常规的; 传统的, 符合习俗的

channel ['tʃænl] *n.* 海峡, 航道; [常*pl.*] 渠道, 途径; 频道

offer ['ɒfə] *vt.* 给予, 提供, 提出; 表示愿意(做)

review [ri'vju:] *n./v.* 复习, 温习; 审查, 复查, 回顾; 评论; 检阅

illustrate ['iləstreɪt] *vt.* 说明, 阐明; 给……作插图说明

profile ['prəufaɪl] *n.* 侧面, 侧面像; 轮廓, 外形; 简介, 概况

gigantic [dʒaɪ'gæntɪk] *a.* 巨大的, 庞大的

clarity ['klærɪti] *n.* 清楚, 明晰

at present 目前

bench [bentʃ] *n.* 长凳, 长椅

helmet ['helmit] *n.* 头盔, 钢盔

at sb.'s disposal 任由某人处置

option ['ɒpʃən] *n.* 选择, 选择权

conservative [kən'sə:vətɪv] *a.* 保守的, 守旧的

feel at home/feel at ease 感到自在

expansion [ɪks'pænfən] *n.* 扩大, 扩展; 膨胀

survive [sə'vaɪv] *v.* 幸存; 幸免于, 从(困境等)中挺过来

ensure [ɪn'ʃʊə] *vt.* 保证, 担保, 确保

contradict [kən'trədɪkt] *vt.* 反驳, 否认; 与……发生矛盾, 与……抵触

argument ['ɑ:gju:mənt] *n.* 争论, 争吵; 理由, 论据

modest ['mɒdɪst] *a.* 谦虚的, 谦逊的; 适中的, 适度的

construct [kən'strʌkt] *vt.* 建造, 构筑; 创立

utmost ['ʌtməʊst] *a.* 极度的, 最大的; *n.* 极限, 极度, 最大可能

have access to 有机会或权力得到(进入、接近、使用)

recreation [rekri'eɪʃən] *n.* 消遣, 娱乐

visionary ['vɪʒənri] *a.* 有远见的; 幻想的

philosophy [fɪ'lɒsəfi] *n.* 哲学; 哲理; 人生哲学, 人生观

rather than 而不是

take over 接收, 接管

be combined with 和……结合在一起

dictate [dɪk'teɪt] *v.* 口授, 口述; 命令, 支配

appropriate [ə'prəʊpriət] *a.* 适当的, 恰当的

难句解析

1. It explained that the consumers would be able to select their view of the match on a gigantic, flat screen occupying the whole of one wall, with images of a clarity which cannot be foreseen at present; they could watch from the trainer's bench, from the stands just behind the batter in a game of baseball or from the helmet of the star player in an American football game.

【结构分析】本句的主干是It explained that the consumers...; they..., that后面的宾语从句由两个以分号连接的并列分句组成。第一个并列分句的主干为the consumers would be able to select their view (of the match), 介词短语on a gigantic, flat screen作状语, 现在分词短语occupying the whole of one wall和介词短语with images of a clarity作后置定语修饰screen, clarity后面跟一个定语从句which...present对其进行修饰。第二个并列分句的主干为they could watch, 后面三个并列的介词短语作状语: from...bench, from...baseball or from...game。

2. And at their disposal will be the same options the producer of the recorded program has: to select replays, to choose which camera to use and to decide on the sound—whether to hear the public, the players, the trainer and so on.

【结构分析】本句是一个表系主倒装结构。at their disposal为表语, will be为系动词, the same options为主语, options后面跟一个定语从句the...has对其进行修饰。冒号后面三个并列的不定式to select..., to choose...and to decide...sound对options进行补充说明, 破折号后面的复合不定式whether to hear...on对decide on the sound进行补充说明。

3. Many sports executives, largely too old and too conservative to feel at home with the new technologies, will believe that sport must control the expansion of television coverage in order to survive and ensure that spectators attend matches.

【结构分析】本句的主干是Many sports executives will believe that..., 双逗号之间的形容词短语largely...technologies对Many sports executives进行补充说明, that后面跟一个宾语从句。该宾语从句的主干为sport must control the expansion (of television coverage), 不定式in order to survive and ensure that...作目的状语。

全文翻译

体育正朝着与电视密不可分的关系发展, 被动的观众将享受到一个私人的乐园。所有的一切将在未来的体育中实现。观众(电视观众)将享有优先权, 并且职业俱乐部将不得不重新调整结构来适应新的现实: 体育成为一种商业。

这些新技术将意味着观众不再需要等待由传统频道播放的广播节目。他们将自己决定观看的内容, 并为此付费。在美国, 一个名为“付费收看”的未来系统已经开始应用。电视提供所有内容, 观众只需作出选择。评论性杂志《体育画报》最近刊登了一篇关于22世纪中期系统使用者家庭生活全貌的文章。文章解释说, 消费者将能够在一个巨大的平面银幕上选择自己观看比赛的视角, 该屏幕占据了整个墙壁, 画面的清晰度也是目前难以预测的。观众可以从教练席的角度观看比赛, 也可以从正后方看台的角度观看棒球比赛, 或者从明星球员头盔上方的角度观看橄榄球比赛。观众将自由支配与节目录制者拥有的相同选择权: 选择回放, 选择使用哪部摄像机以及决定听哪种声音——是否要听现场观众、运动员或教练等人员的声音。

许多体育主管年事已高并且过于保守, 对新技术感到不自在。他们认为体育必须控制电视覆盖面的扩张以维持自身的存续并确保观众到现场观看比赛。他们甚至拒绝接受与其观点相矛盾的事实: 比如, 虽然电视上播出的篮球比赛比以前更多了, 但是可以确定的是篮球比赛比以往更受欢迎了。

这些体育项目主管还认为电视正在伤害中庸的球队。这是事实, 但是这些球队的未来也是平庸

的。他们已经到达了极限。这是市场规律。重大赛事会不断地吸引更多的观众。

世界正在新技术的基础上重构，以便人们能够最大限度地利用自己的时间，足不出户就可以享受到最大可能范围内的娱乐活动。体育将不得不适应这个新世界。最有远见的体育项目主管更加激进。他们的观点是：与其看着电视控制体育，为什么不让体育控制电视呢？

Text 2

Less than 40 years ago in the United States, it was common to change a one-dollar bill for a dollar's worth of silver. That is because the coins were actually made of silver. But those days are gone. There is no silver in today's coins. When the price of the precious metal rises above its face value as money, the metal will become more valuable in other uses. Silver coins are no longer in circulation because the silver in coins is worth much more than their face value. A silver firm could find that it is cheaper to obtain silver by melting down coins than by buying it on the commodity markets. Coins today are made of an alloy of cheaper metals.

Gresham's Law, named after Sir Thomas Gresham, argues that "good money" is driven out of circulation by "bad money". Good money differs from bad money because it has higher commodity value.

Gresham lived in the 16th century in England where it was common for gold and silver coins to be debased. Governments did this by mixing cheaper metals with gold and silver. The governments could thus make a profit in coinage by issuing coins that had less precious metal than the face value indicated. Because different mixings of coins had different amounts of gold and silver, even though they bore the same face value, some coins were worth more than others as commodities. People who dealt with gold and silver could easily see the difference between the "good" and the "bad" money. Gresham observed that coins with a higher content of gold and silver were kept rather than being used in exchange, or were melted down for their precious metal. In the mid-1960s when the U.S. issued new coins to replace silver coins, Gresham's Law went right in action.

1. Why was it possible for Americans to use a one-dollar bill for a dollar's worth of silver?
[A] Because there was a lot of silver in the United States.
[B] Because money was the medium of payment.
[C] Because coins were made of silver.
[D] Because silver was considered worthless.
2. Today's coins in the United States are made of _____.
[A] some precious metals [B] silver and some precious metals
[C] various expensive metals [D] some inexpensive metals
3. What is the difference between "good money" and "bad money"?
[A] They are circulated in different markets.
[B] They are issued in different face values.
[C] They are made of different amounts of gold and silver.
[D] They have different uses.
4. The word "debased" (Line 2, Para. 3) most probably means _____.
[A] debated [B] degraded [C] abolished [D] appreciated

5. What was the purpose of the governments issuing new coins by mixing cheaper metals with gold and silver in the 16th century?
- [A] They wanted to reserve some gold and silver for themselves.
 [B] There was neither enough gold nor enough silver.
 [C] New coins were easier to be made.
 [D] They could make money.

文章结构分析

本文主要围绕金属钱币的演变展开论述。

第一段：指出钱币从由贵金属制造到由廉价金属制造的演变。

第二段：引出格雷欣法则——“劣币”取代“良币”。

第三段：阐明了格雷欣法则产生的背景。

试题解析

1. 为什么美国人可以用一美元钞票兑换价值一美元的银币？

- [A] 因为美国有大量的银。 [B] 因为钱是支付媒介。
 [C] 因为钱币是银制造的。 [D] 因为银被认为是没有价值的。

【答案】C，细节题。根据题干信号词use a one-dollar bill for a dollar's worth of silver先定位到第一段首句。根据第二句中的That is because可以确定答案在because之后，[C]项是because后的内容，故为正确答案。

[A]项文中未提及。[B]项虽然是事实，但文中未提及。[D]项中的worthless和文中的precious相矛盾。

2. 美国现在的钱币是由_____制成的。

- [A] 一些贵金属 [B] 银和一些贵金属
 [C] 各种贵金属 [D] 一些廉价金属

【答案】D，细节题。根据题干信号词Today's coins先定位到第一段第四句(There is no silver in today's coins)和最后一句(Coins today are made of an alloy of cheaper metals)。根据最后一句，可知[D]项为正确答案。

[A]项中的precious，[B]项中的silver和precious，以及[C]项中的expensive均与文中的no silver和cheaper相矛盾。

3. “良币”和“劣币”的区别是什么？

- [A] 它们在不同的市场上流通。 [B] 它们以不同的面值发行。
 [C] 它们由不同含量的金银制成。 [D] 它们拥有不同的用途。

【答案】C，细节题。根据题干信号词the difference between “good money” and “bad money”定位到第二段第二句，题干中的difference对应该句中的differ from。根据该句可知，“良币”和“劣币”的区别在于它具有更高的商品价值(higher commodity value)。从第三段第四句(Because different mixings of coins had different amounts of gold and silver...some coins were worth more than others as commodities)可知，更高的金银含量意味着更高的商品价值。由此可知，“良币”和“劣币”的区别在于金银含量的不同，故[C]项为正确答案。[A]和[D]项文中未提及。[B]项与文中的they bore the same face value相矛盾。

4. “debased”一词(第三段第二行)最有可能的意思是_____。

- [A] 争论 [B] 使降级，使(品质)降低
 [C] 废除 [D] 欣赏；感激

【答案】B, 词汇题。对词义的理解应依赖上下文。“debased”出现在第三段第一句。第二句中的Governments did this指的就是debase gold and silver coins, 由后面的by mixing cheaper metals with gold and silver可知, debase gold and silver coins指的是“使金银钱币的品质(价值)降低”, 四个选项中只有[B]项符合上下文语境, 故为正确答案。

5. 16世纪政府发行由廉价金属和金银混合制成的新钱币的目的是什么?

