

2021 研究生入学考试英语复试辅导

1.英文自我介绍的目的:

1. 你的自我介绍能让老师了解你大致的英文水平
2. 老师能从你的自我介绍中切出一个感兴趣问题并就此成为 topic 讨论下去。
*英语口语离不开句子的积累和平时的练习。

2.常见的问题

(1) 模板的使用

- 1.使用各种模板之前:一定不能照搬,一定要结合自己的实际情况,另外自己整理好的模板一定不能给自己挖坑。
- 2.自己整理好的模板:反复思考,如果导师从你的模板中摘一个点来提问,你是否能够回答?模板中涉及到的点,你一定要事先预想导师会提问的点。

(2) 开场

重要性:引起老师的注意,把他们的思绪从上一个复试者身上拉回来。

可以是一个很简单的句子。但一定要铿锵有力,切勿扭扭捏捏,落落大方很重要。

开场小技巧:考生有自己的一个编号开场介绍时说一下的编号,会显得比较正式。

例: I am glad to be here for this interview. First let me introduce myself. I'm ...(姓名), my Number is...(编号).

(3) 没听清楚提问

反应:有些时候,考生可能没听清老师的提问,这是很正常的,如果你遇到这种情况,千万不要慌,你可以微笑着说一声抱歉,麻烦老师再重复一遍他的问题。

请求重复:

1. Sorry i didn't get the meaning of this question, could you show me again?
2. Excuse me.I can't quite follow you. Would you please say it again?
3. I beg yur pardon?

以反问形式弄清问题:

这个方式通常比让老师重复更好,因为老师会在你理解的基础上进行肯定或否定或补充,利于自己快速确定理解定位。

1. Could I understand your question like this...?
2. I think you were asking me about..... Am I right?

(4) 一时语塞或忘词儿时

反应：为了不影响正常发挥和得分，同时又能争取到思考时间，可以设计用记得的模糊词进行替代，或采用一些填充语句来进行缓冲。

1. It's something like...
2. It's a kind of thing to...
3. Well, let me see...

(5) 口语表达过程中出错了错误

反应：口头表达出现错误时,不要慌,整个面试过程中--点错误没有也不太可能的,重要的是要淡定,及时进行纠正补救。

1. I mean..
2. That is to say... .
3. In other words...
4. I'll put it(in) this way...

(6) 出现冷场情况

- 1.从容面对。首先不能眼神闪躲，要冷静微笑着直视老师眼睛。
- 2.大脑里迅速回放一下讲的内容，再进行一个总结，千万不要废话连篇找话讲点到即止。
- 3.如果答案已经讲完无话可讲了，可以强调申明已经答完了，以提醒导师进行下一话题。

3、你以为是简单的提问,其实是有坑的

措施：很多导师的提问其实是有坑的,所以在回答老师问题之前,你可以停顿三四秒想一下问题 ,这个停顿时间不会让老师觉得你卡场,停顿会让人觉得你是在经过思考之后才做出回答的。切勿张口就来,不然掉坑里就非常不好。

- 1.如果老师提问"What can you tell me about yourself? ("关于你自己,你能告诉我些什么?")"

这并不是完全的在问你自我介绍的内容,这时候你就可以从自己准备好的自我介绍里面摘取一部分来回答。比如:特长、特点、--些荣誉及经历、考研目的、计划..

- 2.如果老师提问"What is your greatest strength? ("你最突出的优点是什么?")

这种时候切勿过分吹嘘自己,要把握好一个度。 可以说-下自己的长处,自信回答就行,切勿自负。

- 3.如果老师提问"What is your greatest weakness? ("你最大的不足是什么?")

切勿单纯的一股脑的把自己的不足全扯出来,也不要说自己没有任何不足处。可以说-一个自己的不足,还要表明你在予以改进,并且还有克服不足的计划。

最后一定要自信大方!

自我介绍（范）

Good morning. I am glad to be here for this interview. First, please let me introduce myself. My name is ***, I come from *****, the capital of *****Province. I graduated from the***** department of ****University in July, 2017. In the past two years | have been preparing for the postgraduate examination while I have been teaching ****in NO. ****middle Schooland,I was a headteacher of a class in junior grade two. Now all my hard work has got a result since I have a chance to be interviewed by you. I am open-minded, quick in thought and very fond of history. In my spare time, I have broad interests like many other youngers, such as reading books, especially those about *****. Frequently I exchange with other people by making comments in the BBS

on line. In addition, during my college years, I was once a Netbar technician. So, I have a comparative good command of network application. I am able to operate the computer well. I am skilful in searching for information in Internet. I am a football fan for years. Italian team is my favorite. Anyway, I feel great pity for our country' s team.. I always believe that one will easily lag behind unless he keeps on learning. Of course, if I am given a chance to study ***** in this famous University, I will spare no effort to master a good command of advanced *****.

