

# 2016年考研英语(二)真题

# **Section 1 Use of English**

# **Directions:**

Reading the following text. Choose the best word(s) for each numbered black and mark A, B, C or D on *Answer Sheet*. (10 points)

	Happy people work dit	fferently. They're more	productive, more creative	ve, and willing to take greater risks. And
nev	w research suggests that h	nappiness might influen	ce <u>1</u> firms work, too	
	Companies located in	places with happier peo	ople invest more, accord	ling to a recent research paper. 2_,
firr	ns in happy places spend	I more on R&D (research	ch and development). T	That's because happiness is linked to the
kin	d of longer-term thinking	g 3 for making inves	tme <mark>nt for the future.</mark>	
	The researchers wanted	d to know if the 4	and inclination for risk	-taki <mark>ng</mark> that come with happiness would
5	the way companies inve	sted. So they compare	ed U.S. cities' averag	e ha <mark>ppine</mark> ss <u>6</u> by Gallup polling with
the	investment activity of pu	ublicly traded firms in th	nose areas.	
	_7 enough, firms' i	investment and R <mark>&amp;D in</mark>	tensity were correlated	with the happiness of the area in which
the	y were <u>8</u> . But is it re	eally happiness th <mark>at's lii</mark>	nked to investment, or co	ould something else about happier cities
<u>9</u>	why firms there spend n	nore on R&D? To find o	out, the researches contr	olled for various <u>10</u> that might make
firr	ns more likely to invest -	like size <mark>, industry, and</mark>	d sales and for indicate	ors that a place was <u>11</u> to live in, like
gro	wth in wages or populat	ion. The li <mark>nk between h</mark>	appiness and investmen	t generally 12 even after accounting
for	these things.			
	The correlation between	en happiness and inve	estment was particularly	strong for younger firms, which the
aut	hors <u>13</u> to "less coo	dified decision making	process" and the possib	ple presence of "younger and less <u>14</u>
ma	nagers who are more like	ely to be influenced by s	entiment". The relation	ship was 15 stronger in places where
hap	ppiness was spread more	<u>16</u> . Firms seem to	o invest more in places	where most people are relatively happy,
ratl	ner than in places with ha	appiness inequality.		
	17 this doesn't prov	ve that happiness causes	s firms to invest more or	to take a longer-term view, the authors
bel	ieve it at least <u>18</u> at th	hat possibility. It's not	hard to imagine that loca	al culture and sentiment would help 19
hov	w executives think abou	it the future. "It sure	ly seems plausible that	happy people would be more forward
–th	inking and creative and	20 R&D more than t	he average," said one re	searcher.
1.	[A] why	[B] where	[C] how	[D] when
2.	[A] In return	[B] In particular	[C] In contrast	[D] In conclusion
3.	[A] sufficient	[B] famous	[C] perfect	[D] necessary
4.	[A] individualism	[B] modernism	[C] optimism	[D] realism



5.	[A] echo	[B] miss	[C] spoil	[D] change
6.	[A] imagined	[B] measured	[C] invented	[D] assumed
7.	[A] Sure	[B] Odd	[C] Unfortunate	[D] Often
8.	[A] advertised	[B] divided	[C] overtaxed	[D] headquartered
9.	[A] explain	[B] overstate	[C] summarize	[D] emphasize
10.	[A] stages	[B] factors	[C] levels	[D] methods
11.	[A] desirable	[B] sociable	[C] reputable	[D] reliable
12.	[A] resumed	[B] held	[C] emerged	[D] broke
13.	[A] attribute	[B] assign	[C] transfer	[D] compare
14.	[A] serious	[B] civilized	[C] ambitious	[D] experienced
15.	[A] thus	[B] instead	[C] also	[D] never
16.	[A] rapidly	[B] regularly	[C] directly	[D] equally
17.	[A] After	[B] Until	[C] While	[D] Since
18.	[A] arrives	[B] jumps	[C] hints	[D] strikes
19.	[A] shape	[B] rediscover	[C] simplify	[D] share
20.	[A] pray for	[B] lean towards	[C] give away	[D] send out

# Section II Reading Comprehension

# Part A

### **Directions:**

Read the following four texts. Answer the questions after each text by choosing A, B, C or D. Mark your answers on ANSWER SHEET. (40 points)

#### Text 1

It's true that high-school coding classes aren't essential for learning computer science in college. Students without experience can catch up after a few introductory courses, said Tom Cortina, the assistant dean at Carnegie Mellon's School of Computer Science.

However, Cortina said, early exposure is beneficial. When younger kids learn computer science, they learn that it's not just a confusing, endless string of letters and numbers -- but a tool to build apps, or create artwork, or test hypotheses. It's not as hard for them to transform their thought processes as it is for older students. Breaking down problems into bite-sized chunks and using code to solve them becomes normal. Giving more children this training could increase the number of people interested in the field and help fill the jobs gap, Cortina said.



Students also benefit from learning something about coding before they get to college, where introductory computer-science classes are packed to the brim, which can drive the less-experienced or determined students away.

The Flatiron School, where people pay to learn programming, started as one of the many coding boot camps that's become popular for adults looking for a career change. The high-schools get the same curriculum, but "we try to gear lessons toward things they're interested in," said Victoria Friedman, an instructor. For instance, one of the apps the students are developing suggests movies based on your mood.

The students in the Flatiron class probably won't drop out of high school and build the next Facebook. Programming languages have a quick turnover, so the "Ruby on Rails" language they learned may not even be relevant by the time they enter the job market. But the skills they learn – how to think logically through a problem and organize the results – apply to any coding language, said Deborah Seehorn, an education consultant for the state of North Carolina.

Indeed, the Flatiron students might not go into IT at all. But creating a future army of coders is not the sole purpose of the classes. These kids are going to be surrounded by computers --in their pockets, in their offices, in their homes -- for the rest of their lives. The younger they learn how computers think, how to <u>coax</u> the machine into producing what they want --the earlier they learn that they have the power to do that --the better.

