

## 雅思考试阅读考题回顾

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Reading Passage 1	
Title	教育学的多元智能理论

Reading Passage 2	
Title	<b>Spider silk cuts weight of bridge</b>
Question types	段落信息搭配题 5 道 流程填空题 5 道 判断题 3 道
文章内容回顾	讲了蜘蛛丝在工业生产方面的应用价值
相关英文原文阅读	<p><b>A</b> Scientists have succeeded in copying the silk-producing genes of the Golden Orb Weaver spider and using them to create a synthetic material which they believe is the model for a new generation of advanced bio-materials. The new material, bio silk, which has been spun for the first time by researchers at DuPont, has an enormous range of potential uses in construction and manufacturing.</p> <p><b>B</b> The attraction of the silk spun by the spider is a combination of great strength and enormous elasticity, which man-made fibres have been unable to replicate. On an equal-weight basis, spider silk is far stronger than steel and it is estimated that if a single strand could be made about 10m in diameter, it would be strong enough to stop a jumbo jet in flight. A third important factor is that it is extremely light. Army scientists are already looking at the possibilities of using it for lightweight, bullet-proof vests and parachutes.</p> <p><b>C</b> For some time, biochemists have been trying to synthesize the drag-line silk of the Golden Orb Weaver. The drag-line silk, which forms the radial arms of the web, is stronger than the other parts of the web and some biochemists believe a synthetic version could prove to be as important a material as nylon, which has been around for 50 years, since the discoveries of Wallace Carothers and his team ushered in the age of polymers</p> <p><b>D</b> For some time, biochemists have been trying to synthesize the drag-line silk of the Golden Orb Weaver. The drag-line silk, which forms the radial arms of the web, is stronger than the other parts of</p>

	<p>the web and some biochemists believe a synthetic version could prove to be as important a material as nylon, which has been around for 50 years, since the discoveries of Wallace Carothers and his team ushered in the age of polymers</p> <p><b>E</b> For some time, biochemists have been trying to synthesize the drag-line silk of the Golden Orb Weaver. The drag-line silk, which forms the radial arms of the web, is stronger than the other parts of the web and some biochemists believe a synthetic version could prove to be as important a material as nylon, which has been around for 50 years, since the discoveries of Wallace Carothers and his team ushered in the age of polymers</p> <p><b>F</b> “The bacteria and the yeast produce the same protein, equivalent to that which the spider uses in the drag lines of the web. The spider mixes the protein into a water-based solution and then spins it into a solid fibre in one go. Since we are not as clever as the spider and we are not using such sophisticated organisms, we substituted man-made approaches and dissolved the protein in chemical solvents, which are then spun to push the material through small holes to form the solid fibre.”</p> <p><b>G</b> “The bacteria and the yeast produce the same protein, equivalent to that which the spider uses in the drag lines of the web. The spider mixes the protein into a water-based solution and then spins it into a solid fibre in one go. Since we are not as clever as the spider and we are not using such sophisticated organisms, we substituted man-made approaches and dissolved the protein in chemical solvents, which are then spun to push the material through small holes to form the solid fibre.”</p> <p><b>H</b> At DuPont’s laboratories, Dorsch is excited by the prospect of new super-strong materials but he warns they are many years away. “We are at an early stage but theoretical predictions are that we will wind up with a very strong, tough material, with an ability to absorb shock, which is stronger and tougher than the man-made materials that are conventionally available to us,” he says</p> <p><b>I</b> At DuPont’s laboratories, Dorsch is excited by the prospect of new super-strong materials but he warns they are many years away. “We are at an early stage but theoretical predictions are that we will wind up with a very strong, tough material, with an ability to absorb shock, which is stronger and tougher than the man-made materials that are conventionally available to us,” he says</p>
<p>题型难度分析</p>	<p>本篇文章题目难度适中。</p>