【20 复试助攻】复试口语争取得满分

1. 考研原因

There are several reasons.

I have been deeply impressed by the academic atmosphere when I came here last summer. In my opinion, as one of the most famous ***** in our country, it provides people with enough room to get further enrichment. This is the first reason.

The second one is that I am longing for doing research in ***** throughout my life. It's a pleasure to be with my favorite ***** for lifetime. I suppose this is the most

important factor in my decision.

Thirdly, I learnt a lot from my ****job during the past two years. However, I think further study is still urgent for me to realize self-value. Life is precious. It is necessary to seize any chance for self-development, especially in this competitive modern world.

In a word, I am looking forward to making a solid foundation for future profession after two years study here.

2.研究生期间你的计划

First, I hope I can form systematic view of ***** . As for ***** , my express wish is to get a complete comprehension of the formation and development as well as ***** . If possible, I will go on with my study for doctorate degree.

In a word, I am looking forward to making a solid foundation for future profession after two years study here.

3.介绍你的家乡

I am from ***** , a famous city with a long history over 2,200 years. It is called "Rong

Cheng"because there were lots of banians even 900 years ago. The city lies in the eastern part of the province. It is the center of politics, economy and culture. Many celebrities were born here, for instance,Yan Fu, Xie Bingxin, Lin Zexu and so on .You know, there is a saying that "The greatness of a man lends a glory to a place". I think the city really deserves it. The top three art wareareShoushan Stone, cattlehorn combs and bodiless lacquer ware. In addition, it is famous for the hot springs.They' reknown for highquality. Visitors at home and abroad feel it comfortable bathing here. There is my beloved hometown.

4.你的家庭

There are four members in my family; my parents, my cute cat of 9 years old and me. My father is a technician in the Fujian TV station. He often goes out on business. So most of the housework is done by my industrious mom. Climbing at weekends is our common interest. The fresh air and natural beauty can help us get rid of tiredness. They can strengthen our relation, too. During my preparing for coming here, my parents' love and support have always been my power. and | hope in future | will be able to repay them.

5.你的大学

***University is the oldest one in the province. It was founded in ***and covers an area of over ***mu. The building area is ***square meters. It develops into a comprehensive university with efforts of generations, especially after the reform and opening up. It takes the lead among the ***universities with nice teaching and scientific research ability. The library has a storage of *** books. Various research institutes are set up including 52 research centers. There are teaching research experimental bases. For example,thecomputercenter, analyzingtest center, modern education technical center and so on.

一. 常用句式

(1) 表达本科所学专业 and 方向:

如果你所学专业下没有细分方向,则只说本科所学专业就可以了:

1.My undergraduate major is (本科所学专业名称), and I specialized in (本科所学专业方向).

2.也可以说 The subject | learnt in my university is (本科所学专业名称).

如果你现在是在校学生,即将拿到学位,在研究生阶段继续学习本专业,可以说:

I' m about to complete myundergraduate study at (你就读院校的全名) and to receive

myBachelor' S Degree in (即将获得的本科学位名称). | wish to continue my study in

this are

(2)表述籍贯:

1.若你的家乡不是省会城市,是某个省的大城市:

I' m from (城市), a major city in (省份).

2.若你的家乡是个美丽的小城镇:

I' m from (城市), a beautiful city in (省份). It' s quite famous its (你家乡的特色美景等).--如果没有很出名的特色 ,可以不讲。

(3)表述自己的经历:

1.若你曾在某公司实习过: I have an internship at (实习的公司名称).

I have some practical experience in this area, and I cooperated quite well with others.

2.表述选择这个学校或专业的原因: The reason for my choice is tha....

3.表述贵校有很棒的教学设备和研究平台: It provides the top quality facilities for (你想学的专业) and the best platform for further research in this area.