21.	Cortina holds that early exposure to computer science makes it easier to				
	[A] complete future job training				
	[B] remodel the way of thinking				
	[C] formulate logical hypotheses				
	[D] perfect artwork production				
22.	In delivering lessons for high-schoolers, Flatiron has considered their				
	[A] experience				
	[B] interest				
	[C] career prospects				
	[D] academic backgrounds				
23.	Deborah Seehorn believes that the skills learned at Flatiron will				
	[A] help students learn other computer languages				
	[B] have to be upgraded when new technologies come				
	[C] need improving when students look for jobs				
	[D] enable students to make big quick money				
24.	According to the last paragraph, Flatiron students are expected to				
	[A] bring forth innovative computer technologies				
	[B] stay longer in the information technology industry				



- [C] become better prepared for the digitalized world
- [D] compete with a future army of programmers
- 25. The word "coax" (Line 4, Para. 6) is closest in meaning to .
  - [A] persuade
  - [B] frighten
  - [C] misguide
  - [D] challenge

#### Text 2

Biologists estimate that as many as 2 million lesser prairie chickens---a kind of bird living on stretching grasslands -- once lent red to the often grey landscape of the midwestern and southwestern United States. But just some 22,000 birds remain today, occupying about 16% of the species' historic range.

The crash was a major reason the U. S. Fish and Wildlife Service (USFWS) decided to formally list the bird as threatened. "The lesser prairie chicken is in a desperate situation," said USFWS Director Daniel Ashe. Some environmentalists, however, were disappointed. They had pushed the agency to designate the bird as "endangered," a status that gives federal officials greater regulatory power to crack down on threats. But Ashe and others argued that the "threatened" tag gave the federal government flexibility to try out new, potentially less confrontational conservation approaches. In particular, they called for forging closer collaborations with western state governments, which are often uneasy with federal action, and with the private landowners who control an estimated 95% of the prairie chicken's habitat.

Under the plan, for example, the agency said it would not prosecute landowner or businesses that unintentionally kill, harm, or disturb the bird, as long as they had signed a range-wide management plan to restore prairie chicken habitat. Negotiated by USFWS and the states, the plan requires individuals and businesses that damage habitat as part of their operations to pay into a fund to replace every acre destroyed with 2 new acres of suitable habitat. The fund will also be used to compensate landowners who set aside habitat, USFWS also set an interim goal of restoring prairie chicken populations to an annual average of 67,000 birds over the next 10 years. And it gives the Western Association of Fish and Wildlife Agencies (WAFWA), a coalition of state agencies, the job of monitoring progress. Overall, the idea is to let "states remain in the driver's seat for managing the species," Ashe said.

Not everyone buys the win-win rhetoric. Some Congress members are trying to block the plan, and at least a dozen industry groups, four states, and three environmental groups are challenging it in federal court. Not surprisingly, industry groups and states generally argue it goes too far; environmentalists say it doesn't go far



[D] the plan under challenge

"The federal government is giving responsibility for managing the bird to the same industries that are pushing it to extinction," says biologist Jay Lininger. 26. The major reason for listing the lesser prairie as threatened is . [A] its drastically decreased population [B] the underestimate of the grassland acreage [C] a desperate appeal from some biologists [D] the insistence of private landowners 27. The "threatened" tag disappointed some environmentalists in that it [A] was a give-in to governmental pressure [B] would involve fewer agencies in action [C] granted less federal regulatory power [D] went against conservation policies 28. It can be learned from Paragraph3 that unintentional harm-doers will not be prosecuted if they [A] agree to pay a sum for compensation [B] volunteer to set up an equally big habitat [C] offer to support the WAFWA monitoring job [D] promise to raise funds for USFWS operations 29. According to Ashe, the leading role in managing the species is [A] the federal government [B] the wildlife agencies [C] the landowners [D] the states 30. Jay Lininger would most likely support [A] industry groups [B] the win-win rhetoric [C] environmental groups

# Text 3

That everyone's too busy these days is a cliché. But one specific complaint is made especially mournfully: There's never any time to read.

What makes the problem thornier is that the usual time-management techniques don't seem sufficient. The web's full of articles offering tips on making time to read: "Give up TV" or "Carry a book with you at all



times". But in my experience, using such methods to free up the odd 30 minutes doesn't work. Sit down to read and the flywheel of work-related thoughts keeps spinning-or else you're so exhausted that a challenging book's the last thing you need. The modern mind, Tim Parks, a novelist and critic, writes, "is overwhelmingly inclined toward communication...It is not simply that one is interrupted; it is that one is actually inclined to interruption". Deep reading requires not just time, but a special kind of time which can't be obtained merely by becoming more efficient.

In fact, "becoming more efficient" is part of the problem. Thinking of time as a resource to be maximized means you approach it instrumentally, judging any given moment as well spent only in so far as it advances progress toward some goal. Immersive reading, by contrast, depends on being willing to risk inefficiency, goallessness, even time-wasting. Try to slot it as a to-do list item and you'll manage only goal-focused reading—useful, sometimes, but not the most fulfilling kind. "The future comes at us like empty bottles along an unstoppable and nearly infinite conveyor belt," writes Gary Eberle in his book Sacred Time, and "we feel a pressure to fill these different-sized bottles (days, hours, minutes) as they pass, for if they get by without being filled, we will have wasted them. "No mind-set could be worse for losing yourself in a book.

So what does work? Perhaps surprisingly, scheduling regular times for reading. You'd think this might fuel the efficiency mind-set, but in fact, Eberle notes, such ritualistic behavior helps us "step outside time's flow" into "soul time". You could limit distractions by reading only physical books, or on single-purpose e-readers. "Carry a book with you at all times" can actually work, too—providing you dip in often enough, so that reading becomes the default state from which you temporarily surface to take care of business, before dropping back down. On a really good day, it no longer feels as if you're "making time to read," but just reading, and making time for everything else.

31.	The usual time-management techniques don't work because			
	[A] what they can offer does not ease the modern mind			
	[B] what challenging books demand is repetitive reading			
	[C] what people often forget is carrying a book with them			
	[D] what deep reading requires cannot be guaranteed			
32.	The "empty bottles" metaphor illustrates that people feel a pressure to			
	[A] update their to-do lists			
	[B] make passing time fulfilling			
	[C] carry their plans through			
	[D] pursue carefree reading			
33.	Eberle would agree that scheduling regular times for reading helps			
	[A] encourage the efficiency mind-set			
	[B] develop online reading habits			



- [C] promote ritualistic reading
- [D] achieve immersive reading
- 34. "Carry a book with you at all times" can work if \_\_\_\_\_.
  - [A] reading becomes your primary business of the day
  - [B] all the daily business has been promptly dealt with
  - [C] you are able to drop back to business after reading
  - [D] time can be evenly split for reading and business
- 35. The best title for this text could be \_\_\_\_\_
  - [A] How to Enjoy Easy Reading
  - [B] How to Find Time to Read
  - [C] How to Set Reading Goals
  - [D] How to Read Extensively

#### Text 4

Against a backdrop of drastic changes in economy and population structure, younger Americans are drawing a new 21st-century road map to success, a latest poll has found.

