

# 四六级听力长对话 ——选项分析法

讲师：祁连山老师



## 四六级听力题型

	时 长	分 值	题 型	材 料	题 数	分 值
四级	25m	35%	四选一 无题干	3篇新闻	7	每题一分
				2篇对话	8	每题一分
				3篇短文	10	每题两分
六级	30m	35%	四选一 无题干	2篇对话	8	每题一分
				2篇短文	7	每题一分
				3篇讲座	10	每题两分

## 对话分析

篇幅	2篇
题目	每篇4题，共8题
口音	一男一女，一人英音，一人美音
素材	五花八门，无背景介绍，内容不是很生活化

### 例一：2020年12月 六级

- 1.A)Her house has not been repaired in time.  
B) She has failed to reach the manager again.  
C) Her claim has been completely disregarded.  
D) She has not received any letter from the man.

- 2.A)The ground floor of their cottage was flooded.  
B) Their caravan was washed away by the flood.  
C) Their entire house was destroyed by the flood.  
D)The roof of their cottage collapsed in the flood.

- 3.A)The woman's misreading of the insurance company's letter.  
B) The woman's ignorance of the insurance company's policy.  
C)The woman's inaccurate description of the whole incident.  
D) The woman's failure to pay her house insurance in time.

4. A) File a lawsuit against the insurance company.  
B)Talk to the manager of Safe House Insurance.  
C)Consult her lawyer about the insurance policy.  
D)Revise the terms and conditions of the contract.

## 例一：2020年12月 六级

- 1.A) Her **house** has **not been repaired** in time.  
B) She has **failed to reach the manager** again.  
C) Her **claim** has been **completely disregarded**.  
D) She has **not received any letter** from the man.

- 2.A) The **ground floor** of their cottage was **flooded**.  
B) Their **caravan** was **washed away** by the flood.  
C) Their **entire house** was **destroyed** by the flood.  
D) The **roof** of their cottage **collapsed** in the flood.

- 3.A) The woman's **misreading** of the insurance company's **letter**.  
B) The woman's **ignorance** of the insurance company's **policy**.  
C) The woman's **inaccurate description** of the **whole incident**.  
D) The woman's **failure** to **pay her house insurance** in time.

4. A) File a **lawsuit** against the **insurance company**.  
B) **Talk to the manager** of Safe House Insurance.  
C) **Consult her lawyer** about the insurance policy.  
D) **Revise the terms and conditions** of the contract.

## 对话脉络 (WWHS)

什么事what——为什么why——怎么处理how——最终结果solution

## 例一：2020年12月 六级

- 1.A)Her house has not been repaired in time.  
B) She has failed to reach the manager again.  
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B) The woman's ignorance of the insurance company's policy.  
C)The woman's inaccurate description of the whole incident.  
**D) The woman's failure to pay her house insurance in time.**

4. **A) File a lawsuit against the insurance company.**  
B)Talk to the manager of Safe House Insurance.  
C)Consult her lawyer about the insurance policy.  
D)Revise the terms and conditions of the contract.

## 应对策略正解

### 对应原则

a. 所答对所问（人与事实态度的对应，提问与答题对应信息的对应）

b. 选项与原文原词或替换词最对应

派生词替换，communicate — communication

近义词替换，communicate with—talk to

反向替换，refused to do —had not done (注意否定词尾吞音)

## 错误选项三种情况

原文：春天鸟语花香，夏天骄阳似火，秋天枫叶红了，冬天大雪纷飞。

01

没提选项：春天蝴蝶可多了（切勿脑补）

02

矛盾选项：春天花不香

03

混搭选项：春天大雪纷飞

## 例一：2020 年 12 月 六级

1. What is the woman complaining about? (what)

A) Her house has not been repaired in time. (没提)

B) She has failed to reach the manager again. (没提)

C) Her claim has been completely disregarded. (原话)

D) She has not received any letter from the man. (矛盾)

2. What is the problem the woman's family encountered? (why)

A) The ground floor of their cottage was flooded. (原话)

B) Their caravan was washed away by the flood. (矛盾)

C) Their entire house was destroyed by the flood. (没提)