[A] 他们想为自己储备金银。

[B] 没有足够的金银。

[C] 新钱币更容易制造。

[D] 他们可以赚钱。

【答案】D, 细节题。根据题干信号词16th century和issuing coins定位到第三段第三句。[D]项中的make money是文中make a profit的同义改写, 故为正确答案。[A]、[B]和[C]项文中均未提及。

词汇注释

silver ['silvə] *n.* 银; 银器, 银币

coin [kɔɪn] *n.* 硬币, 钱币

circulation [ˌsɜ:kjuːleɪʃən] *n.* 循环; 流通

obtain [əb'teɪn] *vt.* 获得, 得到

melt [melt] *v.* 融化, 熔化; (使)消散, (使)逐渐消失

commodity [kə'mɒdɪti] *n.* 商品, 货物

argue ['ɑ:gju:] *v.* 争论, 争吵; 主张, 认为

differ from 和……不同

debase [di'beɪs] *v.* 使贬值, 降低(品质)

coinage ['kɔɪnɪdʒ] *n.* 造币; 货币制度; 钱币

issue ['ɪʃu] *v.* 颁布, 发行; 流出, 发出

precious ['preʃəs] *a.* 珍贵的, 贵重的, 宝贵的

indicate ['ɪndɪkeɪt] *vt.* 指示; 表明

bear [beə] *vt.* 忍受, 忍耐; 负担, 承担; 带有, 怀有

deal with 处理, 应付

rather than 而不是

exchange [ɪks'tʃeɪndʒ] *vt.* 交换, 互换; 兑换;
n. 交换, 互换; 兑换

replace [ri'pleɪs] *vt.* 代替, 取代; 更换, 调换

degrade [di'greɪd] *vt.* 使降级, 使(品质)降低

appreciate [ə'pri:ʃieɪt] *vt.* 重视, 赏识; 为……表示感激

reserve [ri'zɜ:v] *vt.* 保留, 留存, 储备; 预订

难句解析

1. Gresham lived in the 16th century in England where it was common for gold and silver coins to be debased.

【结构分析】本句的主干是Gresham lived, 介词短语in the 16th century作时间状语, 介词短语in England作地点状语。England后面跟一个where引导的定语从句对其进行修饰。该定语从句是一个it be *adj.* for sb. to do句型。

2. The governments could thus make a profit in coinage by issuing coins that had less precious metal than the face value indicated.

【结构分析】本句的主干是The governments could make a profit, 介词短语in coinage作地点状语, 介词短语by issuing coins作方式状语, coins后面跟一个that引导的定语从句对其进行修饰, 该定语从句中包含一个than引导的比较状语从句the face value indicated。

3. Gresham observed that coins with a higher content of gold and silver were kept rather than being used in exchange, or were melted down for their precious metal.

【结构分析】本句的主干是Gresham observed that..., that引导宾语从句。该宾语从句的主语是coins, 介词短语with...silver作后置定语修饰coins, 后面跟两个并列的谓语成分: were...exchange和were...metal。

全文翻译

近40年前，在美国用一美元钞票兑换价值一美元的银币是件平常的事。那是因为钱币实际上是由银制成的。但是那个年代已经一去不复返了。现在的钱币中已经不含银了。当贵金属的价格超过它作为货币的面值时，它用于其他方面就会更有价值。银币不再流通是因为钱币中的银要比它的面值更值钱。银制品公司会发现通过熔化钱币来获得银要比从商品市场上直接购买更便宜。现在的钱币是由廉价金属的合金制成的。

以托马斯·格雷欣爵士命名的格雷欣法则认为，“良币”会被“劣币”驱逐出流通领域。良币不同于劣币，因为它拥有更高的商品价值。

格雷欣生活在16世纪的英格兰，当时在英格兰，降低金银币的成色是很平常的事。政府将廉价金属和金银混合来降低金银币的成色。这样，政府便可通过发行贵金属含量低于其票面价值的钱币来从造币中获取利润。由于混合方式不同的钱币拥有不同的金银含量，即使它们的面值相同，某些钱币的商品价值还是要高于其他钱币。从事金银交易的人可以很容易辨别“良币”和“劣币”之间的区别。格雷欣发现金银含量高的钱币会被保留下来而不是用于交换，或者被熔化来提炼其中的贵金属。20世纪60年代中期，美国发行了新的钱币来取代银币，格雷欣法则得以验证。

Text 3

Names have gained increasing importance in the competitive world of higher education. As colleges strive for market share, they are looking for names that project the image they want or reflect the changes they hope to make. Trenton State College, for example, became the College of New Jersey nine years ago when it began raising admissions standards and appealing to students from throughout the state.

“All I hear in higher education is, brand, brand, brand,” said Tim Westerbeck, who specializes in branding and is managing director of Lipman Hearne, a marketing firm based in Chicago that works with universities and other nonprofit organizations. “There has been a sea change over the last 10 years. Marketing used to be almost a dirty word in higher education.”

Not all efforts at name changes are successful, of course. In 1997, the New School for Social Research became New School University to reflect its growth into a collection of eight colleges, offering a list of majors that includes psychology, music, urban studies and management. But New Yorkers continued to call it the New School.

Now, after spending an undisclosed sum on an online survey and a marketing consultant's creation of “naming structures” “brand architecture” and “identity systems”, the university has come up with a new name: the New School. Beginning Monday, it will adopt new logos (标识), banners, business cards and even new names for the individual colleges, all to include the words “the New School”.

Changes in names generally reveal significant shifts in how a college wants to be perceived. In altering its name from Cal State, Hayward, to Cal State, East Bay, the university hoped to project its expanding role in two mostly suburban countries east of San Francisco.

The University of Southern Colorado, a state institution, became Colorado State University at Pueblo two years ago, hoping to highlight many internal changes, including offering more graduate programs and setting higher admissions standards.

Beaver College turned itself into Arcadia University in 2001 for several reasons: to break the connection with its past as a women's college, to promote its growth into a full-fledged(完全成熟的)

university and officials acknowledged, to eliminate some jokes about the college's old name on late-night television and "morning zoo" radio shows.

Many college officials said changing a name and image could produce substantial results. At Arcadia, in addition to the rise in applications, the average student's test score has increased by 60 points, Juli Roebeck, an Arcadia spokeswoman, said.

- Which of the following is NOT the reason for colleges to change their names?
[A] They prefer higher education competition.
[B] They try to gain advantage in market share.
[C] They want to project their image.
[D] They hope to make some changes.
- It is implied that one of the most significant changes in higher education in the past decade is _____.
[A] the brand [B] the college names
[C] the concept of marketing [D] the list of majors
- The phrase "come up with" (Line 2, Para. 4) probably means _____.
[A] catch up with [B] deal with
[C] put forward [D] come to the realization
- The case of name changing from Cal State, Hayward to Cal State, East Bay indicates that the university _____.
[A] is perceived by the society [B] hopes to expand its influence
[C] prefers to reform its teaching programs [D] expects to enlarge its campus
- According to the spokeswoman, the name change of Beaver College _____.
[A] turns out very successful [B] fails to attain its goal
[C] has eliminated some jokes [D] has transformed its status

文章结构分析

本文是一篇关于美国高校竞相更名现象的文章。

第一段：指出美国高校更名风潮的兴起及其原因。

第二段：通过引用Tim Westerbeck的评论指出品牌营销在高等教育领域愈加受到重视。

第三至八段：分别列举了社会研究新学院、加州州立大学海沃德分校、南科罗拉多大学以及比福学院的更名事件。

试题解析

- 下列哪一项不是院校更名的原因？
[A] 他们更喜欢高等教育的竞争。 [B] 他们试图在市场份额中取得优势。
[C] 他们想突显自身形象。 [D] 他们希望做出一些改变。

【答案】A，判断题。根据出题顺序和题干中的信号词the reason定位到第一段第二句：As colleges strive for market share, they are looking for names that project the image they want or reflect the changes they hope to make. as是表示原因的强逻辑词汇，所以strive for market share是学校更名的一个原因，即[B]项是学校更名的一个原因。此外，that引导的定语从句中也说明了学校更名的另外两个原因：project the image they want和reflect the changes they hope to make，即[C]项和[D]项是学校更名的另外两个原因。[A]项中的prefer属于无中生有，而且[A]项也不符合常理，因此[A]为正确答案。

2. 文章暗示, 过去十年里高等教育最显著的变化之一是_____。

- [A] 品牌 [B] 大学校名 [C] 营销观念 [D] 专业目录

【答案】C, 推理题。根据题干中的信号词one of the most significant changes和in the past decade定位到第二段倒数第二句: There has been a sea change over the last 10 years。文章下一句对a sea change进行解释说明: Marketing used to be almost a dirty word in higher education。根据used to[过去常常做某事(现在已经不做)]可以推断, a sea change就是marketing在高等教育领域里的地位变化。因此[C]项为正确答案。

[A]项是[C]项的具体内容之一, 过于片面。[B]项是近期现象, 而非过去十年间的显著变化。[D]项属于无中生有。

3. 短语“come up with”(第四段第二行)的意思可能是_____。

- [A] 赶上 [B] 处理 [C] 提出 [D] 意识到

【答案】C, 词汇题。come up with出现在第四段第一句, 这句话的意思是: 如今, 在花费了一笔未公开的资金进行在线调查以及聘请一位营销顾问创建“命名体系”“品牌架构”和“身份系统”后, 这所大学提出了一个新名字: 新学院。四个选项中[A]和[B]项均不符合语境, 可以排除。[D]项后面不能跟宾语, 可直接排除。[C]项符合语境, 为正确答案。

4. 加州州立大学海沃德分校更名为加州州立大学东湾分校的例子表明该校_____。

- [A] 得到了社会的认知 [B] 希望扩大其影响力
[C] 愿意改革其教学项目 [D] 希望扩大校园

【答案】B, 例证题。通常来说, 举例是为了证明一个观点。文章第五段举Cal State的例子就是为了证明该段第一句提出的观点: Changes in names generally reveal significant shifts in how a college wants to be perceived(更名通常可以显示大学在希望获得社会认知方面的重大转变)。也就是说, 学校更名是为了扩大社会影响力。此外, 该段第二句后半部分: the university hoped to project its expanding role...也说明了该校改名是为了扩大影响力。因此[B]项为正确答案。

[A]项是对原文的曲解, 原文强调的核心词是shifts。[C]项中的teaching programs和[D]项中的campus均属于无中生有。

5. 根据女发言人, 比福学院的更名_____。

- [A] 结果是非常成功的 [B] 未能实现其目标
[C] 消除了一些笑话 [D] 改变了其地位

【答案】A, 细节题。根据题干中的信号词spokeswoman定位到文章最后一句: At Arcadia, in addition to the rise in applications, the average student's test score has increased by 60 points, Juli Roebeck, an Arcadia spokeswoman, said(阿卡狄亚大学的一名女发言人Juli Roebeck说, 不仅申请就读阿卡狄亚大学的人数有所增加, 学生考试的平均成绩也提高了60分)。这是比福学院更名为阿卡狄亚大学带来的良好结果, 也就是说比福学院的更名是成功的。因此[A]项为正确答案。