Across generational lines, Americans continue to prize many of the same traditional milestones of a successful life, including getting married, having children, owning a home, and retiring in their sixties. But while young and old mostly agree on what constitutes the finish line of a fulfilling life, they offer strikingly different paths for reaching it.

Young people who are still getting started in life were more likely than older adults to prioritize personal fulfillment in their work, to believe they will advance their careers most by regularly changing jobs, to favor communities with more public services and a faster pace of life, to agree that couples should be financially secure before getting married or having children, and to maintain that children are best served by two parents working outside the home, the survey found.

From career to community and family, these contrasts suggest that in the aftermath of the searing Great Recession, those just starting out in life are defining priorities and expectations that will increasingly spread through virtually all aspects of American life, from consumer preferences to housing patterns to politics.

Young and old converge on one key point: Overwhelming majorities of both groups said they believe it is harder for young people today to get started in life than it was for earlier generations. While younger people are somewhat more optimistic than their elders about the prospects for those starting out today, big majorities in both groups believe those "just getting started in life" face a tougher a good-paying job, starting a family, managing debt, and finding affordable housing.



Pete Schneider considers the climb tougher today. Schneider, a 27-year-old auto technician from the Chicago suburbs says he struggled to find a job after graduating from college. Even now that he is working steadily, he said. "I can't afford to pay my monthly mortgage payments on my own, so I have to rent rooms out to people to mark that happen. "Looking back, he is struck that his parents could provide a comfortable life for their children even though neither had completed college when he was young. "I still grew up in an upper middle-class home with parents who didn't have college degrees," Schneider said. "I don't think people are capable of that anymore."

	r			
anym	ore. "			
36. (	One cross-generation mark of a successful life is			
[	[A] trying out different lifestyles			
[	[B] having a family with children			
[	[C] working beyond retirement age			
[	[D] setting up a profitable business			
37. I	It can be learned from Paragraph 3 that young people tend to			
[	[A] favor a slower life pace			
[	[B] hold an occupation longer			
[	[C] attach importance to pre-marital finance			
[	[D] give priority to childcare outside the home			
38.	The priorities and expectations defined by the young will			
[	[A] become increasingly clear			
[	[B] focus on materialistic issues			
[	[C] depend largely on political preferences			
[	[D] reach almost all aspects of American life			
39. I	Both young and o <mark>ld agree that</mark>			
[	[A] good-paying jobs are less available			
[	[B] the old made more life achievements			
[	[C] housing loans today are easy to obtain			
[	[D] getting established is harder for the young			
40. V	Which of the following is true about Schneider?			
[	[A] He found a dream job after graduating from college			
[	[B] His parents believe working steadily is a must for success			
[	[C] His parents' good life has little to do with a college degree			
[	[D] He thinks his job as a technician quite challenging			



#### Part B

#### Directions:

Read the following text and answer the questions by choosing the most suitable subheading from the list A-G for each numbered paragraphs (41-45). There are two extra subheadings which you do not need to use. Mark your answers on the *ANSWER SHEET*. (10 points)

- A. Be silly
- B. Have fun
- C. Ask for help
- D. Express your emotions.
- E. Don't overthink it
- F. Be easily pleased
- G. Notice things

#### Act Your Shoe Size, Not Your Age

As adults, it seems that we're constantly pursuing happiness, often with mixed results. Yet children appear to have it down to an art—and for the most part they don't need self-help books or therapy. Instead, they look after their wellbeing instinctively and usually more effectively than we do as grownups. Perhaps it's time to learn a few lessons from them.

41.		
41.		

What does a child do when he's sad? He cries. When he's angry? He shouts. Scared? Probably a bit of both. As we grow up, we learn to control our emotions so they are manageable and don't dictate our behaviors, which is in many ways a good thing. But too often we take this process too far and end up suppressing emotions, especially negative ones. That's about as effective as brushing dirt under a carpet and can even make us ill. What we need to do is to find a way to acknowledge and express what wefeel appropriately and then—again, like children—move on.

42.

A couple of Christmases ago, my youngest stepdaughter, who was 9 years old at the time, got a Superman T-shirt for Christmas. It cost less than a fiver but she was overjoyed, and couldn't stop talking about it. Too often we believe that a new job, bigger house or better car will be the magic silver bullet that will allow us to finally be content, but the reality is these things have very little lasting impact on our happiness levels. Instead, being grateful for small things every day is a much better way to improve well-being.

43. \_\_\_\_\_.

Have you ever noticed how much children laugh? If we adults could indulge in a bit of silliness and giggling, we would reduce the stress hormones in our bodies, increase good hormones like endorphins, improve blood flow



to our hearts and even have a greater chance of fighting off infection. All of which would, of course, have a positive effect on our happiness levels.

44.

The problem with being a grownup is that there's an awful lot of serious stuff to deal with—work, mortgage payments, figuring out what to cook for dinner. But as adults we also have the luxury of being able to control our own diaries and it's important that we schedule in time to enjoy the things we love. Those things might be social, sporting, creative or completely random (dancing around the living room, anyone?)—it doesn't matter, so long as they're enjoyable, and not likely to have negative side effects, such as drinking too much alcohol or going on a wild spending spree if you're on a tight budget.

45.

Having said all of the above, it's important to add that we shouldn't try too hard to be happy. Scientists tell us this can back fire and actually have a negative impact on our well-being. As the Chinese philosopher Chuang Tzu is reported to have said: "Happiness is the absence of striving for happiness." And in that, once more, we need to look to the example of our children, to whom happiness is not a goal but a natural byproduct of the way they live.

# Section III Translation

## Directions:

In this section there is a text in English. Translate the following text into Chinese. Write your translation on the **ANSWER SHEET**. (15 points)

The supermarket is designed to lure customers into spending as much time as possible within its doors. The reason for this is simple: The longer you stay in the store, the more stuff you'll see, and the more stuff you see, the more you'll buy. And supermarkets contain a lot of stuff. The average supermarket, according to the Food Marketing Institute, carries some 44,000 different items, and many carry tens of thousands more. The sheer volume of available choice is enough to send shoppers into a state of information overload. According to brain-scan experiments, the demands of so much decision-making quickly become too much for us. After about 40 minutes of shopping, most people stop struggling to be rationally selective, and instead began shopping emotionally—which is the point at which we accumulate the 50 percent of stuff in our cart that we never intended buying.