D) The roof of their cottage collapsed in the flood. (没提)

### 例一：2020年12月 六级

3. What has caused the so-called ‘bizarre technical detail’ according to the man? (how)

- A) The woman's misreading of the insurance company's letter. (没提)
- B) The woman's ignorance of the insurance company's policy. (没提)
- C) The woman's inaccurate description of the whole incident. (没提)
- D) The woman's failure to pay her house insurance in time. (原话&替换)**

4. What did the woman say she would do at the end of the conversation? (solution)

- A) File a lawsuit against the insurance company. (原话)**
- B) Talk to the manager of Safe House Insurance. (原话)
- C) Consult her lawyer about the insurance policy. (混搭&矛盾)
- D) Revise the terms and conditions of the contract. (混搭)

### 例一：2020年12月 四级

- 8. A) It boasts a fairly long history.
- B) It has over 50 business partners.
- C) It has 75 offices around the world.
- D) It produces construction materials.

- 10. A) Outdated product design.
- B) Loss of competitive edge.
- C) Shortage of raw material supply.
- D) Legal disputes in many countries.

- 9. A) It was started by his father.
- B) It has about 50 employees.
- C) It is over 100 years old.
- D) It is a family business.

- 11. A) Introducing innovative marketing strategies.
- B) Seeking new ways to increase its exports.
- C) Providing training for its staff members.
- D) Conducting a financial analysis for it.

## 例一：2020年12月 四级

8. A) It **boasts** a fairly long history.  
B) It has over **50** business partners.  
C) It has **75 offices** around the **world**.  
D) It produces **construction materials**.

9. A) It was **started** by his **father**.  
B) It has about **50** employees.  
C) It is over **100** years **old**.  
D) It is a **family business**.

10. A) **Outdated** product design.  
B) **Loss** of competitive edge.  
C) **Shortage** of raw material supply.  
D) **Legal disputes** in many countries.

11. A) Introducing **innovative** marketing strategies.  
B) Seeking **new ways** to increase its exports.  
C) Providing **training** for its **staff members**.  
D) Conducting a **financial analysis** for it.

## 对话脉络 (WWHS)

什么事what——为什么why——怎么处理how——最终结果solution

## 例一：2020年12月 四级

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B) Seeking new ways to increase its exports.  
C) Providing training for its staff members.  
D) Conducting a financial analysis for it.

## 例一：2020年12月 四级

8. What do we learn about the woman's company?

- A) It boasts a fairly long history. (替换)  
B) It has over 50 business partners. (混搭)  
C) It has 75 offices around the world. (混搭)  
D) It produces construction materials. (没提)

9. What does the man say about his own company?

- A) It was started by his father. (混搭)  
B) It has about 50 employees. (混搭)  
C) It is over 100 years old. (混搭)  
D) It is a family business. (原话)

### 例一：2020年12月 四级

10. What is the main problem with the man's company?
- A) Outdated product design. (混搭)
  - B) Loss of competitive edge. (原话&替换)**
  - C) Shortage of raw material supply. (没提)
  - D) Legal disputes in many countries. (没提)
11. What does the woman suggest doing to help the man's company?
- A) Introducing innovative marketing strategies. (没提)
  - B) Seeking new ways to increase its exports. (没提)
  - C) Providing training for its staff members. (没提)
  - D) Conducting a financial analysis for it. (原话)**

### 例一：2020年12月 四级

W: Mr. Smith, It's a pleasure meeting you!

M: Nice to meet you, too. What can I do for you?

W: Well, I'm here to show you what our **xx** can do for you. Astro Consultants has **xx xx xx xx xx**, offering different business services. 【Q8】 We're a **xx** company with 75 years of history. And our **xx** include some of the world's largest companies .

M: Thank you, Mrs. Houston. I know Astro Consultants is a famous company. But you said you would show me what you could do for me. Well. What exactly can your firm do for my company?

W: We **xx xx xx xx xx**, from **xx xx** to **xx xx**. Anything a business like yours could **xx**. Our firm offers **xx xx**. Could I ask you, Mr. Smith, to tell me a little about your company and the **xx** you face? That way, I could better **xx xx xx** how we can help you.