[B]项和原文意思相反。[C]项虽然在文中出现了, 但不是女发言人言论中的内容。[D]项属于无中生有。

词汇注释

competitive [kəm'petitiv] *a.* 竞争的, 比赛的;
好竞争的; 有竞争力的

strive [straiv] *vi.* 努力, 奋斗, 力求

project ['prɒdʒekt] *n.* 方案, 计划; 课题, 项目; 工程, 事业; [prə'dʒekt] *v.* 规划, 计划; 发射, 投射; 伸出, 突出

reflect [ri'flekt] *v.* 反射, 映现; 反映, 显示; 深思, 思考

appeal to 吸引; 诉诸

specialize ['speʃəlaiz] *vi.* (in)专门研究, 专攻

offer ['ɒfə] *vt.* 给予, 提供, 提出; 表示愿意(做); *n.* 提供(物), 提议; 报价, 开价

used to do sth. 过去常常做某事

survey [sə:'vei] vt. 调查, 勘察; ['sə:vei] n. 调查, 勘察

disclose [dis'kləuz] vt. 揭露, 泄露, 透露

identity [ai'dentiti] n. 身份; 同一性, 一致性

adopt [ə'dɒpt] vt. 收养; 采纳, 采用

reveal [ri'vi:l] vt. 揭露, 泄露; 展现, 显示

shift [ʃift] v./n. 转移, 移动; 更换, 改变

perceive [pə'si:v] vt. 感觉, 察觉; 认识到, 意识到, 理解; 把……看作, 认为

alter ['ɔ:lteɪ] v. 改变, 改动, 变更

highlight ['haɪlaɪt] vt. 强调, 突出, 使显著; n. 最

精彩的部分, 最重要的事件

promote [prə'məut] vt. 促进, 增进; 提升, 晋升; 宣传, 推销

acknowledge [ək'nɒlɪdʒ] vt. 承认; 对……表示感谢; 告知收到

substantial [səb'stænʃəl] a. 牢固的, 结实的; 可观的, 大量的

in addition to 除……之外(还)

enlarge [in'lɑ:dʒ] v. 扩大, 扩展; 放大

turn out 结果是, 证明是

transform [træns'fɔ:m] v. (使)改观, (使)改变性质; 改造, 改革

难句解析

1. As colleges strive for market share, they are looking for names that project the image they want or reflect the changes they hope to make.

【结构分析】本句是一个主从复合句, 句首是As引导的原因状语从句, 主句的主干是they are looking for names, 定语从句that project the image or reflect the changes修饰先行词names, image后面跟定语从句they want对其进行修饰, changes后面跟定语从句they hope to make对其进行修饰。

2. In 1997, the New School for Social Research became New School University to reflect its growth into a collection of eight colleges, offering a list of majors that includes psychology, music, urban studies and management.

【结构分析】本句的主干为the New School for Social Research became New School University, 不定式to reflect its growth...colleges作目的状语, 现在分词短语offering...majors对a collection of eight colleges进行补充说明, majors后面跟了一个定语从句that includes...management对其进行修饰。

3. The University of Southern Colorado, a state institution, became Colorado State University at Pueblo two years ago, hoping to highlight many internal changes, including offering more graduate programs and setting higher admissions standards.

【结构分析】本句的主干为The University of Southern Colorado became Colorado State University at Pueblo, 名词短语a state institution作The University of Southern Colorado的同位语对其进行补充说明, 现在分词短语hoping to highlight many internal changes作伴随状语, 现在分词短语including...standards对internal changes进行补充说明, 其中offering...programs和setting...standards并列作介词including的宾语。

全文翻译

校名在竞争激烈的高等教育领域越来越重要。为了争夺市场份额, 各大学都在寻求改名, 希望新校名能够实现其想要的形象或反映其希望做出的改变。比如, 特伦顿州立学院在9年前更名为新泽西学院, 当时, 它正开始提高入学标准, 并在全州范围内招生。

“我在高等教育领域听到的全都是品牌、品牌、品牌,” Tim Westerbeck说道。他专门研究品牌推广, 并且在Lipman Hearne公司担任总裁。Lipman Hearne是一家总部位于芝加哥的营销公司, 它和大学及其他非营利组织合作。“过去10年发生了翻天覆地的变化, ‘营销’以前在高等教育领域几乎是一个肮脏的字眼。”

当然, 并非所有的更名都是成功的。1997年, 社会研究新学院更名为新学院大学, 以显示其已

发展成为一所拥有8个学院的综合性大学，开设包括心理学、音乐、城市研究和管理学在内的一系列专业。但是，纽约人仍继续称其为新学院。

如今，在花费了一笔未公开的资金进行在线调查以及聘请一位营销顾问创建“命名体系”“品牌架构”和“身份系统”后，这所大学提出了一个新名字：新学院。从周一开始，它将启用新的校徽、旗帜和名片，甚至给每个独立学院都起了新名字，全都含有“新学院”这几个字。

通常情况下，更名反映了一所大学希望给人营造出一种跟以前大为不同的印象。加州州立大学海沃德分校更名为加州州立大学东海湾分校，就是希望展现其在旧金山以东两个郊县发挥着日益重要的作用。

南科罗拉多大学是一所州立大学，两年前更名为科罗拉多州立大学普韦布洛分校，希望以此来突出其内部的许多变化，包括开设更多的研究生课程以及提高入学标准。

出于以下几个原因，比福学院于2001年更名为阿卡狄亚大学：摆脱其曾作为女子学院给人的印象；促进其成为一所全面发展的综合性大学；校方承认，此举旨在消除深夜电视节目和“早间动物园”系列广播剧中对该校旧校名所开的玩笑。

许多大学官员表示，校名和形象的改变可以产生重大的影响。阿卡狄亚大学的女发言人Juli Roebeck表示，不仅申请就读阿卡狄亚大学的人数有所增加，学生考试的平均成绩也提高了60分。

Text 4

It looked just like another aircraft from the outside. The pilot told his young passengers that it was built in 1964. But appearances were deceptive, and the 13 students from Europe and the USA who boarded the aircraft were in for the flight of their lives.

Inside, the area that normally had seats had become a long white tunnel. Heavily padded(填塞) from floor to ceiling, it looked a bit strange. There were almost no windows, but lights along the padded walls illuminated it. Most of the seats had been taken out, apart from a few at the back where the young scientists quickly took their places with a look of fear.

For 12 months, science students from across the continents had competed to win a place on the flight at the invitation of the European Space Agency. The challenge had been to suggest imaginative experiments to be conducted in weightless conditions.

For the next two hours, the flight resembled that of an enormous bird which had lost its reason, shooting upwards towards the heavens before rushing towards Earth. The invention was to achieve weightlessness for a few seconds.

The aircraft took off smoothly enough, but any feelings that I and the young scientists had that we were on anything like a scheduled passenger service were quickly dismissed when the pilot put the plane into a 45-degree climb which lasted around 20 seconds. Then the engines cut out and we became weightless. Everything became confused and left or right, up or down no longer had any meaning. After ten seconds of free-fall descent(下降) the pilot pulled the aircraft out of its nosedive. The return of gravity was less immediate than its loss, but was still sudden enough to ensure that some students came down with a bump.

Each time the pilot cut the engines and we became weightless, a new team conducted its experiment. First it was the Dutch who wanted to discover how it is that cats always land on their feet. Then the German team who conducted a successful experiment on a traditional building method to see if it could be used for building a future space station. The Americans had an idea to create solar sails that could be used by

satellites.

After two hours of going up and down in the lane doing their experiments, the predominant feeling was one of excitement rather than sickness. Most of the students thought it was an unforgettable experience and one they would be keen to repeat.

- What did the writer say about the plane?
[A] It had no seats. [B] It was painted white.
[C] It had no windows. [D] The outside was misleading.
- According to the writer, how did the young scientists feel before the flight?
[A] Sick. [B] Keen. [C] Nervous. [D] Impatient.
- What did the pilot do with the plane after it took off?
[A] He quickly climbed and then stopped the engines.
[B] He climbed and then made the plane fall slowly.
[C] He took off normally and then cut the engines for 20 seconds.
[D] He climbed and then made the plane turn over.
- According to the passage, the purpose of being weightless was to _____.
[A] see what conditions are like in space
[B] prepare the young scientists for future work in space
[C] show the judges of the competition what they could do
[D] make the teams try out their ideas
- This passage was written to _____.
[A] encourage young people to take up science
[B] describe the process of a scientific competition
[C] show scientists what young people can do
[D] report on a new scientific technique

文章结构分析

本文主要描述了一次在飞行失重情况下的空中科学实验竞赛活动。

第一、二段：对实验竞赛活动的场地——飞机的情况进行了介绍，并且指出有13名小科学家参与此次活动。

第三段：采用倒叙的手法为本次空中实验活动进行了必要的背景说明。

第四、五段：具体叙述了飞机失重时的情形以及机上学生们的状态和感受。

第六段：对学生们所做的实验进行了简要的介绍。

第七段：以参赛学生的感受和评价结尾，对整个空中科学实验竞赛做出了总结。

试题解析

- 关于飞机，作者谈到了什么？
[A] 它没有座椅。 [B] 它被漆成了白色。
[C] 它没有窗户。 [D] 它的外观具有误导性。

【答案】D，细节题。文章第一、二段分别从外部和内部两个角度对飞机的情况进行了介绍。根据第一段第三句的前半句：But appearances were deceptive(但是它的外表具有欺骗性)，因此[D]项为正确答案。

[C]项和第二段第三句There were almost no windows相矛盾。[B]项指的是它外表被涂成白色，和

原文Inside, the area...had become a long white tunnel意思不符。[A]项和第二段第四句Most of the seats had been taken out, apart from a few...相矛盾。

2. 根据作者的描述, 在起飞前小科学家们的感觉如何?

- [A] 恶心的。 [B] 热衷的。
[C] 紧张的。 [D] 不耐烦的。

【答案】C, 细节题。根据题干中信号词the young scientists和before the flight定位到第二段末: ...the young scientists quickly took their places with a look of fear(小科学家们迅速坐到座位上, 面露惧色)。因此可以确定这些小科学家是紧张的, [C]项为正确答案。

[A]和[B]项的信息出现在文章结尾, 与before the flight不符。[D]项属于无中生有。

3. 飞机起飞后, 飞行员是怎样控制飞机的?