# Section IV Writing

### Part A

#### **Directions:**



Suppose you won a translation contest and your friend, Jack, wrote an email to congratulate you and ask for advice on translation. Write him a reply to

- 1) thank him, and
- 2) give you advice

You should write about 100 on the ANSWER SHEET.

**Do not** sign your own name at the end of the letter. Use Li Ming instead.

**Do not** write the address. (10 points)

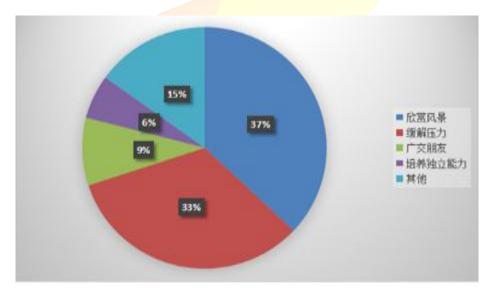
# Part B

## 48. Directions:

Write an essay based on the following chart. you should

- 1) interpret the chart and
- 2) give your comments.

You should write about 150 words on the ANSWER SHEET.(15 points).



某高校学生旅游目的调查



# 2016年考研英语(二)真题答案解析

# **Section I Use of English**

# 【答案解析】

## 1、[答案]C how

[解析]根据空格所在句子可以看出,空格处应该是一个引导宾语从句的从属连词,做 influence 的宾语。四个选项的意思中,只有 C。 how 引导后面的内容做 influence 的宾语,前后意思合理。

## 2、[答案]B In particular

[解析]空格的前一句话的内容是:坐落在幸福人群所在地的公司投资更多的钱。空格所在句的内容是:坐落在幸福人群所在地的公司在...方面投入更多的钱。很显然,前后句子是总分关系。选项中,只有 B 选项可以体现总分关系。

# 3、[答案]D necessary

[解析]根据空格处前后的内容,\_\_\_\_\_for making investments for the future 是做后置定语修饰 longer-term thinking 和 happiness。幸福,这种持久的思维模式对于对未来进行投资\_\_\_\_\_,四个选项中只有 D。 necessary 做后置定语符合前后内容。其他选项与原文内容语义不符。

# 4、[答案]C optimism

[解析]空格处的内容与 inclination for risk-taking 由 and 连接,构成并列关系,后面 that come with happiness 定语从句既修饰空格处的内容,也修饰 inclination for risk-taking,所以选项中可以由 that come with happiness 修饰的只有 C 选项 optimism。

# 5、[答案]D change

[解析]空格处的内容和 the way companies invested 构成动宾搭配。选项中 echo 回声 miss 思念 spoil 溺爱 change 改变,所以只有 D 选项可以和 the way companies invested 构成通顺语义。故 D 项正确。

## 6、[答案]B measured

[解析]原文:

So they compared U.S。cities' average happiness\_\_\_\_\_\_ by Gallup polling with the investment activity of publicly traded firms in those areas。 所以他们比较美国城市的平均幸福,这种幸福是根据盖洛普在上市公司的投资



活动地区民意调查来\_\_\_\_\_。 A imagined 想象, D assumed 假定与民意调查的客观性是不符的, 故排除, C invented 发明, 与文意不符, 故选 B measured, 衡量, 测量。

## 7、[答案]A sure

[解析]若要判断此空的答案,需要结合文章上下文来判断。这句话和本篇完型的第二段的首句的含义是相同的。第二段的首句: Companies located in places with happier people invest more, 含义为: 坐落在幸福人们多的地方的公司会加大研发投入力度。本段首句其实是对于这一中心的重复阐述,因此选 A。

## 8、[答案]D headquartered

[解析]原文:

# 9、[答案]A explain

[解析]原文:...could something else about happier cities \_\_\_\_\_\_ why firms there spend more on R&D? 此句也是对于本文中心的再次论证。还有其他的什么可以\_\_\_\_\_\_公司在幸福的城市加入研发投入力度吗? 这句话之后就是具体的原因陈述。B overstate 夸张; C summarize 总结; D emphasize 强调;均不符合文意,所以以上三项皆排除。故选 A express 解释,阐释。

# 10、[答案]B factors

[解析]原

## 11、[答案]A desirable

[解析]该句意思为:研究者掌控了各种使公司更愿意投资的因素(比如规模、行业、销售),也掌控了居住起来\_\_\_\_\_的住处的征兆(比如工资或人数的增长)。此处需填入形容词,前后两句为并列关系,感情色彩应保持一致,所填词应和空前 more likely to invest 更可能投资,以及空后 like 举例的内容涨工资一致,



也是好事,所以答案 desirable 可取的、令人满意的为正确选项。Sociable 善于交际的,reputable 有声望的,reliable 可靠的虽为正向词汇,但均与上下文衔接不紧密,因此答案为 desirable。

# 12、[答案]B held

[解析]即使说明这些问题,总体来讲,快乐与投资之间的关系\_\_\_。Resume 继续、重新开始,hold 保持不变,维持,emerge 出现,break 破裂。前后为递进,说明这些问题后,二者关系应仍然保持不变,所以hold 为正确答案。

## 13、[答案]A attribute

[解析]该句意思为:快乐与投资之间的相互关系对年轻的企业特别强烈,作者把这一点\_\_\_\_于"缺少编纂的做决定过程"。此处考搭配,attribute...to 把.......归咎于,assign...to 把.......指派给,transfer...to 把.......传递给,compare...to 把.......相比较,其中 attribute...to 符合文意,作者把这一点归因于于"缺少编纂的做决定过程"。

## 14、[答案]D experienced

[解析]该题为并列平行关系考查,and 前后情感色彩、所属范畴应保持一致,younger 并列,应为 less experienced 缺少经验的,故为正确答案。Serious 严肃的,civilized 文明的,ambitious 有野心的,与年龄无直接关系,故排除。

# 15、[答案]C also

[解析]该句话上一句为 The correlation between happiness and investment was particularly strong,此句为 The relationship was 15 stronger,显然,二者之间为并列关系,因此选择 also 也。Thus 表结果,instead 表转折,never 从不,不符合此处逻辑。

## 16、[答案]D equally

[解析]此题考查副词。四个选项中,A 选项 rapidly 意为"迅速地",B 选项 regularly 意为"常规地",C 选项意为 directly"直接地",D 选项 equally"平等地"。此处讨论的是公司投资与快乐之间的关系。空格后指出,相较于在快乐不平等的地方,或者幸福感有巨大鸿沟的地方,公司更愿意在大多数人都较为幸福的领域投资,D 选项 equally 是对 inequality 的反义复现,因此,D 选项是正确选项。