## 例一：2020年12月 四级

M: OK, sure. 【Q9】 This is a family business started by my grandfather in 1950. We employ just over 100 people. We manufacture an **xx xx xx xx xx xx xx**. Our clients usually want a special kind of stone **xx xx xx xx xx**. And that's what we do in our factory. Our main challenge is that our **xx xx xx xx**. 【Q10】 And we're losing **xx xx xx xx xx** in India.

W: I see. That's very interesting. 【Q11】 I will suggest that you let us first conduct a financial analysis of your company, together with **an xx xx xx xx** in India. That way, we could offer the best advice on **xx xx xx** for you.

## 例一：2020年12月 四级

W: Mr. Smith, It's a pleasure meeting you!

M: Nice to meet you, too. What can I do for you?

W: Well, I'm here to show you what our **firm** can do for you. Astro Consultants has **branches in over fifty countries**, offering different business services. 【Q8】 We're a **global** company with 75 years of history. And our **clients** include some of the world's largest companies.

M: Thank you, Mrs. Houston. I know Astro Consultants is a famous company. But you said you would show me what you could do for me. Well. What exactly can your firm do for my company?

W: We **advise businesses on all matters**, from **market analysis** to **legal issues**. Anything a business like yours could **meet**. Our firm offers **expert advice**. Could I ask you, Mr. Smith, to tell me a little about your company and the **challenges** you face? That way, I could better **respond as to** how we can help you.

## 例一：2020年12月 四级

M: OK, sure. 【Q9】 This is a family business started by my grandfather in 1950. We employ just over 100 people. We manufacture an **export stone for buildings and other constructions**. Our clients usually want a special kind of stone **cut in a special design**. And that's what we do in our factory. Our main challenge is that our **national currency is rising**.

【Q10】 And we're losing **competitive advantages to stone produces** in India.

W: I see. That's very interesting. 【Q11】 I will suggest that you let us first conduct a financial analysis of your company, together with **the analysis of your competitors** in India. That way, we could offer the best advice on **different ways forward** for you.

## 例一：2020年12月 六级

Paul: Good morning, Safehouse Insurance. My name is Paul. How can I help you today?

May: Morning. I wouldn't say that it's good from **xx xx xx xx**. This is Miss Wilson and this is the third time I've called this week since **xx xx xx xx xx xx xx**. [1] I'm getting a little **xx xx** with my calls about my **xx xx xx xx**.

Paul: Miss Wilson, thank you for calling back. Can I take some details to help me look at your claim?

May: It's Miss May Wilson of **xx xx xx xx** in Cornwall. [2] And the details are that **xx xx xx xx xx** 2 months ago. The entire ground floor of our cottage was **xx** in water and **xx xx xx xx xx xx xx xx xx** ever since. You people are still **xx xx xx xx xx xx** to over a **xx xx xx**. And it's not acceptable, Paul!

## 例一：2020年12月 六级

Paul: Miss Wilson, [3]according to the **xx xx xx xx**, the bizarre technical detail that you mentioned **xx xx** the fact that you hadn't paid house insurance the month before the incident.

May: That money **xx xx xx**, and now that you should be paying now, you're suddenly saying that you didn't **xx xx xx xx**. I'm really **xx** about this claim.

Paul: The contract does say that any **xx xx xx xx xx xx xx** the terms and conditions of the insurance contract and may affect claims. Of course, I can **xx xx xx** to my manager to talk to you more about this.

May: I've already spoken to him and you can tell him [4]I'm **xx** now and that your company has a lawsuit **xx xx xx**. You will be hearing from my lawyer. Goodbye.

## 例一：2020年12月 六级

Paul: Good morning, Safehouse Insurance. My name is Paul. How can I help you today?

May: Morning. I wouldn't say that it's good from **where I'm standing**. This is Miss Wilson and this is the third time I've called this week since **receiving your letter about our insurance claim**. [1]I'm getting a little **fed up** with my calls about my **claim being completely disregarded**.

Paul: Miss Wilson, thank you for calling back. Can I take some details to help me look at your claim?