- [A] 他使飞机快速爬升, 然后关闭引擎。
[B] 他使飞机爬升, 然后缓慢降落。
[C] 他使飞机正常起飞, 然后关闭引擎20秒钟。
[D] 他使飞机爬升, 然后让飞机翻转。

【答案】A, 细节题。根据题干中信号词took off定位到第五段。根据第一句末: ...the pilot put the plane into a 45-degree climb which lasted around 20 seconds和第二句前半部分Then the engines cut out, 可以确定[A]项为正确答案。climbed对应put the plane into a climb, around 20 seconds对应quickly, stopped the engines对应the engines cut out。

[B]项中的fall slowly和[D]项中的turn over均属于无中生有。[C]项中的20 seconds是飞机爬升时间, 关闭引擎时间应该是10 seconds(ten seconds of free-fall descent)。

4. 根据文章, 失重的目的是_____。

- [A] 体验太空的环境
[B] 为小科学家们未来在太空中的工作做准备
[C] 向竞赛的评委们展示他们能够做什么
[D] 使团队尝试他们的想法

【答案】D, 细节题。根据题干中的信号词weightless定位到第六段首句: Each time the pilot cut the engines and we became weightless, a new team conducted its experiment(每次飞行员关闭引擎时, 我们就会失重, 一个新的小组就会进行实验)。文章接下来分别以荷兰、德国和美国的选手为例对他们的实验进行了简单介绍。飞行员关闭引擎让他们处于失重状态, 就是为了让它们完成实验, 也就是让各个团队尝试他们的想法。因此[D]项为正确答案。其他选项均属于无中生有。

5. 本文旨在_____。

- [A] 鼓励年轻人从事科学 [B] 描述一次科学竞赛的过程
[C] 向科学家展示年轻人的能力 [D] 报道一项新的科学技术

【答案】B, 主旨题。本文主要描述了一次在飞行失重情况下的空中科学实验竞赛活动。因此, scientific competition为全文的中心主旨词, 应该在文章的主题中有所体现, 四个选项中只有[B]项有该短语, 因此为正确答案。

词汇注释

deceptive [di'septiv] *a.* 迷惑的, 骗人的
board [bɔ:d] *n.* 板, 木板; 委员会, 董事会; *v.* 登上(船、车或飞机)
be in for 从事, 参加
tunnel ['tʌnl] *n.* 隧道, 地道

illuminate [i'lju:mineit] *vt.* 照明, 照亮; 阐明, 启发
apart from 除……之外
continent ['kɒntinənt] *n.* 大陆, 洲
compete [kəm'pi:t] *vi.* 竞争, 比赛

challenge ['tʃælɪndʒ] *vt.* 向……挑战；对……质疑；*n.* 挑战，艰巨的任务；怀疑，质问
 imaginative [ɪ'mædʒɪnətɪv] *a.* 富有想象力的，爱想象的
 resemble [rɪ'zeɪbl] *vt.* 像，类似于
 enormous [ɪ'nɔ:məs] *a.* 巨大的，庞大的
 schedule ['ʃedju:l] *n.* 时刻表，日程安排表；清单，明细表；*vt.* 安排，预定
 take off 脱下；起飞
 dismiss [dɪs'mɪs] *vt.* 不再考虑，不接受；解雇，开除；解散

confuse [kən'fju:z] *v.* 使困惑，把……弄糊涂；混淆，搞错；搞乱
 ensure [ɪn'ʃuə] *vt.* 保证，担保，确保
 gravity ['grævɪti] *n.* 重力，地心引力；严重，庄重
 solar ['səʊlə] *a.* 太阳的，日光的；利用太阳光（或太阳能）的
 predominant [prɪ'dɒmɪnənt] *a.* 占主导地位的，占优势的；普遍的，显著的
 keen [ki:n] *a.* 热衷的，渴望的；激烈的，紧张的；敏锐的，锋利的

难句解析

1. But appearances were deceptive, and the 13 students from Europe and the USA who boarded the aircraft were in for the flight of their lives.

【结构分析】本句是由and连接的两个并列分句构成的并列句，第一个并列分句为appearances were deceptive，第二个并列分句的主干为the 13 students were in for the flight of their lives，students后面跟了两个后置定语对其进行修饰，一个是介词短语from...USA，另一个是定语从句who...aircraft。

2. For the next two hours, the flight resembled that of an enormous bird which had lost its reason, shooting upwards towards the heavens before rushing towards Earth.

【结构分析】本句的主干为the flight resembled that of an enormous bird，句首介词短语For...hours作时间状语，定语从句which had lost its reason对bird进行修饰，现在分词短语shooting...Earth对that of an enormous bird进行补充说明。

3. The aircraft took off smoothly enough, but any feelings that I and the young scientists had that we were on anything like a scheduled passenger service were quickly dismissed when the pilot put the plane into a 45-degree climb which lasted around 20 seconds.

【结构分析】本句是由but连接的两个并列分句构成的并列句，第一个并列分句为The aircraft took off smoothly enough，第二个并列分句是一个主从复合句，主句的主干为any feelings were quickly dismissed，that I and...had为定语从句对feelings进行修饰，that we...passenger service为feelings的定语从句对其内容进行补充说明，when...climb为第二个并列分句中的状语从句，which...seconds为定语从句对climb进行修饰。

全文翻译

从外观看，这架飞机和其他飞机没什么区别。飞行员告诉他的小乘客们，这架飞机建造于1964年。但它的外表却很有欺骗性，飞机上来自欧洲和美国的13名学生即将开始他们生命中的奇妙航行。

在飞机内部，本该放置座椅的地方变成了一条长长的白色隧道，从地面到天花板都被塞得满满的，看起来有点儿奇怪。里面几乎没有窗户，但是沿墙壁分布的灯照亮了整个飞机。除了后部仅有的几个座位，大部分座位都被取走了。小科学家们迅速坐到座位上，面露惧色。

12个月以来，来自各个大洲的理科学生在欧洲航天局的邀请下，为在这架飞机上赢得一席之地展开竞争，挑战在失重的情况下进行充满想象力的实验。

在接下来的两个小时里，飞机像一只失去理智的巨鸟，一会儿直冲云霄，一会儿又俯冲向地面，这么做就是为了获得几秒钟的失重状态。

飞机起飞得很平稳，但当飞行员将飞机置于45度向上爬升了大约20秒后，我和小科学家们那种好像是在享受正常客运服务的感觉很快就消失了。然后引擎被关闭，我们处于失重状态。一切都变得混乱，左或右、上或下都不再有任何意义。在10秒钟的自由下落之后，飞行员停止了飞机的俯冲。重力的恢复并不像它消失时那么快，但是仍然很突然，以至于一些学生“砰”的一声掉了下来。

每一次飞行员关闭引擎时，我们就会失重，然后一个新的小组就会进行实验。首先是荷兰学生，他们想知道猫是怎样平安落地的。接着是德国学生，他们成功地进行有关传统建筑方式的实验，来确定这种方法是否能用于建立未来空间站。美国学生想要发明卫星可以利用的太阳能。

在航线上进行了两个小时上下颠簸的实验后，最主要的感受是兴奋而不是晕眩恶心。大多数学生认为这是一次难以忘怀的经历，并且渴望能再来一次。

Text 5

It is easier to negotiate initial salary requirement because once you are inside, the organizational constraints influence wage increases. One thing, however, is certain: your chances of getting the raise you feel you deserve are less if you don't at least ask for it. Men tend to ask for more, and they get more, and this holds true with other resources, not just pay increases. Consider Beth's story:

I did not get what I wanted when I did not ask for it. We had cubicle(小隔间) offices and window offices. I sat in the cubicles with several male colleagues. One by one they were moved into window offices, while I remained in the cubicles. Several males who were hired after me also went to offices. One in particular told me he was next in line for an office and that it had been part of his negotiations for the job. I guess they thought me content to stay in the cubicles since I did not voice my opinion either way.

It would be nice if we all received automatic pay increases equal to our merit, but "nice" isn't a quality attributed to most organizations. If you feel you deserve a significant raise in pay, you'll probably have to ask for it.

Performance is your best bargaining chip when you are seeking a raise. You must be able to demonstrate that you deserve a raise. Timing is also a good bargaining chip. If you can give your boss something he or she needs (a new client or a sizable contract, for example) just before merit pay decisions are being made, you are more likely to get the raise you want.

Use information as a bargaining chip too. Find out what you are worth on the open market. What will someone else pay for your services?

Go into the negotiations prepared to place your chips on the table at the appropriate time and prepared to use communication style to guide the direction of the interaction.

1. According to the passage, before taking a job, a person should _____.
 [A] demonstrate his capability [B] give his boss a good impression
 [C] ask for as much money as he can [D] ask for the salary he hopes to get
2. What can be inferred from Beth's story?
 [A] Prejudice against women still exists in some organizations.
 [B] If people want what they deserve, they have to ask for it.
 [C] People should not be content with what they have got.

- [D] People should be careful when negotiating for a job.
3. We can learn from the passage that _____.
 [A] unfairness exists in salary increases
 [B] most people are overworked and underpaid
 [C] one should avoid overstating one's performance
 [D] most organizations give their staff automatic pay raises
4. To get a pay raise, a person should _____.
 [A] advertise himself on the job market
 [B] persuade his boss to sign a long-term contract
 [C] try to get inside information about the organization
 [D] do something to impress his boss just before merit pay decisions
5. To be successful in negotiations, one must _____.
 [A] meet his boss at the appropriate time
 [B] arrive at the negotiation table punctually
 [C] be good at influencing the outcome of the interaction
 [D] be familiar with what the boss likes and dislikes

文章结构分析

本文主要围绕职场加薪问题展开论述。

第一至三段：陈述应该主动争取加薪的观点。第一段提出观点，第二段举例论证，第三段再次强调观点。

第四至六段：论述应该如何争取加薪。列举了谈判的三大筹码以及谈判时的注意事项。

试题解析

1. 根据文章，在接受一份工作之前，一个人应该_____。
 [A] 展示他的能力 [B] 给老板一个好印象
 [C] 尽可能索要更多的钱 [D] 要求他希望得到的薪酬

【答案】D，细节题。根据题干关键词before taking a job定位到第一段首句。该句指出，在进入公司之前商谈工资待遇比较容易，进入公司后公司的章程会影响工资的增长。也就是说，在接受工作前，应该谈好薪酬，故[D]项为正确答案。

[A]项和[B]项第一段未提及，与本题无关。[C]项过于极端，含有贬义，与文章主旨不符。

2. 从Beth的故事中，可以推断出什么？
 [A] 对于女性的歧视仍然存在于一些公司中。
 [B] 如果人们想要得到应得的东西，必须提出要求。
 [C] 人们不应该满足于他们所得到的。
 [D] 人们在为一份工作谈判时应该谨慎。

【答案】B，例证题。举例通常是为了证明一个观点。文章举Beth的例子是为了证明第一段第二、三句提出的观点：如果你不提出要求，那么你获得加薪和其他待遇的机会就会减少。也就是说，如果人们想要得到应得的东西，必须自己提出要求。故[B]项为正确答案。此外，第二段第一句I did not get what I wanted when I did not ask for it是段落主旨句，根据该句也可知[B]项为正确答案。