# 17、[答案]C While

[解析]此处考察上下文的逻辑关系。上文指出,公司愿意在幸福的领域里投资,而空格后则提到"这并不能证明幸福引发了公司扩大投资或者采用较长远的眼光看问题",显然,这二者之间是转折关系,正确选



项为 C 选项 While "然而"。A 选项 After"在……之后",B 选项 Until "直到",D 选项 Since"因为"或"自从",都不符合文意。

# 18、[答案]C hints

[解析]空格所在句的前半句质疑了投资与幸福的关系,后半句的作者表现的态度是"believe",因此此处要填入一个表积极立场的词,且能与后面的 at that possibility 构成搭配, 表明"作者"的认可态度。A 选项 arrive"到达",B 选项 jumps"跳跃",D 选项 strikes"打击; 罢工",均不能与 at that possibility 搭配,C 选项 hints"暗示"符合语意,因此正确答案为 C。

## 19、[答案]A shape

[解析]结合文意,此处是在正面论述"当地文化和氛围"对公司运营的影响,且二者之间的因果关系一直贯穿全文。四个选项中,A 选项 shape 意为"形成,塑造" B 选项 rediscover"重新发现", C 选项 simplify"简化",D 选项 share"分享", 其中只有 A 选项最贴近语意,因此正确答案为 A。

## 20、[答案]B lean towards

[解析]此处考察固定词组。A 选项 pray for 意为"为……祈祷",B 选项 lean towards 意为"向……倾斜",C 选项 give away 意为"泄露;失去;赠送",D 选项 send out 意为"发送,发出"。空格所在句的前后语意为"快乐的人比普通人更加的具有正向思维,更有创造力,并且更加的\_\_\_\_\_研究和发展。"可知最符合文意的只能是选项 B。

#### 【全文翻译】

幸福的人工作方式与其他人不同。他们更有效率,更有创造性,并且愿意承担更大的风险。最近的一项研究表明,幸福感也可能影响公司的运营方式。

最近的一项研究论文发现:公司所在地附近的人越幸福,公司的投入就会越多。特别是那些在幸福氛围中的公司,会做更多的研究与开发。因为幸福与对未来投资有必要的长远规划有关。

研究人员想了解谁幸福而来的乐观精神和冒险倾向,是否会改变公司投资的方式。所以他们把盖洛 普民意调查公司所测量出的美国城市平均幸福指数与这些地区上市公司的投资活跃度进行对比。

果然公司的投资和研发强度与公司总部所在地的幸福指数相关。但是幸福真的与投资相关吗?或者说还有其他方面可以解释,为什么公司会在幸福指数更高的城市的研发上投入更多吗?为了找到答案,研究人员掌握了各种可能促使公司投资的因素—例如规模大小产业和销量—也掌握了适宜居住地的各种指标,工资涨幅及人口变化。即使了解这些问题后,幸福和投资之间的关系仍然保持不变。



幸福和投资之间的关系尤其适用于新的公司,这归因于新公司缺少程式化的决策过程,以及可能会出现年轻又缺乏经验的管理者在决策时更容易受到情绪的影响。在员工幸福指数传播更加均衡的公司,这种关系也尤为明显。公司似乎乐于投资那些相对幸福的员工所在的部门,而不是那些有幸福度差异的部门。

然而这并不能证明幸福度使企业投资增加或者眼光更长远,研究者认为这至少暗示了这种可能性。不难想象当地文化和氛围将有助于影响高管对于未来的看法。"幸福的人比普通人更有远见、创造力、并且比普通人更乐意研发,这种说法似乎更可信。"一位研究人员说。

# **Section II Reading Comprehension**

#### Part A

#### Text 1

# 21、[答案][B]remodel the way of thinking

[解析]观点题。根据题干 Cortina holds 回文定位在第二段。第二段指出 Cortina 认为过早的接触电脑是有益的,紧接着指出当小孩子学习电脑科学,他们就学习了如何去开发手机应用程序,或者创作艺术,或者验证假设。对于他们来说与大孩子相比,改变思维并不难。综上所述,[B]remodel the way of thinking 是对原文"transform their thought"的同义置换。

# 22、[答案][B] interest

[解析]事实细节题。根据题于关键信息"in delivering lessons for high-schoolers"、"Flatiron has considered", 定位到第三段。整个第三段在叙述 Flatiron School。其中,第三行

The high-schoolers get the same curriculum, but "we try to gear lessons toward things they're interested in"(高中生们上同样的课程,但是"我们力图以他们的兴趣来调整课程"),表明了该校开设课程的依据是"学生的兴趣",故选[B] interest。

# 23、[答案][A] help students learn other computer languages

[解析]细节题。根据 Deborah Seehorn 定位到文章第五段最后一句。Deborah 说他们学习的技能(如何思考问题具有逻辑性并组织结果)可以应用到编码语言中去。选项[A]帮助学生学习另外的电脑语言是对这句话的概括。

#### 24、[答案][C] become better prepared for the digitalized world

[解析]推理题。根据题干关键词"the last paragraph"和"Flatiron students"回文定位在最后一段。最后一段 第一句指出 Flatiron 的学生不会全都进入 IT 界。紧接着第二句说明培养编码人员不是唯一目的,第三句进



一步指出这些学生将会一生"被电脑包围"(生活在电脑时代),对比四个所给选项,

[C] become better prepared for the digitalized world 与原文意思一致,故正确。

# 25、[答案][A] persuade

[解析]词义题。根据题干关键信息"coax"(Line 4,Para.6),定位到最后一段第四行 how to coax the machine into producing what they want(如何...电脑生产他们想要的),且该部分是与 how computers think(电脑是如何思维的)并列的,都是学生学习的具体内容。正是因为两者并列,因此根据单词 think 可知 coax 同样含有一定比喻色彩,且 coax 指的是"让电脑生产他们想要的"一种手段或方式。 将四个选项分别带入原文: [A] persuade"劝说,劝诱",即"劝诱电脑生产他们想要的",语意恰当,是正确选项; [B] frighten"吓唬,使惊吓",即"吓唬电脑去生产他们想要的",该方式带有贬义色彩,故排除; [C] misguide"误导",与[B]同理,故排除; [D] challenge"挑战",即"挑战电脑去生产他们想要的",语义不通顺,故排除。因此,本题正确答案为[A] persuade。

# 【全文翻译】

的确,高中的编程课相对于大学的计算机科<mark>学而言并非是必需的。卡内基</mark>梅隆大学计算机科学学院的 副院长汤姆.科尔蒂纳表示,没有经验的学生在学习几门入门课程之后就能赶上进度。