May: It's Miss May Wilson of **15 South Sea Road** in Cornwall. [2]And the details are that **our village was extensively flooded** 2 months ago. The entire ground floor of our cottage was **submerged** in water and **five of us have been living in a caravan** ever since. You people are still **withholding the money we are entitled to** to over a **bizarre technical detail**. And it's not acceptable, Paul!

## 例一：2020 年 12 月 六级

**Paul:** Miss Wilson, [3]according to the **notes on your account**, the bizarre technical detail that you mentioned **refers to** the fact that you hadn't paid house insurance the month before the incident.

**May:** That money **left our account**, and now that you should be paying now, you're suddenly saying that you didn't **receive it on time**. I'm really **skeptical** about this claim.

**Paul:** The contract does say that any **missed payment in a year will affect** the terms and conditions of the insurance contract and may affect claims. Of course, I can **pass you on** to my manager to talk to you more about this.

**May:** I've already spoken to him and you can tell him [4]I'm **furious** now and that your company has a lawsuit **on its hands**. You will be hearing from my lawyer. Goodbye.

## 例二：2020 年 12 月 六级

1.A)A driving test.

B) A video game.

C)Traffic routes.

D) Cargo logistics.

3.A)Traveling all over the country.

B) Driving from one city to another.

C) The details in the driving simulator.

D) The key role of the logistics industry.

2.A) He found it instructive and realistic.

B) He bought it when touring Europe.

C) He was really drawn to its other versions.

D) He introduced it to his brother last year.

4. A) Clearer road signs.

B)More people driving safely.

C) Stricter traffic rules.

D) More self-driving trucks on the road.

## 例二：2020年12月 六级

1.A) A **driving test**.

B) A **video game**.

C) **Traffic routes**.

D) **Cargo logistics**.

3.A) **Traveling** all over the **country**.

B) **Driving** from **one city to another**.

C) The **details** in the **driving simulator**.

D) The **key role** of the **logistics industry**.

2.A) He **found** it **instructive and realistic**.

B) He **bought** it when **touring Europe**.

C) He was **really drawn** to its **other versions**.

D) He **introduced** it to his brother last year.

4. A) **Clearer road signs**.

B) **More people driving safely**.

C) **Stricter traffic rules**.

D) **More self-driving trucks** on the road.

## 对话脉络

是什么——你怎么看——我怎么看——将来前景

## 例二：2020年12月 六级

1.A)A driving test.

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C) Stricter traffic rules.

D) More self-driving trucks on the road.

## 例二：2020年12月 六级

1. what are the speakers mainly talking about?

A)A driving test. (没提)

B) A video game. (原文)

C)Traffic routes. (没提)

D) Cargo logistics. (没提)

2. what does the man say about the driving simulator ?

A) He found it instructive and realistic. (原文)

B) He bought it when touring Europe. (没提)

C) He was really drawn to its other versions. (混搭)

D) He introduced it to his brother last year. (没提)

## 例二：2020年12月 六级

3. what does the woman say she really appreciates?
  - A)Traveling all over the country. (没提)
  - B) Driving from one city to another. (but后面是答案)
  - C) The details in the driving simulator. (原文&替换)**
  - D) The key role of the logistics industry. (混搭)
4. what outcome did this woman expect from the driving simulator?
  - A) Clearer road signs.
  - B) More people driving safely. (but后面是答案&替换)**
  - C) Stricter traffic rules.
  - D) More self-driving trucks on the road.

## 例二：2020年12月 六级

W: This is unbelievable. 【Q1】Unlike any video game **xx xx xx** before, it's so boring, yet so relaxing at the same time. How did you hear about this driving simulator?

M: My brother **xx xx xx xx xx xx**. 【Q2】I was surprised to find how educational and realistic it was. It's called Euro Truck Simulator, but they have **xx xx xx xx** for America and so on. I was really **xx** to the scenery. The routes go through parts of the country you don't **xx xx xx xx xx**.

W: Yeah I can see that. It seems so simple, just **xx xx** from point A to point B, driving from one city to another. 【Q3】But I really appreciate all the details that go into the game. It's even given me a new appreciation for **xx xx xx xx xx xx xx xx**.