[A]项的内容在文章中得不到支持，因为即使是男性，得到良好的待遇也是要求的结果(Men tend to ask for more)或事先谈判的结果(it had been part of his negotiations for the job)。[C]和[D]项均与文章的中心思想以及该段在文中的作用不符。

3. 我们可以从文章中了解到_____。

[A] 涨薪方面存在不公平

[B] 大部分人工作过于劳累但薪水过低

[C] 人们应该避免夸大自己的表现

[D] 大部分公司会自动给员工加薪

【答案】A, 推理题。第一段第二句指出, 如果不主动提出加薪的话, 加薪机会就会减少。第二段以Beth为例子来证明这一观点。第三段再次指出大多数公司不会主动加薪, 要想加薪最好自己申请。由此可知, 涨薪方面存在不公平。故[A]项为正确答案。

[B]和[C]项文中未提及。根据第三段第一句可以排除[D]项。

4. 为了加薪, 一个人应该_____。

[A] 在就业市场给自己做广告

[B] 劝说老板签一份长期合同

[C] 努力获得关于公司的内部信息

[D] 在加薪决定之前做一些事情给老板留下深刻印象

【答案】D, 细节题。根据题干关键词To get a pay raise定位到第四、五段。根据第四段最后一句If you can give your boss something he or she needs just before merit pay decisions are being made, you are more likely to get the raise you want(如果能在加薪决定做出之前, 为你的老板送上他/她所需要的东西, 你就更有可能得到那份想要的薪水), 可知[D]项为正确答案。[D]项中的do something to impress his boss对应文中的give your boss something he or she needs。

[A]项中的advertise文中未提及。[B]项中的sign a long-term contract文中未提及。[C]项中的inside information about the organization和文中的information意思不符, 文中指的是就业市场上的信息, 而不是关于公司的内部信息。

5. 为了取得谈判的成功, 一个人应该_____。

[A] 在适当的时间找老板

[B] 准时到达谈判地点

[C] 善于引导谈判结果

[D] 了解老板的好恶

【答案】C, 细节题。根据题干关键词negotiations定位到最后一段。该段指出了想取得谈判成功要做的两件事情: place your chips on the table at the appropriate time和use communication style to guide the direction of the interaction, [C]项对应第二点, 故为正确答案。[A]项和文中place your chips on the table at the appropriate time(在适当的时候将你的筹码摆到桌面上)意思不符。[B]和[D]项文中未提及。

词汇注释

negotiate [ni'gəʊfi:it] *vt.* 洽谈, 协商

initial [i'niʃəl] *a.* 开始的, 最初的

organizational [ɔ'gənai'zeɪʃənəl] *a.* 组织的

constraint [kən'streɪnt] *n.* 约束, 限制; 强迫, 强制

deserve [di'zə:v] *vt.* 应受, 应得, 值得

tend [tend] *vi.* 易于, 往往会; 趋向, 倾向

colleague ['kɒli:g] *n.* 同事, 同僚

remain [ri'mein] *vi.* 仍然是, 依旧是; 留下, 逗留; 剩余, 余下

in particular 特别, 尤其

content [kən'tent] *a.* 满足的, 满意的

voice one's opinion 表达意见

automatic [ɔ:tə'mætɪk] *a.* 自动的; 不假思索的, 无意识的; 必然的, 自然的

merit ['merɪt] *n.* 长处, 优点, 价值; 功绩, 功劳, 成绩

quality ['kwɒləti] *n.* 质量; 品德, 品质; 性质, 特性

attribute [ə'tribju:t] *vt.* 把……归因于; 认为是……所为

performance [pə'fɔ:məns] *n.* 工作情况, 表现; 演出, 表演; 履行, 执行

bargain ['bɑ:gɪn] *vi.* 讨价还价

demonstrate ['demonstreɪt] *vt.* 论证, 证明; 说明, 演示; 显示, 表露

timing ['taɪmɪŋ] *n.* 时间安排, 时间选择

sizable ['saɪzəbl] *a.* 相当大的

contract ['kɒntrækt] *n.* 合同, 契约

appropriate [ə'prəʊpriət] *a.* 适当的, 恰当的

guide [gaɪd] *vt.* 给……导游, 给……领路; 指导

interaction [ɪntə'rækʃən] *n.* 相互作用, 相互影响

难句解析

1. One in particular told me he was next in line for an office and that it had been part of his negotiations for the job.

【结构分析】本句的主干为One told me...and that..., told后面跟了两个并列的宾语从句: he...office和that it...job。

2. It would be nice if we all received automatic pay increases equal to our merit, but “nice” isn’t a quality attributed to most organizations.

【结构分析】本句是一个并列句, 由but连接的两个并列分句组成。第一个并列分句是一个主从复合句, if引导条件状语从句, 该条件状语从句的主干为if we all received automatic pay increases, 形容词短语equal to our merit作后置定语修饰increases。第二个并列分句中过去分词短语attributed to most organizations作后置定语修饰quality。

3. Go into the negotiations prepared to place your chips on the table at the appropriate time and prepared to use communication style to guide the direction of the interaction.

【结构分析】本句的主干为Go into the negotiations, 两个并列的过去分词短语作伴随状语: prepared...time和prepared to...interaction。

全文翻译

在进公司前商谈工资待遇要容易些, 因为一旦进入公司, 公司的一些约束机制就会影响到以后的加薪。不过, 有一点是肯定的: 如果你不提出要求, 得到你认为自己应得的加薪的可能性就比较小。男性通常要求得多一些, 因此得到的也多一些。这点不仅反映在加薪上, 还反映在其他资源的分配上。咱们来听听Beth的故事吧!

在我没提出要求的时候, 我没有得到过我想得到的东西。我们的办公室分为小隔间办公室和带窗办公室两种, 我和几位男性同事一起待在小隔间办公室工作。他们一个接一个地搬到带窗办公室去了, 而我依然在小隔间待着。有几位比我来得晚的男同事也去了带窗办公室。有一位特意告诉我, 下一个就轮到他进带窗办公室工作了, 这是他在接受这份工作时谈好的条件之一。我想他们会认为我满足于待在小隔间, 因为我没有通过任何方式表明自己的想法。

要是我们都能得到与自身价值匹配的自动加薪就好了, 但是这种“良好的品质”并不是大多数公司所具备的。如果你觉得薪水应该有一个大幅度的上涨, 你可能必须要自己提出来。

寻求加薪时, 工作表现是最好的谈判筹码。你必须能够证明自己值得加薪。时机的把握也是一个有效的谈判筹码。如果能在加薪决定做出之前, 为你的老板送上他/她所需要的东西(比如, 一个新客户或一份大合同), 你就更有可能得到那份想要的加薪。

信息也可以成为你的谈判筹码。到公开的就业市场去了解一下自己的价值。其他人会付给你多少薪水呢?

谈判时, 要准备好在适当的时候将你的筹码摆到桌面上, 同时还要准备好使用交谈技巧来引导谈判的方向。

Text 6

New technology links the world as never before. Our planet has shrunk. It's now a "global village" where countries are only seconds away by fax or phone or satellite link. And, of course, our ability to benefit from this high-tech communications equipment is greatly enhanced by foreign language skills.

Deeply involved with this new technology is a breed of modern businesspeople who have a growing respect for the economic value of doing business abroad. In modern markets, success overseas often helps support domestic business efforts.

Overseas assignments are becoming increasingly important to advancement within executive ranks. The executive stationed in another country no longer need fear being "out of sight and out of mind". He or she can be sure that the overseas effort is central to the company's plan for success, and that promotions often follow or accompany an assignment abroad. If an employee can succeed in a difficult assignment overseas, superiors will have greater confidence in his or her ability to cope back in the United States where cross-cultural considerations and foreign language issues are becoming more and more prevalent.

Thanks to a variety of relatively inexpensive communications devices with business applications, even small businesses in the United States are able to get into international markets.

English is still the international language of business. But there is an ever-growing need for people who can speak another language. A second language isn't generally required to get a job in business, but having language skills gives a candidate the edge when other qualifications appear to be equal.

The employee posted abroad who speaks the country's principal language has an opportunity to fast-forward certain negotiations, and can have the cultural insight to know when it is better to move more slowly. The employee at the home office who can communicate well with foreign clients over the telephone or by fax machine is an obvious asset to the firm.

1. What is the author's attitude toward high-tech communications equipment?
[A] Critical. [B] Indifferent.
[C] Prejudiced. [D] Positive.
2. With the increased use of high-tech communications equipment, businesspeople _____.
[A] have to get familiar with modern technology
[B] are gaining more economic benefits from domestic operations
[C] are attaching more importance to their overseas business
[D] are eager to work overseas
3. In this passage, "out of sight and out of mind" (Line 2, Para. 3) probably means _____.
[A] being unable to think properly for lack of insight
[B] being totally out of touch with business at home
[C] missing opportunities for promotion when abroad
[D] leaving all care and worth behind
4. According to the passage, what is an important consideration of international corporations in employing people today?
[A] Connections with business overseas.
[B] Ability to speak the client's language.
[C] Technical know-how.
[D] Business experience.

5. The advantage of employees having foreign language skills is that they can _____.

- [A] better control the whole negotiation process
- [B] easily find new approaches to meet market needs
- [C] fast-forward their proposals to headquarters
- [D] easily make friends with businesspeople abroad

文章结构分析

本文主要围绕高科技通信设备、外语能力以及国际商业之间的关系展开论述。

第一段：指出高科技通信设备使全球联系日益紧密，外语能力使我们受益于高科技通信设备的能力得以提升。

第二段：指出一些重视国际商业的现代商人经常使用高科技通信设备，以及国际商业的重要性。

第三段：说明海外任务对于管理人员升职的重要性。

第四段：指出高科技通信设备使得小企业得以进入国际市场。

第五、六段：说明外语能力在国际商业中的作用。

试题解析

1. 作者对高科技通信设备持什么样的态度？

- [A] 批评的。
- [B] 漠不关心的。
- [C] 有偏见的。
- [D] 肯定的。

【答案】D，态度题。根据题干信号词high-tech communications equipment定位到第一段最后一句。根据句中的benefit from，可以确定作者对高科技通信设备的态度是肯定的，故[D]项为正确答案。[B]和[C]项是作者态度题的典型干扰选项，可直接排除。

2. 随着高科技通信设备的使用增多，商业人士_____。

- [A] 必须熟悉现代技术
- [B] 从国内业务中获取更多的经济利益
- [C] 更加重视海外业务
- [D] 渴望到海外工作

【答案】C，细节题。根据题干信号词businesspeople以及出题顺序定位到第二段第一句。该句指出，经常使用此项新技术(高科技通信设备)的现代商人日益重视国际贸易的经济价值。[C]项中的are attaching more importance to对应文中的have a growing respect for，overseas business对应文中的doing business abroad，故为正确答案。[A]项过于绝对，文中只是提到一些现代商人经常使用高科技通信设备。[B]和[D]项文中未提及。