然而,科尔蒂纳也说过,早一些接触<mark>是很有益的。当小孩子学习计算</mark>机科学时,他们学习的不仅仅是一连串令人困惑并且无止境的字母和数字——而是一个开发应用程序、创作艺术品,或验证假设的工具。对于他们来说,改变其思维过程并不像年纪较大的学生那样难。将问题分解成很小的模块并使用代码解决问题已是常事。科尔蒂纳说道,让更多儿童受到这种培训能够增加对该领域感兴趣的人数,并能弥补岗位空缺。

学生们同样获益于上大学前学到的一些编程知识,在大学里,计算机科学入门课程排的满满的,而这 会令经验欠缺或信心不足的学生望而却步。

在熨斗学校,人们付费学习编程,该校起步时只是众多编程培训机构之一,而这一培训机构已成为寻求职业改变的成年人却只若做的地方。高中生上同样的课程,但是"我们试图按他们的兴趣来去规划课程,"讲师维多利亚.佛里德曼说道。例如,学生正在开发的一个应用程序会基于你的情绪建议你看哪一部电影。

在熨斗学校上课的学生或许不会从高中辍学就创建下一个脸谱网。编程语言不断推陈出新,所以等到他们进入就业市场时,所学的"Ruby on Rails"语言可能与其一点关系都没有了。但他们学会的技能——如何有逻辑的思考问题并整理出结果——适用于任何编程语言,北卡罗来纳州的教育顾问黛博拉.赛洪说道。

其实,熨斗学校的学生不会全都进入信息技术系行业。但培养一群未来的编程人员并非这些课程的唯一目的。这些孩子余生都将被电脑包围——这些电脑在他们的口袋里,在他们的办公室里,在他们的家里。年轻人学会电脑如何思维,如何让电脑生产他们想要的东西——他们越早学会这种那个能力——越好。

# Text 2

# 【答案解析】



# 26、[答案][A] its drastically decreased population

[解析]本题属于细节题,考查了考生对文章首段中关于草原鸡数量的变化的理解。根据对首段首句当中生物学家预测的数量是2百万,而在首段末句出现 but 转折以及末句当中关于草原鸡现在真实的剩余数量只有2万2千只,都可以说明草原鸡的数量急剧的下降;另外,这道题还有一种做法是通过第二段首句的主语的作用,某些情况下,文章中间段落的首句主语起到承上启下的作用,那么中间段落首句主语就会有概括上一段的作用,本文第二段的首句;

The crash was a main reason USFWS decided to formally list the bird as threatened。 就是对第 26 题题干和正确 选项的同义替换,根据第二段第一句的主语: the crash (这种暴跌),对应正确选项 A。

# 27、[答案] [C] granted less federal regulatory power

[解析] 根据题干信息 the "threatened" tag 和 disappointed 定位到第二段第三、四句话。第四句指出:这样联邦政府就拥有了更大的监管权来打击对该物种的各种威胁。说明如果仅仅将小松鸡列为濒危,联邦政府可运用的执法权就很少。因此选 C。

# 28、[答案][A] agree to pay a sum for compensation

[解析]本题属于推理题,根据题干当中给出的位置信息(第三段)以及表示条件与结果的逻辑关系的 if 这个信息,可以迅速定位到第三段的第一句,其中题干当中的 if 与文章当中的 as long as 进行对应,而题 干当中的表示结果的部分与 as long as 之前进行对应,因此,正确选项应该出自 as long as 之后,内容是: 因 经营而损害栖息地的个人或企业需要支付一部分赔偿金。因此选 A。

干扰项:选项是 B (volunteer to set up an equally big habitat 帮助搭建同样大小的栖息地)是强干扰项。 原文指出破坏者要缴纳的赔偿金要双倍补偿遭到破坏的栖息地,而不是同等大小,因此排除。

### 29、[答案][D] the states

[解析]本题属于细节题。答案定位在文章第三段最后一句,从 Ashe 所说的话中 "states remain in the driver's seat for managing the species"可以得出,选项 D the states 在管理物种方面起着领导作用。

## 30、[答案][C] environmental groups

[解析]本题属于推断题。答案定位在文章最后一段,从 Jay Lininger 所说的话中,可以得知他认为联邦政府把管理鸟类的责任推到一些行业身上,而正是这些行业将鸟类推向了灭绝。所以他对政府和企业持批判态度。总而言之,他认为对鸟类的保护还不够。因此可以得出,他最可能支持 environmentalists(环保主义者)的观点。

# 【全文翻译】



据生物学家估算常有两百万之小松鸡——一种生活在广阔草原上的鸟类——给美国中西部和西南部草原的灰色景观增添了一抹红色。但是时至今日大约只有 22000 至小松鸡存活下来,仅占该物种历史数量的 16%。

- (26)这一巨变是美国鱼类和野生动物管理局正式将此鸟列为濒危物种的主要原因。"小松鸡处境危急,"美国鱼类和野生动物管理局的主任丹尼尔.阿舍说。(27)但是一些环保主义者感到非常失望。他们曾敦促该机构将此鸟类列为"濒临灭绝"的物种,这样联邦官员就能有更大的执法权来打击各种对其存在的威胁。但是阿舍等人认为,如果标为"濒危"物种,那么联邦政府就能灵活的采用一些新的且对抗性更小的保护方式。此外,阿舍等人特别呼吁建立与西部州政府和私人土地所有者更紧密的合作关系,因为这些西部州政府常对联邦行动感到不安,而私人土地所有者则掌控着约95%的小松鸡栖息地。
- (28) 例如,管理局称,根据该计划,只要土地所有者及企业签署在一定范围内保护小松鸡栖息地的管理计划,当他们无意中杀伤或搅乱小松鸡时,将不会被起诉。该计划由美国鱼类和野生动物管理局和各州共同协商,要求因自身业务运作而破坏栖息地的个人和企业要缴纳基金,确保每亩被破坏的栖息地由两亩新的适居栖息地替代。该基金含将用于补偿那些保留栖息地的土地所有者。美国鱼类和野生动物管理局还设定了一个临时目标,即在未来十年中,将小松鸡的数量维持在年均 67000 只。它还授权西部鱼类和野生动物管理局——一个州立机构的联盟——监控这项工作的进展情况。(29)总体上讲,其理念就是要让"各州在物种管理中起引导作用,"阿舍说。