M: I completely agree. My brother also introduced me to some videos of someone that **xx xx xx xx**. It was fascinating to watch, really. This guy drove very carefully, **xx xx xx xx xx xx xx xx**—such a contrast to most violent games.

## 例二：2020年12月 六级

W: Honestly, playing has inspired me to look into the industry more. I've read articles about how self-driving trucks may soon be **xx** and could greatly **xx xx xx**. Considering all that **xx xx xx xx xx xx**, it's amazing that we could soon have that kind of technology.

M: I've got one step further. I registered to take a safe driving course to improve my real-life driving skills. In a way I feel like I **xx xx xx xx** compared to other students in the class. Playing this video game has given me some **xx xx** already.

W: I am not sure how accurate the video game is compared to real-life situations. 【Q4】 But if it **xx xx xx xx xx xx** before **xx xx xx**, I'd say that's a positive outcome.

## 例二：2020年12月 六级

W: This is unbelievable. 【Q1】 Unlike any video game **I've ever played** before, it's so boring, yet so relaxing at the same time. How did you hear about this driving simulator?

M: My brother **introduced it to me last year**. 【Q2】 I was surprised to find how educational and realistic it was. It's called Euro Truck Simulator, but they have **other versions as well** for America and so on. I was really **drawn** to the scenery. The routes go through parts of the country you don't **normally see as a tourist**.

W: Yeah I can see that. It seems so simple, just **transporting cargo** from point A to point B, driving from one city to another. 【Q3】 But I really appreciate all the details that go into the game. It's even given me a new appreciation for **the logistics industry and traffic on the road**.

M: I completely agree. My brother also introduced me to some videos of someone that **streams their game online**. It was fascinating to watch, really. This guy drove very carefully, **obeyed all the road signs and traffic rules**—such a contrast to most violent games.

## 例二：2020年12月 六级

W: Honestly, playing has inspired me to look into the industry more. I've read articles about how self-driving trucks may soon be **available** and could greatly **impact cargo logistics**. Considering all that **goes into driving these larger vehicles**, it's amazing that we could soon have that kind of technology.

M: I've got one step further. I registered to take a safe driving course to improve my real-life driving skills. In a way I feel like I **have a head start** compared to other students in the class. Playing this video game has given me some **maneuvering practices** already.

W: I am not sure how accurate the video game is compared to real-life situations. **【Q4】** But if it **results in more drivers looking both ways** before **entering an intersection**, I'd say that's a positive outcome.

## 例二：2020年12月 四级

8. A) To order a solar panel installation.  
B) To report a serious leak in his roof.  
C) To enquire about solar panel installations.  
D) To complain about the faulty solar panels.

9. A) He plans to install solar panels.  
B) He owns a four-bedroom house.  
C) He saves \$ 300 a year.  
D) He has a large family.

10. A) The service of the solar panel company.  
B) The cost of a solar panel installation.  
C) The maintenance of the solar panels.  
D) The quality of the solar panels.

11. A) One year and a half.  
B) Less than four years.  
C) Roughly six years.  
D) About five years.

## 例二：2020年12月 四级

8. A) To **order** a solar panel installation.  
B) To **report** a serious leak in his roof.  
C) To **enquire** about solar panel installations.  
D) To **complain** about the **faulty** solar panels.

9. A) He plans to **install** solar panels.  
B) He **owns** a four-bedroom house.  
C) He **saves** \$ 300 a year.  
D) He **has** a large family.

10. A) The **service** of the solar panel company.  
B) The **cost** of a solar panel installation.  
C) The **maintenance** of the solar panels.  
D) The **quality** of the solar panels.

11. A) **One year and a half.**  
B) Less than four years.  
C) Roughly six years.  
D) About five years.

## 对话脉络 (WWHS)

什么事what——为什么why——怎么处理how——最终结果solution

## 例二：2020年12月 四级

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B) To report a serious leak in his roof.  
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D) To complain about the faulty solar panels.