3. 在本文中，“out of sight and out of mind”(第三段第二行)可能的意思是_____。

- [A] 因缺少洞察力而不能正确地思考
- [B] 与国内业务完全脱离联系
- [C] 任职海外时错过升职机会
- [D] 完全置之度外

【答案】C，词汇题。词义的理解应该结合上下文。根据上一句中的advancement within executive ranks以及下一句中的promotions，可知这几句话都和升职有关，“out of sight and out of mind”指的是“错过升职机会”，故[C]项为正确答案。

4. 根据文中所述，如今跨国公司在雇用员工时会重点考虑什么？

- [A] 与海外业务的联系。
- [B] 会讲客户的语言。
- [C] 技术知识。
- [D] 工作经验。

【答案】B，细节题。根据题干信号词employing定位到第五段最后一句。根据该句but之后的内容having language skills gives a candidate the edge when other qualifications appear to be equal(在其他条件相同的情况下，语言技能会给候选人带来优势)，可知[B]项为正确答案。其他选项文中均未提及。

5. 拥有外语技能的员工的优势是他们能_____。

[A] 更好地控制整个谈判进程

[B] 容易找到满足市场需求的新途径

[C] 将建议迅速送达总部

[D] 容易和国外商务人士交朋友

【答案】A, 细节题。根据出题顺序以及题干信号词foreign language skills定位到最后一段, 该段分析了外语技能在国际商业中的作用。该段首句指出, 一个能说所驻国主要语言的驻外职员能有机会快速促成某些谈判, 并能够通过文化洞察力判断出什么时候应该进行得慢一些。也就是说, 拥有外语技能的员工可以更好地控制谈判过程, 故[A]项为正确答案。[B]和[C]项文中未提及。[D]项是对文中communicate well with foreign clients的曲解。

词汇注释

shrink [ˈrɪŋk] v. 起皱, 收缩; 退缩, 畏缩

satellite [ˈsætələɪt] n. 卫星, 人造卫星

benefit from 受益于

involve [ɪnˈvɒlv] vt. 包含, 含有; 使卷入, 使参与

breed [briːd] n. 品种, 种类

respect [rɪsˈpekt] n. 尊敬; 尊重, 重视

domestic [dəˈmestɪk] a. 本国的, 国内的; 家(庭)的, 家用的; 驯养的

executive [ɪgˈzekjʊtɪv] n. 主管, 高级行政人员

promotion [prəˈməʊʃən] n. 提升, 晋级; 促进, 提倡; 宣传

station [ˈsteɪʃən] vt. 安置, 派驻

accompany [əˈkʌmpəni] vt. 陪伴, 陪同; 伴随

superior [sjuːˈpiəriə] n. 上级, 长官

issue [ˈɪʃu] n. 问题, 争论点; 发行, (报刊的)一期

candidate [ˈkændɪdeɪt] n. 申请求职者, 投考者, 候选人

qualification [kwɒlɪfɪˈkeɪʃən] n. 资格, 资格证明; 限定, 限定性条件

principal [ˈprɪnsəpəl] a. 最重要的, 主要的

negotiation [nɪɡəʊʃiˈeɪʃən] n. 谈判, 协商, 商谈

insight [ˈɪnsaɪt] n. 洞察力, 洞悉, 深刻的见解

a variety of 各种各样的

asset [ˈæset] n. 有价值的人(或物); 长处; 资产, 财产

communicate with 与……联系, 与……通信

难句解析

1. He or she can be sure that the overseas effort is central to the company's plan for success, and that promotions often follow or accompany an assignment abroad.

【结构分析】本句的主干是He or she can be sure that..., and that...。be sure后面跟了两个that引导的宾语从句。

2. If an employee can succeed in a difficult assignment overseas, superiors will have greater confidence in his or her ability to cope back in the United States where cross-cultural considerations and foreign language issues are becoming more and more prevalent.

【结构分析】本句是一个主从复合句, 逗号前面是If引导的条件状语从句, 逗号后面是主句。主句的主干为superiors will have greater confidence in his or her ability, 不定式to cope...States作后置定语修饰ability, the United States后面跟了一个where引导的定语从句对其进行修饰。

3. The employee posted abroad who speaks the country's principal language has an opportunity to fast-forward certain negotiations, and can have the cultural insight to know when it is better to move more slowly.

【结构分析】本句的主干是The employee has opportunity, and can have the cultural insight。employee的后面有两个后置定语对其进行修饰, 一个是过去分词短语posted abroad, 另一个是who引导的定语从句, opportunity后面跟了一个不定式to...negotiations作其后置定语, insight后面跟了一个不

定式to...slowly作其后置定语。

全文翻译

新技术史无前例地将世界联系在了一起。我们的地球变小了。它现在是一个“地球村”，通过传真、电话或卫星连接，国家之间的距离只有几秒钟。当然，外语技能可以使我们从高科技通信设备获益的能力得以很大提升。

经常使用此项新技术的是一类现代商人，他们日益重视国际贸易的经济价值。在现代市场中，海外业务的成功通常有助于支持国内的商业活动。

海外任务对于管理人员的职位提升正变得日益重要。派驻在另一国家的主管不用再担心领导看不到而被忘却了。他或她可以确信自己在海外的努力对于公司的成功计划至关重要，并且可以确信升职往往紧跟或伴随着驻外任务。如果一个职员能成功完成某项困难的驻外任务，上司们就会对他或她回美国后的办事能力更有信心，因为在美国跨文化的考虑以及外语问题正变得越来越普遍。

由于各种相对便宜的通信设备在商业中得以应用，即使很小的美国公司也能进入国际市场。

英语仍然是国际商业语言。但是对能讲第二种语言的人的需求日益增大。第二语言通常并不是在商业领域找工作的必要条件，但是在其他条件相同的情况下，语言技能会给候选人带来优势。

一个能说所驻国主要语言的驻外职员能有机会快速促成某些谈判，并能够通过文化洞察力判断出什么时候进展慢一些会更好。通过电话或传真能和海外客户流利交流的国内公司职员，对公司来说明显是一笔宝贵的财富。

Text 7

Office jobs are among the positions hardest hit by computation(计算机自动化). Word processors and typists will lose about 93,000 jobs over the next few years, while 57,000 secretarial jobs will vanish. Blame the PC: Today, many executives type their own memos and carry their “secretaries” in the palms of their hands. Time is also hard for stock clerks, whose ranks are expected to decrease by 68,000. And employees in manufacturing firms and wholesalers are being replaced with computerized systems.

But not everyone who loses a job will end up in the unemployment line. Many will shift to growing positions within their own companies. When new technologies shook up the telecomm business, telephone operator Judy Dougherty pursued retraining. She is now a communications technician, earning about \$64,000 per year. Of course, if you’ve been a tollbooth collector for the past 30 years, and you find yourself replaced by an E-ZPass machine, it may be of little consolation(安慰) to know that the telecomm field is booming.

And that’s just it: The service economy is fading; welcome to the expertise(专门知识) economy. To succeed in the new job market, you must be able to handle complex problems. Indeed, all but one of the 50 highest-paying occupations—air-traffic controller—demand at least a bachelor’s degree.

For those with just a high school diploma, it’s going to get tougher to find a well-paying job. Since fewer factory and clerical jobs will be available, what’s left will be the jobs that computation can’t kill: Computers can’t clean offices, or care for Alzheimer’s patients(阿尔茨海默病患者). But, since most people have the skills to fill those positions, the wages stay painfully low, meaning computation could drive an even deeper wedge(楔子) between the rich and poor. The best advice now: Never stop learning, and keep up with new technology.

For busy adults, of course, that can be tough. The good news is that the very technology that’s reducing

so many jobs is also making it easier to go back to school—without having to sit in a classroom. So-called Internet distance learning is hot, with more than three million students currently enrolled, and it's gaining credibility with employers.

Are you at risk of losing your job to a computer? Check the federal Bureau of Labor Statistics' *Occupational Outlook Handbook*, which is available online at *bls.gov*.

- From the first paragraph we can infer that all of the following persons are easily thrown into unemployment EXCEPT _____.
[A] secretaries [B] stock clerks [C] managers [D] wholesalers
- In the second paragraph the author mentions the tollbooth collector to _____.
[A] mean he will get benefits from the telecomm field
[B] show he is too old to shift to a new position
[C] console him on having been replaced by a machine
[D] blame the PC for his unemployment
- By saying "...computation could drive an even deeper wedge between the rich and poor" (Lines 4—5, Para. 4), the author means _____.
[A] people are getting richer and richer
[B] there will be a small gap between the rich and poor
[C] the gap between the rich and poor is getting larger and larger
[D] it's time to close up the gap between the rich and poor
- What is the author's attitude towards computers?
[A] Positive. [B] Negative. [C] Neutral. [D] Prejudiced.
- Which of the following might serve as the best title of the passage?
[A] Blaming the PC [B] The Booming Telecomm Field
[C] Internet Distance Learning [D] Keeping Up with Computation

文章结构分析

本文主要对计算机自动化可能造成的失业问题进行了分析，并且提出了相应对策。

第一段：讲述了计算机自动化造成的大量失业问题。

第二段：讲述了计算机自动化冲击下的两种结果：内部转岗和就此下岗。

第三段：提出对策——应对失业问题需要专业化技能和高学历。

第四段：通过分析计算机自动化所引起的贫富差距加大，进一步点明对策：不断学习，跟上新技术发展。

第五、六段：通过两个例子来进一步强调“不断学习”这个对策。

试题解析

- 从第一段我们可以推断，下面这些人除了_____以外均容易失业。

[A] 秘书 [B] 存货管理员 [C] 经理 [D] 批发商

【答案】C，判断题。根据题干定位到第一段。根据第二句：...while 57,000 secretarial jobs will vanish可以排除[A]项。根据倒数第二句：Time is also hard for stock clerks, whose ranks are expected to decrease by 68,000可以排除[B]项。根据倒数第一句：...wholesalers are being replaced with computerized systems可以排除[D]项。managers对应的词executives出现在第三句，但是这句话并没有说管理者是失业群体，因此[C]项正确。

2. 第二段作者提到公路收费亭收费员是为了_____。

- [A] 表明他将从电信业获益
[B] 说明他年龄太大而不能转到新岗位
[C] 对他被机器所取代表示安慰
[D] 将他的失业归咎于个人计算机

【答案】B，例证题。通常来说，举例是为了证明一个观点。第二段第一句是段落主题句：并不是所有失业的人都会就此下岗。接着举了两个例子来说明失业的人有两种结果：第一种是内部转岗，第二种是因年龄比较大不能转岗而就此下岗。作者举公路收费亭收费员的例子就是为了说明第二种情况。因此[B]项为正确答案。

[A]项中的get benefits和第五句中的little consolation相矛盾。[C]项是利用第五句中的consolation设置的干扰项，原文说的是收费员自己感到悲凉，并没有提到作者对收费员的态度。[D]项中blame the PC出现在第一段第三句，和本题无关。

3. 作者说“...computation could drive an even deeper wedge between the rich and poor”(第四段第四到五行)，他的意思是_____。