不是所有人都认同这种共赢的论调。一些国会议员正试图阻止这一计划,至少有十二个企业集团,四个州和三个环保团体正在联邦法院挑战该计划。可以料想,企业集团和各州总体上认为该计划太过分:而环保人士则说这说他力度还不够。(30)"联邦政府正把管理这种鸟类的职责赋予导致鸟类灭绝的同一批企业,"生物学家杰伊.里宁格尔说道。

## Text 3

#### 【答案解析】

31、[答案][D] what deep reading requires cannot be guaranteed

[解析]细节题。根据题干回文定位到第二段第一句

"what makes…management techniques don't seem sufficient", ,但是这句并没有提及原因。真正的原因是第二段最后一句

"Deep reading requires not just time, but a special kind of time which can't be obtained merely by becoming more efficient"。(深度阅读需要的不仅仅是时间,而且仅仅通过高效率所获得的那种时间也不够),因此选项 D what deep reading requires cannot be guaranteed 为正确答案。

32、[答案][B] make passing time fulfilling



[解析]细节题。根据题干回文定位到第三段第五句: we feel a pressure to fill these different-sized bottles (days, hours, minutes) as they pass。故正确答案应该与 to fill...相一致。这句话中将时间单位天,小时和分钟比喻成了不同大小的瓶子。而压力来自于我们填充这些大小不一的瓶子时,即把自己的时间充实起来时。故正确答案为选项 B,其中 passing time 是原文 as they pass 的同义替换,making ... fulfilling 是 to fill 的同义替换。

# 33、[答案][D] achieve immersive reading

[解析]细节题。根据题干定位到第四段第二

句: ...such ritualistic behavior helps us "step outside time's flow" into "soul time。 (这种仪式化行为指代有助于我们从拜托时间流进入灵魂阅读),soul time 即选项 D 中 immersive reading (沉浸式阅读),故正确答案为选项 D。题干"scheduling regular times for reading helps"是题干中的"such ritualistic behavior helps"的同义改写,"soul time"是"immersive reading"的同义替换。

# 34、[答案][A] reading becomes your primary business of the day

[解析]细节题。根据题干中的 carry a book with you at all times can work if, 可以定位到第四段倒数第二句 "providing you dip in often enough, so that reading becomes the default state"(假定你经常沉浸在阅读中,以至于阅读成为一种默认设置),因此可以确定选项 A reading becomes your primary business of the day(阅读成为你一天中的主要事情)为正确答案。

## 35、[答案][B] How to Find Time to Read

[解析]主旨题。根据文章首段转折之后出主旨。

But one specific complaint is made especially mournfully: There's never any time to read。(但是其中一个特别悲哀的抱怨是:没有时间阅读)。第二、三、四段都在论证深度阅读才是解决之道。因此选项 D how to find time to read 为正确答案。

### 【全文翻译】

(31-1) 让这个问题更加棘手的是常用的时间管理技巧似乎并不充足。网络上充斥着关于挤时间读书的诀窍文章:"放弃电视"或"总是随身携带一本书。"(31-2) 但以我的经验来看,靠这些方法挤出的那 30 分钟是没有什么作用,坐下来读书的时候与工作相关的思维还在飞速运转,或者你已经非常疲劳,最不想要的就是一本有难度的书籍。小说家和批评家蒂姆.帕克斯提到,现代思维"完全倾向于交际。人们不是单纯的被打断,而实际上就倾向于打断"。深度阅读需要的不只是时间,而是一种仅靠提高效率所无法获得的特殊时间。

事实上,"提高效率"本身就是问题的一部分。将时间视为一种需要最大化的资源意味着你将它作为工具, 认为某个特定时刻只有在有利于向某一目标推进时才算过得有价值。相反地,深度阅读需要人们愿意接受



无效率、无目的,甚至是浪费时间的风险。像完成任务清单一样利用时间空档你只能进行目的性强的阅读——有时管用,但却不是最有效的那种。(32)"未来就像空瓶子,顺着一个无法停止、没有尽头的传送带走向我们",嘉里.厄博尔雷在他的著作《神圣的时间》中提到,"要在这些不同大小的瓶子(天、小时、分钟)经过时填满它们,这让我们很有压力,因为如果他们经过时没有被填满,我们就浪费了它们"。这种心态不利于让自己沉浸在一本书中。

那么到底怎么做才有效? (33)说来可能令人惊奇——设置固定的阅读时间。你可能觉得这会助长看重效率的心态,但实际上,厄博尔雷提示说,这样的惯性行为会帮助我们"步出时间流之外"而进入"心灵时间"。为减少分心,你可以只读纸质书,或是在专用的电子阅读器上阅读。 (34)"总是随身携带一本书"也可以发挥作用,让你能够经常进入阅读状态,并使得阅读变成一种日常习惯,可以从中暂时抽身关照一些事物后,再重新浸入阅读中。真正美好的一天是:你不再感觉你是在"挤时间读书",而是你在读书时挤出时间做其他的事。

#### Text 4

## 【答案解析】

36、[答案][B] having a family with children

[解析]根据题干给出的 mark, successful life 等词可以定位到第二段的第一句话, successful life 可以找到原词, 而 mark 对应 milestone, including 后面的内容就是这种生活的特征,包含"结婚,有孩子,有家,60 岁退休",和选项对比,只有 B 项符合原文给出的特征,属于同意替换。A 项这里未提,略有干扰的是后面 but 句中的 different paths,但这和题干不符,C 项的退休后工作和原文刚好相反,D 项未提到。

#### 37、[答案][C] attach importance to pre-martial finance

[解析]根据题干给出的段落序号可以定位到第三段,另又提到 young people,故可以定位到第三段开头第一句话。题干问的是年轻人倾向于……,题干中的 tend 在这句话中可以找到同意置换词 more likely,句子中后面有 5 个 to do 表示年轻人倾向于做什么,所以答案就在这些动词不定式中。和选项对比,只有 C 项符合原文的含义"婚前或者有孩子之前要有经济保障",属于同意替换。A 项这里未提,也不符合当下年轻人的生活习惯,B 项和原文刚好相反,原文说的是经常换工作来提升职业,而选项说的是长时间做一份工作,D 项只是有 childcare outside the home 和原文一样,但是原文说的是父母都工作对孩子好,选项则是说年轻人更注重照顾孩子,两者含义并不相符。

#### 38、[答案][D] reach almost all aspects of American life

[解析]根据题干给出的 the priorities and expectations 等词可以定位到第四段的第一句话的中间,that 后面的内容是对这两个名词的修饰,故答案应该在这个从句中。和选项对比,只有 D 项符合原文。