9. A) He plans to install solar panels.  
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10. A) The service of the solar panel company.  
**B) The cost of a solar panel installation.**  
C)The maintenance of the solar panels.  
D) The quality of the solar panels.

11. A) One year and a half.  
B)Less than four years.  
C)Roughly six years.  
**D)About five years.**

## 例二：2020年12月 四级

8. What is the man's purpose for calling the woman?  
A) To order a solar panel installation. (混搭)  
B) To report a serious leak in his roof. (没提)  
**C) To enquire about solar panel installations. (原文)**  
D) To complain about the faulty solar panels. (混搭)

9. What do we learn about the man's neighbor from the conversation?  
A) He plans to install solar panels. (矛盾)  
B) He owns a four-bedroom house. (混搭)  
C) He saves \$ 300 a year. (混搭)  
**D)He has a large family. (but后面是答案&原文)**

## 例二：2020年12月 四级

10. What is one of the man's chief concerns?
- A) The service of the solar panel company. (没提)
- B) The cost of a solar panel installation. (原文)**
- C) The maintenance of the solar panels. (没提)
- D) The quality of the solar panels. (没提)
11. How long will it take a typical household to make back the initial investment?
- A) One year and a half. (没提)
- B) Less than four years. (没提)
- C) Roughly six years. (没提)
- D) About five years. (原文)**

## 例二：2020年12月 四级

W: Rays Solar. Lisa's speaking. How can I help?

M: Hi. My name is Winston. 【Q8】 I wish to **xx xx xx xx xx**.

W: Yes. What would you like to know?

M: Well, my neighbor **xx xx xx xx xx** about a year ago, in order to **xx** his hot water. He tells me it **xx xx xx xx xx xx xx**. Does that **xx xx xx** to you?

W: Well, I'm not familiar with your neighbor or his particular **xx**. But **xx xx** is definitely possible. I can tell you that the average four-bedroom house may typically have a roof **xx xx xx xx xx xx**. **xx xx xx xx xx xx xx** could save a family of four around \$300 a year.

M: OK. That sounds about right, then. My house is **xx xx xx xx xx**, but my neighbor's is bigger. I'm not sure how many panels **xx xx xx xx**, 【Q9】 but he does have a large family of six.

## 例二：2020年12月 四级

W: Are you interested **xx xx** some solar panels on your roof, sir?

M: Yes. I'm considering it.

W: If you wish to come into our office, we could show you the different solutions we offer.

M: OK. I might do that. 【Q10】 But **xx xx xx xx xx xx**, could you tell me approximately how much a typical installation costs, like, say, four panels?

W: **xx xx xx** depending on different factors, but **xx xx xx xx**, it's around \$2,000. 【Q11】 But you know, a typical household will make back **xx xx xx xx xx xx xx**.

M: OK. I see. Thank you.

## 例二：2020年12月 四级

W: Rays Solar. Lisa's speaking. How can I help?

M: Hi. My name is Winston. 【Q8】 I wish to **enquire about solar panel installations**.

W: Yes. What would you like to know?

M: Well, my neighbor **installed panels on his roof** about a year ago in order to **power** his hot water. He tells me it **has saved him over 500 dollars thus far**. Does that **sound about right** to you?

W: Well, I'm not familiar with your neighbor or his particular **setup**. But **that amount** is definitely possible. I can tell you that the average four-bedroom house may typically have a roof **with 50 square metres of surface area**. **Four panels on one side of that roof** could save a family of four around \$300 a year.

M: OK. That sounds about right, then. My house is **about the size you described**, but my neighbor's is bigger. I'm not sure how many panels **he has up there**, 【Q9】 but he does have a large family of six.

## 例二：2020 年 12 月 四级

W: Are you interested in installing some solar panels on your roof, sir?

M: Yes. I'm considering it.

W: If you wish to come into our office, we could show you the different solutions we offer.

M: OK. I might do that. 【Q10】 But just quickly if you don't mind, could you tell me approximately how much a typical installation costs, like, say, four panels?

W: Prices do vary depending on different factors, but as a rough estimate, it's around \$2,000. 【Q11】 But you know, a typical household will make back that initial investment in about five years.

M: OK. I see. Thank you.