<p>题型技巧分析</p>	<p>判断题注意事项：</p> <ol style="list-style-type: none"> <li>1. 找出题目中的关键词，最好先定位到原文中的一个段落。将题目中的关键词与原文各段落的小标题或每段话的第一句相对照。有些题目能先定位到原文中的一个段落，这必将大大加快解题时间，并提高准确率。但并不是每个题目都能先定位到原文中的一个段落的。</li> <li>2. 从头到尾快速阅读该段落，根据题目中的其它关键词，在原文中找出与题目相关的一句或几句话。确定一个段落，答案在该段落中的具体位置是未知的。所以，需要从头到尾快速阅读该段落，找出该段落中与题目相关的一句话或几句话，通常是一句话。</li> <li>3. 仔细阅读这一句话或几句话，根据第二大步中的原则和规律，确定正确答案。</li> <li>4. 要注意顺序性，即题目的顺序和原文的顺序基本一致。</li> </ol> <p>段落信息搭配题一定放在文章的最后去处理，这样可以利用好其他题型解题中所获取的信息更快的解题。</p>
<p>剑桥雅思推荐原文练习</p>	<p>雅思阅读文章 let's go bats</p>

<p>Reading Passage 3</p>	
<p>Title</p>	<p>The secrets of persuasion</p>
<p>Question types</p>	<p>判断题 3 道 选择题 5 道 配对题 5 道</p>
<p>文章内容回顾</p>	<p>如何说服别人的探究</p>
<p>相关英文原文阅读</p>	<p><b>A</b> Our mother may have told you the secret to getting what you ask for was to say please. The reality is rather more surprising. Adam Dudding talks to a psychologist who has made a life's work from the science of persuasion. Some scientists peer at things through high-powered microscopes. Others goad rats through mazes, or mix bubbling fluids in glass beakers. Robert Cialdini, for his part, does curious things with towels, and believes that by doing so he is discovering important insights into how society works.</p> <p><b>B</b> Cialdini's towel experiments (more of them later), are part of his research into how we persuade others to say yes. He wants to know why some people have a knack for bending the will of others, be it a telephone cold-caller talking to you about timeshares, or a parent whose children are compliant even without threats of extreme violence. While he's anxious not to be seen as the man who's written the bible for snake-oil salesmen, for decades the Arizona State University social psychology professor has been creating systems for the principles and methods of persuasion, and writing bestsellers about them. Some people seem to be born with the skills; Cialdini's</p>



claim is that by applying a little science, even those of us who aren't should be able to get our own way more often. "All my life I've been an easy mark for the blandishment of salespeople and fundraisers and I'd always wondered why they could get me to buy things I didn't want and give to causes I hadn't heard of," says Cialdini on the phone from London, where he is plugging his latest book.

**C**

He found that laboratory experiments on the psychology of persuasion were telling only part of the story, so he began to research influence in the real world, enrolling in sales-training programmes: "I learnt how to sell automobiles from a lot, how to sell insurance from an office, how to sell encyclopedias door to door." He concluded there were six general "principles of influence" and has since put them to the test under slightly more scientific conditions. Most recently, that has meant messing about with towels. Many hotels leave a little card in each bathroom asking guests to reuse towels and thus conserve water and electricity and reduce pollution. Cialdini and his colleagues wanted to test the relative effectiveness of different words on those cards. Would guests be motivated to co-operate simply because it would help save the planet, or were other factors more compelling? To test this, the researchers changed the card's message from an environmental one to the simple (and truthful) statement that the majority of guests at the hotel had reused their towel at least once. Guests given this message were 26% more likely to reuse their towels than those given the old message. In Cialdini's book "Yes! 50 Secrets from the Science of Persuasion", co-written with another social scientist and a business consultant, he explains that guests were responding to the persuasive force of "social proof", the idea that our decisions are strongly influenced by what we believe other people like us are doing.