## 39、[答案][D] getting established is harder for the young

[解析]根据题干给出的 young and old 等词可以定位到第五段开头,这句话有冒号,解释 key point,所以答案应该在冒号之后,题目问的是他们同意什么,也就是观点,所以可以再缩小范围为 believe 后面的内容为正确选项的含义。和选项对比,只有 D 项符合原文,属于同意替换。A 项和 C 项这里均未具体提及,B 项相对干扰性强,但是文中只是提到说在实现这些重要成就时,晚辈会比长辈遇到更艰难的挑战,并不是说老辈比晚辈创造了更多的成就,故排除。

## 40、[答案][C] His parents' good life has little to do with a college degree

[解析]根据题干给出的 Schenider 可以定位到最后一段开头。这段话开头就说这个人认为今天的生活更艰难,后面的内容都在介绍他的生活。因为题干除了这个人名之外并没有给出其他更细定位的信息,可以选择从选项定位入手反推正确答案。A 项"他毕业后找到一个理想工作",文章只在最后一段第二句后面说到这个问题,但并没有说这个工作是 dream work,故排除。B 项的 work steady 在第三局也有提到,但并没有说是父母认为的,故排除。C 项说到父母的好生活在第四、五句有提到,尤其引号中的内容和选项相符,故为正确答案。D 项认为工作很有挑战性,这并没有提到,属于无中生有。

# 【全文翻译】

- 一项最新的民意测验发现,在经济和人口结构剧烈变化的背景下,美国的年轻一代正描绘着一个通 往成功的全新的 21 世纪路径图。
- (36)许多成功生活的传统标<mark>志性事件,包括结婚、生子、买房和在六十多岁</mark>时退休,这在美国数代人中一直得到认同。虽然年轻人与老年人对于什么才是美满生活的终点线并无分歧,但他们通向这一目标的路径却是大相迳庭的。

调查发现, (37) 与较为年长的成年人相比, 刚刚开启人生的年轻人更重视在工作中获得的个人满足感, 更相信他们通过定期跳槽来谋取职业发展, 更喜欢配有丰富的公共服务和生活节奏较快的社区, 更认同伴侣应该在结婚或生子前先确保经济无忧, 更坚信父母双亲都外出工作才能给孩子提供最好的条件。

从职业到社区和家庭,这些反差表明,在经济大萧条的炽热余烬中,那些刚刚开始人生之路的人们正定义着其优先策略和预期事宜,(38)而这将越来越多地影响美国生活的各个方面,从消费倾向、居住格局到政治领域。

- (39)年轻人与年长者在一个关键点上是一致的:两个群体中的绝大多数人都认为,当代年轻人开启人生旅程比其前辈们更加困难。与其年长者相比,年轻人对当今那些人生刚起步的人的前景更乐观一些,但是两个群体中的大多数都相信,相较其前辈,那些刚刚起步的人更难攀升到一些标志性的成就,比如拥有一份收入不菲的工作,组建家庭,管理债务和找到负担得起的住房。
- (40) 皮特.施耐德认为如今人生进阶更加艰难。27岁的汽车技师施耐德来自芝加哥郊区,他说自己在大学毕业后好不容易找到一份工作。尽管现在工作稳定,他说道,"我个人还是负担不起每月的贷款,所以我不得不把房间出租给别人来确保还贷"。回顾过去,他对于自己小时候父母没有完成高等教育也能为孩子们



提供舒适的生活感到不解,"我一直生长在一个中上阶层家庭,而父母谁都没有大学文凭,"施耐德说道。"我 觉得现在在人们已经不可能再这样了。"

## Part B

# 【答案解析】

## 41、[答案]D (Express your emotions)

[解析]emotions 一词在本段中原词复现了两次,而且出现了其下义词,比如 sad, angry,本段最后一句提到对待情绪的方式是: acknowledge and express what we feel appropriately。选项 D 与此完全对应。因此确定正确答案为 D 选项。

# 42、[答案]F (Be easily pleased)

[解析]该段通过举例来说明段落主题,提到 it cost less than a fiver but she was overjoyed,本句话的含义是"虽然礼物不值钱,但是让她特别开心"。并且核心词 overjoyed 与小标题 F 中 pleased 属于近义词。该段第二句话在转折后提到 the reality is these things have little lasting impact on our happiness levels,即"这些东西对我们的幸福水平影响很小。"接着最后一句总结到"感激生活中的小事情是提升我们幸福感的一个好方式",因此本段重点在于强调要感激生活中的小事情,所以正确答案是 F 选项。

## 43、[答案]A (Be silly)

[解析]该段开头提及一个问题,那么问题的答案正是本段的中心句。第二句正是对问题的解答,根据本句话的前半部分: if we adults could indulge in a bit of silliness and giggling,核心词 silliness 与选项 A 中的 silly 为同源词,因此确定选项 A 为正确答案。

## 44、[答案]B(Have fun)

[解析]首先明确本段中第二句为转折句,在找段落中心时,是必读部分。本句话含义是"成年人有能力按照自己的想法去享受时光(enjoy the things)",紧接着下句举例说明享受的这些快乐的事情分别有哪些。因此本段重点在于说明成年人可以按照自己的意愿享受快乐时光。故选择 Have fun。

# 45、[答案]E (Don't overthink it)

[解析]该段主题句是段落首句 it's important to add that we shouldn't try too hard to be happy,强调"我们不应该着急要快乐"。第二句借科学家的话提到这样做的不良影响,下文更是引用哲学家庄子的话来证明这一论点,最后一句再次突出,我们应以孩子为榜样,对于孩子来说,快乐不是一个目标,而是他们生活方式



的自然副产品。可见,该段整体上是总分的结构,先提出论点再论证。此外 too hard 与选项 E 中的 overthink 属于近义表达,natural 与 overthink 是反义复现。因此,答案选 E。

# **Section III Translation**

# 【参考译文】

超市旨在吸引顾客在自己店内停留尽量长的时间。原因很简单:顾客在店里停留的时间越长,看到的商品就会越多;而看到的商品越多,你就会买的越多。超市有大量商品。根据食品营销研究院所说,普通超市大概有 44000 种不同的商品;很多超市更是会比普通超市多上万种商品。众多选择足以让顾客面临各种信息,不堪重负。根据脑部扫描实验,需要做这么多的决定很快就会使我们难以承受。大约购物 40 分钟以后,大部分顾客就无法试图做出理性的选择,而会冲动购物——此时,在购物车里,我们已经装了一半根本没想买的东西。

Section IV Writing

略