- [A] 人们正变得越来越富裕 [B] 贫富差距将很小
[C] 贫富差距正变得越来越大 [D] 到该缩小贫富差距的时候了

【答案】C，词汇题。“...computation could drive an even deeper wedge between the rich and poor”的字面意思是“计算机自动化在富人和穷人之间嵌入了一个更深的楔子”。这个短语出现在第四段倒数第二句，它是对...the wages stay painfully low(学历低的人的工资会非常低)的补充说明。很明显，这个短语表示的意思应该是“计算机自动化进一步加大了富人和穷人之间的差距”。因此[C]项为正确答案。

4. 作者对计算机持何种态度？

- [A] 肯定的。 [B] 否定的。 [C] 中立的。 [D] 有偏见的。

【答案】A，态度题。本文不仅对计算机自动化造成的失业问题进行了分析，还在后半部分提出了相应对策，并强调要keep up with the new technology。由此可见，作者对计算机自动化持肯定态度，故[A]项为正确答案。[D]项为作者态度题的典型干扰项，可以直接排除。

5. 下面哪个选项可以作为本文的最佳标题？

- [A] 谴责个人计算机 [B] 电信业的蓬勃发展
[C] 互联网远程教育 [D] 跟上计算机自动化的步伐

【答案】D，主旨题。本文主要对计算机自动化可能造成的失业问题进行了分析，并且提出了相应对策。第一段主要讲述了计算机自动化造成的大量失业问题；第二段主要讲述了在计算机自动化冲击下的两种结果，即内部转岗和就此下岗；第三段提出对策，即应对失业问题需要专业化技能和高学历；第四段通过分析计算机自动化所引起的贫富差距加大，来进一步点明对策，即不断学习，跟上新技术发展；最后两段通过两个例子来进一步强调“不断学习”这个对策。可见，computation为全文的中心主旨词，[D]项为正确答案。[A]、[B]和[C]项分别是第一、二和五段涉及的具体细节，不能概括文章主旨。

词汇注释

vanish ['væniʃ] *vi.* 突然不见，消失；不复存在，绝迹

blame [bleim] *vt.* 指责，责怪；(on, onto)把……归咎于

executive [ig'zekjutiv] *a.* 执行的，行政的；*n.* 主

管，高级行政人员；行政部门

clerk [kla:k, klə:k] *n.* 店员，办事员，职员

shift [ʃift] *v./n.* 转移，移动；更换，改变

pursue [pə'sju:] *vt.* 追赶，追逐；追求，寻求；继续，从事

boom [bu:m] *vi./n.* 激增, 繁荣, 迅速发展
 complex ['kɒmpleks] *a.* 复杂的, 难懂的; 由许多部分组成的, 复合的
 diploma [di'pləʊmə] *n.* 毕业文凭, 学位证书; 执照
 occupation [ɒkju'peɪʃən] *n.* 工作, 职业; 消遣; 占领
 available [ə'veɪləbl] *a.* 可利用的, 在手边的; 可取得联系的, 可得到的

enroll [in'rəʊl] *v.* 招收, (使)入伍(入学、入会等); 登记, 注册
 credibility [kredə'bɪlɪti] *n.* 可靠性, 可信性
 mention ['menʃən] *vt./n.* 提及, 提起
 benefit from 受益于
 console [kən'səʊl] *vt.* 安慰, 抚慰
 prejudiced ['predʒədɪst] *a.* 怀有偏见的, 有成见的

难句解析

1. Of course, if you've been a tollbooth collector for the past 30 years, and you find yourself replaced by an E-ZPass machine, it may be of little consolation(安慰) to know that the telecomm field is booming.

【结构分析】本句是一个主从复合句, 句首是if引导的条件状语从句, 该条件状语从句由两个并列分句组成: you've...years和you find...machine。主句为it be *adj.* to do句型, it为形式主语, to know...booming为真正的主语, of little consolation相当于一个形容词。

2. But, since most people have the skills to fill those positions, the wages stay painfully low, meaning computation could drive an even deeper wedge(楔子) between the rich and poor.

【结构分析】本句是一个主从复合句, 句首是since引导的原因状语从句, 主句为the wages stay painfully low, 现在分词短语meaning...poor对前面整句话的内容进行补充说明。

3. The good news is that the very technology that's reducing so many jobs is also making it easier to go back to school—without having to sit in a classroom.

【结构分析】本句的主干是The good news is that..., that引导一个表语从句。该从句的主干为the very technology is making it easier to go back to school, 定语从句that's reducing so many jobs修饰technology。破折号后面的内容对破折号前面的内容进行补充说明。

全文翻译

办公室工作是受计算机自动化冲击最严重的职业之一。在未来的几年中, 文字处理员和打字员将失去大约93 000个工作岗位, 同时57 000个秘书职位也将消失。这都归咎于计算机: 现在, 许多主管自己用电脑制作备忘录并携带“掌上秘书”。存货管理员的日子也不好过, 此类职位预计会减少68 000个。而制造业的雇员和批发商也正在被计算机自动化系统所取代。

但是, 并不是所有失业的人都会就此下岗。许多人将会转向所在公司内部更有发展的职位。当新技术冲击电信行业时, 电话接线员Judy Dougherty接受了再培训。现在她是一名年薪约64 000美元的通信技术员。当然, 如果你过去30年一直在公路收费亭当收费员, 却发现自己被电子收费机取代了, 那么知道电信业的欣欣向荣可能就不会带来什么慰藉。

情况就是这样: 服务业经济正在衰退, 而需要专业知识的经济则受到欢迎。为了在新的职场中取胜, 你必须有能力处理复杂的问题。事实上, 50个薪酬最高的职业中除了空中交通管理员外, 其他的职位都至少要求学士学位。

对于那些只有高中文凭的人来说, 要想找到一份薪水高的工作将愈加困难。由于工厂和办公室的职位越来越少, 剩下的是计算机自动化应付不了的工作: 计算机不能打扫办公室, 也不能照顾阿尔茨海默病患者。但是, 由于大多数人都能胜任这样的职位, 工资就会非常低, 这就意味着计算机自动化会进一步加大贫富差距。现在的最佳忠告是: 永远不要停止学习, 要跟上新技术的发展。

当然, 对繁忙的成年人来说, 这可能会有些困难。好消息是, 恰恰是这种正在减少众多职位的

技术，也正在使重返学堂变得更加容易——无须坐在教室里就可以学习。所谓的“网络远程教育”现在很热门，目前已吸引超过300万的学生报名参加，并且正在赢得雇主们的信赖。

你是否正面临着被计算机夺去工作的危险？读一下联邦劳动统计局的《职业展望手册》，这本手册可以在bls.gov在线阅读。

Text 8

Convenience food helps companies by creating growth; but what is its effect on people? For people who think cooking was the foundation of civilization, the microwave is the last enemy. The communion(共享) of eating together is easily broken by a device that liberates household citizens from waiting for mealtimes. The first great revolution in the history of food is in danger of being undone. The companionship of the campfire, cooking pot and common table, which have helped to bond humans in collaborative living for at least 150,000 years, could be destroyed.

Meals have certainly suffered from the rise of convenience food. The only meals regularly taken together in Britain these days are at the weekend, among rich families struggling to retain something of the old symbol of togetherness. Indeed, the day's first meal has all but disappeared. In the 20th century the leisure British breakfast was undermined by the cornflake; in the 21st breakfast is vanishing altogether, a victim of the quick cup of coffee in Starbucks and the cereal bar.

Convenience food has also made people forget how to cook. One of the apparent paradoxes of modern food is that, while the amount of time spent cooking meals has fallen from 60 minutes a day in 1980 to 13 minutes a day in 2002, the number of books and television programmes on cooking has multiplied. But perhaps this isn't a paradox. Maybe it is because people can't cook any more, so they need to be told how to do it. Or maybe it is because people buy books about hobbies—golf, yachting—not about chores. Cooking has ceased to be a chore and has become a hobby.

Although everybody lives in the kitchen, its facilities are increasingly for display rather than for use. Mr. Silverstein's new book, "Trading Up", looks at mid-range consumer's willingness to splash out. He says that industrial-style Viking cooktops, with nearly twice the heat output of other ranges, have helped to push the "kitchen as theater" trend in home goods. They cost from \$1000 to \$9000. Some 75% of them are never used.

Convenience also has an impact on the healthiness, or otherwise, of food. Of course, there is nothing bad about ready-to-eat food itself. You don't get much healthier than an apple, and all supermarkets sell a better-for-you range of ready-meals. But there is a limit to the number of apples people want to eat; and these days it is easier for people to eat the kind of food that makes them fat.

The three Harvard economists in their paper *Why Have Americans Become More Obese*, point out that, in the past, if people wanted to eat fatty hot food, they had to cook it. That took time and energy—a good chip needs frying twice, once to cook the potato and once to get it crispy(脆)—which discouraged consumption of that sort of food. Mass preparation of food took away that constraint. Nobody has to cut and double-cook their own fries these days. Who has the time?

1. What might the previous paragraphs deal with?
 - [A] The relationship between meals and convenience food.
 - [B] The importance of convenience food in people's life.
 - [C] The rise of convenience food.

- [D] The history of food industry.
2. What is the paradox in the third paragraph?
- [A] People don't know how to cook.
[B] The facilities in the kitchen are not totally used.
[C] People are becoming more obese, thus unhealthy.
[D] Convenience food actually does not save people time.
3. What does the passage mainly discuss?
- [A] The bad effects of convenience food.
[B] Mr. Silverstein's new book.
[C] People's new hobby.
[D] Disappearance of the old symbol of togetherness.
4. Why have Americans become more obese?
- [A] Because of eating chips. [B] Because of being busy.
[C] Because of being lazy. [D] Both B and C.
5. Which of the following might the author most likely agree with?
- [A] There is nothing bad about convenience food.
[B] Convenience food makes people lazy.
[C] Convenience food helps companies grow.
[D] Convenience food is a revolution in cooking.

文章结构分析

本文主要讨论了方便食品对人们的不良影响。

第一段：以疑问句开篇引出主题——方便食品对人们的影响，并从人类文明以及食品发展史的宏观角度总述了方便食品可能造成的负面影响。

第二段：以英国家庭共同进餐次数的减少和英式早餐的消失为例，论述了方便食品对人们正常饮食结构的破坏。

第三段：通过分析和解释现代饮食中的悖论来表明方便食品造成了人们烹饪能力的下降。

第四段：描述了方便食品导致厨房器具闲置的现象，并引用Silverstein的观点加以证明。

第五、六段：分析了方便食品对人们身体健康的有害影响。

试题解析

1. 本文之前的段落可能涉及什么内容?
- [A] 三餐与方便食品的关系。 [B] 方便食品在人们生活中的重要性。
[C] 方便食品的崛起。 [D] 食品行业的历史。

【答案】C，推理题。本题是篇章推理题。问文章上文的主要内容时，答案一般从文章第一句中找；问文章下文的主要内容时，答案一般从文章最后一句中找。本题答案应该从第一句中找。第一句由两个并列分句组成，but之后通过一个疑问句来引出本文主旨，but之前的内容和上文有关，故答案从第一句前半句中找。[C]项中的rise和文中的growth相对应，convenience food为文中的原词，故为正确答案。

[A]项中的meals在第一句前半句中未提到。[B]项中的people's life在第一句前半句未提到，并且importance和本文内容相矛盾。[D]项中的food industry在第一句前半句未提到。

2. 第三段中的悖论指的是什么?

