

# 《2013-同等学力申请硕士学位英语俊

## 图书基本信息

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## 章节摘录

版权页： Part Oral Communication (15 minutes, 10 points) Section A Directions: In this section there are two incomplete dialogues and each dialogue has three blanks and three choices A, B and C, taken from the dialogue. Fill in each of the blanks with one of the choices to complete the dialogue and mark your answer on the Answer Sheet. Dialogue One A: ten per cent seems reasonable B: The term is too short for us to make a profit C: we'd naturally terminate our agreement A: I've been authorized to go ahead and discuss an agreement. B: Fine. what have you in mind? A: Well, we'd like to see how successful you are in developing sales before committing our-selves to a longer-term agreement. B: (1) We suggest a three-year contract. A: Yes, I see. What sort of commission were you thinking of? B: Ten per cent. We also like a fixed subsidy, at least in the early stages. This helps us make up for the high initial expenses of establishing a product. A: Well, (2) However, I'm not sure about the subsidy. B: A straight ten per cent cannot cover our expenses in the initial stages. A: We could perhaps have a sliding scale of commission without a subsidy for a period longer than three years. Say five years. B: As you say, compromise on the length of agreement, I think five years is reasonable. A: All right, but if the agreed sales targets are not reached, (3) B: That sounds reasonable. Our biggest single initial outlay will be on advertising. What assistance can you give us? A: Shall we split the costs fifty-fifty? B: Fair enough. A: I think we're agreed then. I'll draw up an agreement at once. B: Naturally. Just let us know when it's ready. A: I will.

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## 编辑推荐

《燕园教育:同等学力申请硕士学位英语考试新大纲新增题型过关必备(2013)》根据最新大纲编写了足量的新题型强化训练试题，有助于考生对考试大纲所要求掌握的新题型的消化和吸收，让考生能够掌握新题型的命题思路，熟练掌握考试特点和解题技巧，从容应对考试。

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