**D**

So much for towels. Cialdini has also learnt a lot from confectionery. Yes! cites the work of New Jersey behavioural scientist David Strohmetz, who wanted to see how restaurant patrons would respond to a ridiculously small favour from their food server, in the form of an after-dinner chocolate for each diner. The secret, it seems, is in how you give the chocolate. When the chocolates arrived in a heap with the bill, tips went up a miserly 3% compared to when no chocolate was given. But when the chocolates were dropped individually in front of each diner, tips went up 14%. The scientific breakthrough, though, came when the waitress gave each diner one chocolate, headed away from the table then doubled back to give them one more each, as if such generosity had only just occurred to her. Tips went up 23%. This is "reciprocity" in action: we want to return favours done to us, often without bothering to calculate the

relative value of what is being received and given.

**E**

Geeling Ng, operations manager at Auckland's Soul Bar, says she's never heard of Kiwi waiting staff using such a cynical trick, not least because New Zealand tipping culture is so different from that of the US: "If you did that in New Zealand, as diners were leaving they'd say 'can we have some more?', But she certainly understands the general principle of reciprocity. The way to a diner's heart is "to give them something they're not expecting in the way of service. It might be something as small as leaving a mint on their plate, or it might be remembering that last time they were in they wanted their water with no ice and no lemon. "In America it would translate into an instant tip. In New Zealand it translates into a huge smile and thank you." And no doubt, return visits.

THE FIVE PRINCIPLES OF PERSUASION

**F**

Reciprocity: People want to give back to those who have given to them. The trick here is to get in first. That's why charities put a crummy pen inside a mailout, and why smiling women in supermarkets hand out dollops of free food. Scarcity: People want more of things they can have less of. Advertisers ruthlessly exploit scarcity ("limit four per customer", "sale must end soon"), and Cialdini suggests parents do too: "Kids want things that are less available, so say 'this is an unusual opportunity; you can only have this for a certain time'."

**G**

Authority: We trust people who know what they're talking about. So inform people honestly of your credentials before you set out to influence them. "You'd be surprised how many people fail to do that," says Cialdini. "They feel it's impolite to talk about their expertise." In one study, therapists whose patients wouldn't do their exercises were advised to display their qualification certificates prominently. They did, and experienced an immediate leap in patient compliance.

**H**

Commitment/consistency: We want to act in a way that is consistent with the commitments we have already made. Exploit this to get a higher sign-up rate when soliciting charitable donations. First ask workmates if they think they will sponsor you on your egg-and-spoon marathon. Later, return with the sponsorship form to those who said yes and remind them of their earlier commitment.

**I**

Liking: We say yes more often to people we like. Obvious enough, but reasons for "liking" can be weird. In one study, people were sent survey forms and asked to return them to a named researcher. When

	<p>the researcher gave a fake name resembling that of the subject (e.g., Cynthia Johnson is sent a survey by "Cindy Johansen"), surveys were twice as likely to be completed. We favour people who resemble us, even if the resemblance is as minor as the sound of their name.</p> <p><b>J</b></p> <p>Social proof: We decide what to do by looking around to see what others just like us are doing. Useful for parents, says Cialdini. "Find groups of children who are behaving in a way that you would like your child to, because the child looks to the side, rather than at you." More perniciously, social proof is the force underpinning the competitive materialism of "keeping up with the Joneses"</p>
<p><b>题型难度分析</b></p>	<p>心理类文章，难度较难</p>
<p><b>题型技巧分析</b></p>	<p>单选题：由题干和 4 个选项构成，基本题干可以用来定位，如果题干无法准确定位，从选项反推即可。正确选项一般是对文章的改写，注意同义转换，错误的选项有的是干扰项，非常容易误选，也有的是文章未提及的内容，应排除。</p>
<p><b>剑桥雅思推荐原文练习</b></p>	<p>剑桥雅思阅读文章 parapsychology</p>
<p><b>考试趋势分析和备考指导：</b></p> <p>本场雅思阅读考试 2 旧 1 新，难度适中，平时备考中还是不能盲目的一味追求套路和技巧，要扎扎实实的提高自身能力。</p>	

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