- [A] 人们不知道如何烹饪。
 [B] 厨房器具未得到充分利用。
 [C] 人们变得越来越胖，导致身体不健康。
 [D] 方便食品实际上并没有节省人们的时间。

【答案】D，细节题。根据题干信号词paradox定位到第三段第二句。该句指出，现代食品的paradoxes之一是，虽然花在烹饪上的时间减少了，但是有关烹饪的图书和电视节目多了。也就是说，方便食品实际上并没有节省人们的时间，故[D]项为正确答案。

[A]项对应第三段第一句，与paradox无关。[B]项和[D]项分别是第四段和第六段中提到的内容，与本题无关。

3. 文章主要讨论的是什么？

- [A] 方便食品的不良影响。 [B] Silverstein先生的新书。
 [C] 人们新的爱好。 [D] 代表团聚的古老象征的消失。

【答案】A，主旨题。本文首句but之后以疑问句开篇引出主题——方便食品对人们的影响，然后从各个方面就方便食品对人们产生的不良影响进行分析和论述。convenience food贯穿全文，为文章主旨词，四个选项中只有[A]项包含这一主旨词，故为正确答案。

[B]、[C]和[D]项分别是文章在第四、第三和第二段提到的具体细节，不能概括文章主旨。

4. 为什么美国人越来越胖？

- [A] 因为吃薯片。 [B] 因为繁忙。 [C] 因为懒惰。 [D] 因为繁忙和懒惰。

【答案】D，细节题。根据题干信号词obese定位到第六段。该段引用哈佛大学经济学家的观点指出了美国人变胖的原因：烹饪高脂肪高热量食物既费时间又费精力，食品的大规模烹饪消除了这种限制，如今没有人需要自行烹饪，谁还有这个时间呢。lazy对应倒数第二句，busy对应倒数第一句。故[D]项为正确答案。[A]项只是一个例子，过于片面。

5. 作者最有可能赞同下列哪种观点？

- [A] 方便食品没有任何害处。 [B] 方便食品使人懒惰。
 [C] 方便食品有助于企业成长。 [D] 方便食品是一场烹饪革命。

【答案】B，判断题。第六段指出美国人变胖的原因是忙和懒。根据倒数第二句：Nobody has to cut and double-cook their own fries these days(如今没有人必须自己去切以及两次烹炸薯条了)，可知方便食品使人变懒了，故[B]项为正确答案。

[A]项过于绝对，且和文章主旨相矛盾。[C]项对应文章第一句前半句，是上文的内容，和本文主旨无关。[D]项中的revolution指的是The companionship of the campfire, cooking pot and common table，而不是convenience food。

词汇注释

convenience [kən'vi:njəns] *n.* 方便，便利；便利设施，方便的用具
 foundation [faʊn'deɪʃən] *n.* 建立，创办；基础，根据，基本原理
 civilization [sɪvɪlaɪ'zeɪʃən] *n.* 文明，文明国家(社会)
 liberate ['lɪbəreɪt] *vt.* 解放，释放
 household ['haʊshəʊld] *n.* 家庭，户；*a.* 家庭的，家用的
 revolution [revə'lʊ:ʃən] *n.* 革命，大变革；旋转

undo [ˌʌn'du:] *vt.* 解开，松开；取消，撤销
 companionship [kəm'pænjənʃɪp] *n.* 友谊；陪伴
 bond [bɒnd] *n.* 纽带，联结物；联结，联系；
v. (使)黏合，(使)结合
 collaborate [kə'læbəreɪt] *vi.* 合作，协作；勾结
 suffer from 遭受……
 struggle ['strʌɡl] *vi./n.* 斗争，搏斗；奋斗，努力，挣扎
 retain [ri'teɪn] *vt.* 保留，保持；挡住，拦住
 leisure ['leɪʒə] *n.* 空闲时间，闲暇；悠闲，安逸

undermine [ˌʌndə'maɪn] vt. 暗中破坏, 逐渐削弱; 侵蚀……的基础
 cornflake ['kɔ:nfleɪk] n. 玉米片
 vanish ['væniʃ] vi. 突然不见, 消失; 不复存在, 绝迹
 victim ['vɪktɪm] n. 牺牲者, 受害者
 cereal ['siəriəl] n. 谷类植物, 谷物; 谷类食物
 paradox ['pærədɒks] n. 似乎矛盾而(可能)正确的说法, 自相矛盾的人(或物)

multiply ['mʌltɪplaɪ] v. 乘, (使)相乘; (使)增加; (使)繁殖
 hobby ['hɒbi] n. 业余爱好
 splash [splæʃ] v. 溅, 泼; 溅湿, 溅污
 have an impact on/upon 对……有影响, 对……起作用
 obese [ə'bi:s] a. 肥胖的
 constraint [kən'streɪnt] n. 限制, 约束

难句解析

1. The companionship of the campfire, cooking pot and common table, which have helped to bond humans in collaborative living for at least 150,000 years, could be destroyed.

【结构分析】本句的主干是The companionship could be destroyed, 介词短语of...table作后置定语修饰companionship, 双逗号之间是which引导的非限制性定语从句, 对campfire, cooking pot and common table进行补充说明。

2. One of the apparent paradoxes of modern food is that, while the amount of time spent cooking meals has fallen from 60 minutes a day in 1980 to 13 minutes a day in 2002, the number of books and television programmes on cooking has multiplied.

【结构分析】本句的主干是One of the apparent paradoxes is that..., that后面跟一个宾语从句。该宾语从句是一个主从复合句, 前面是while引导的让步状语从句, 该从句的主干是the amount of time has fallen from...in...to...in..., 过去分词短语spent cooking meals对time进行修饰, 后面主句中的介词短语on cooking对books and television programmes进行修饰。

3. The three Harvard economists in their paper *Why Have Americans Become More Obese*, point out that, in the past, if people wanted to eat fatty hot food, they had to cook it.

【结构分析】本句的主干是The three Harvard economists point out that..., 介词短语in their...obese作状语, that后面跟一个宾语从句。该宾语从句是一个主从复合句, 前面是if引导的条件状语从句。

全文翻译

方便食品通过自身增长促进了企业的发展, 但是它对人们有什么影响呢? 对于那些将烹饪看作是文明基础的人来说, 微波炉就是最新的敌人。人们一起进餐的方式很容易遭到一种设备的破坏, 因为该设备使一家人避免了就餐前的等待过程。食品发展史上第一次伟大革命正处于瓦解的危险之中。篝火、烹饪锅和普通的餐桌促使人们在一起形成协作的生活方式已有至少15万年的历史, 而这种密切的关系可能会遭到破坏。

三餐无疑已经受到了方便食品流行的威胁。如今在英国, 有规律的共同进餐只出现在周末的富人家庭中, 这些家庭在努力保留某种代表团聚的古老象征。事实上, 早餐几乎已经消失了。20世纪悠闲的英式早餐受到了玉米片的侵蚀; 21世纪的早餐成为星巴克咖啡和谷物条的牺牲品, 正整体在消失。

方便食品也让人们忘了如何烹饪。现代饮食中一个明显的矛盾现象就是, 虽然花在烹饪上的时间从1980年的每天60分钟下降到了2002年的每天13分钟, 但是关于烹饪的图书和电视节目已经翻倍了。然而, 这或许并不矛盾。可能是因为人们不再会做饭, 所以需要教会他们如何烹饪。又或许是因为人们所购买的图书是和业余爱好(如高尔夫和帆船)而不是家务杂事有关的。烹饪已经不再是一

种家务劳动，而变成了一种业余爱好。

虽然每个人的生活都离不开厨房，但是厨房器具却日益成为一种摆设。Silverstein先生的新书《奢华正流行》研究了中端消费者大肆挥霍的心态。他说，工业式的维京烹饪锅炉具有将近两倍于其他产品的发热量，已经促使居家商品朝着“剧院式厨房”的潮流发展。它们的售价从1000美元到9000美元不等。它们中大约有75%从来没使用过。

方便食品对健康也有影响，或者说影响了食品带给人们的健康。当然，即食食品本身并无害处。没有什么比苹果更能让你身体健康，并且所有超市都在出售一系列更有益于身体健康的即食快餐。但是人们想吃的苹果的数量是有限的；而如今对人们来说，食用那种导致肥胖的现成食品更方便。

哈佛大学的三位经济学家在他们的论文《为什么美国人变得越来越肥胖？》中指出，过去，如果人们想要吃高脂肪高热量的食物，只能自己烹饪。那既花时间又耗精力——口感好的薯片需要烹炸两次，一次将土豆煮熟，一次将它炸脆——从而减少了这种食物的消耗量。食品的大规模烹饪消除了这种限制。如今没有人必须自己去切以及两次烹炸薯条了。谁还有那个时间呢？

Text 9

Tens of thousands of 18-year-olds will graduate this year and be handed meaningless diplomas. These diplomas won't look any different from those awarded their luckier classmates. Their validity will be questioned only when their employers discover that these graduates are semiliterate(半文盲).

Eventually a fortunate few will find their way into educational-repair shops—adult-literacy programs, such as the one where I teach basic grammar and writing. There, high-school graduates and high-school dropouts pursuing graduate-equivalency certificates will learn the skills they should have learned in school. They will also discover they have been cheated by our educational system.

I will never forget a teacher who got the attention of one of my children by revealing the trump card of failure. Our youngest, a world-class charmer, did little to develop his intellectual talents but always got by. Until Mrs. Stifter.

Our son was a high-school senior when he had her for English. “He sits in the back of the room talking to his friends,” she told me. “Why don't you move him to the front row?” I urged, believing the embarrassment would get him to settle down. Mrs. Stifter said, “I don't move seniors. I flunk(使……不及格) them.” Our son's academic life flashed before my eyes. No teacher had ever threatened him. By the time I got home I was feeling pretty good about this. It was a radical approach for these times, but, well, why not? “She's going to flunk you.” I told my son. I did not discuss it any further. Suddenly English became a priority in his life. He finished out the semester with an A.

I know one example doesn't make a case, but at night I see a parade of students who are angry for having been passed along until they could no longer even pretend to keep up. Of average intelligence or better, they eventually quit school, concluding they were too dumb to finish. “I should have been held back,” is a comment I hear frequently. Even sadder are those students who are high-school graduates who say to me after a few weeks of class, “I don't know how I ever got a high-school diploma.”

Passing students who have not mastered the work cheats them and the employers who expect graduates to have basic skills. We excuse this dishonest behavior by saying kids can't learn if they come from terrible environments. No one seems to stop to think that most kids don't put school first on their list unless they perceive something is at risk. They'd rather be sailing.

Many students I see at night have decided to make education a priority. They are motivated by the