二、常用词汇

1.关于性格

Honest	诚实
easy-going	随和
Energetic	精力充沛的
quick-learning	学习能力强的
Confident	自信
Perseverance	坚持
Dedication	奉献
team-spirit	团队精神
Flexible	灵活
leadership skills	领导能力
Helpfulness	乐于助人
positive attitude	乐观态度
Caring	关心他人
sense of humor	幽默感
Cheerfulness	乐观

Fiendliness	友爱
Edaptabltiy	适应能力
work well with Oher	善于与他人合作
Focus on projects	专一
work under pressure	能承受压力
get along well with others	相处和睦
2.关于生活	
Microblog	微博
Netizen	网民
Follower	粉丝
Podcast	播客
Profile	个人资料
working link	有效链接
upload	上传
personal interests	个人爱好
Attachment	附件
privacy sttns	私人设置
Blogger	写博客的人
The Age of Blogs	博客时代
Homepage	主页
social networking website	社交网络
3.关于理想目标	
Blueprint	蓝图
key university	重点大学
turning point	转折点
master degree	硕士学位
Target	目标
material/spiritual life	物质/精神生活
outlook on life	人生观
material/spiritual pursuit	物质/精神追求

to live in vain	虚度一生
in pursuit of sth	追求(某物)
to set a goal	确定目标.
to realize self-worth	实现自我价值
Contentment makes happiness	知足常乐

4.关于文化传统

cultural heritage	文化遗产
cultural facilities	文化设施
Beijing Opera	京剧
cross talk	相声
Chinese martial arts	武术
Chinese painting	国画
Museum	博物馆
art gallery	画廊,美术馆
cultural/historical relics	文物
Antique	古董
Collection	收藏品
auction house	拍卖行
to unearth/excavate	出土
ancestor/forefather	祖先
rituals/social customs	社会习俗
folk tales	民间传说
The State Administration of Cultural Relics	国家文物局

5.关于学历

Undergraduate	本科
Graduate	研究生
Freshman	大一学生
Sophomore	大二学生
Junior	大三学生
Senior	大四学生

Degree	学位
diploma	文凭
Certificate	证书
bachelor' s degree	本科学位
master' s degree	硕士学位
an equivalent education level	同等学力

6. 关于个人经历

Scholarship	奖学金
thesis	论文
Supervisor	导师
intern	实习生
Internship	实习期
part-time job	兼职
students' union	学生会
president of the students' union	学生会主席
secretary	干事
student leader	学生干部

三、39 个常见面试问题

- 1、 Would you please make a brief introduction about yourself ?
- 2、 Why did you take the MBA examination? Would you please say something about the currently MBA program in China ?
- 3、 Why do you choose RENMIN University to study MBA? Tell me a little about RENMIN University from your understanding ?
- 4、 How do the people around you review MBA ?
- 5、 What's the difference between MBA program at home and abroad ?
- 6、 If you failed this time what will you do in the near future ?
- 7、 Why do you want to be a part of MBA students ?
- 8、 Why do you think you are qualified for MBA program ?

- 9、 Do you have a career plan in 5 years ?
- 10、 Do you have a study plan if you were accepted as a MBA student ?
- 11、 What's your opinion about the requirement that a MBA student must have working experience ?
- 12、 How do you define marketing or management ?
- 13、 Do you think English is quite important in MBA study ? Why ?
- 14、 Do you think MBA training courses will help you a lot in your future life ? Why ?
- 15、 What do you want to do after your MBA study ?
- 16、 What is the most important qualification that a MBA student should have ?
- 17、 Say a little about teamwork ?
- 18、 Say a little about management ?
- 19、 How communication works in organizations ?
- 20、 Tell me the relationship between the management and management theory ?
- 21、 What will you do if you can't find a job ?
- 22、 Do you think that the economy will get better ?
- 23、 Who are you currently employed with ?
- 24、 What kinds of opportunities are you looking for ?
- 25、 What is your biggest accomplishment on the job ?
- 26、 What joy did you enjoy the most and why ?
- 27、 What would your former boss say about you ?
- 28、 Why did you leave your last job ?
- 29、 Please tell me a little about your working history?What kind of fields ?
- 30、 Say a little about your educational background ?
- 31、 What are your strengths and weakness ?
- 32、 What do you do in your spare time ?
- 33、 What is your impression of Beijing ?
- 34、 What is CFO? If you were a CFO,what would you do ?
- 35、 What is the difference between sales and marketing ?
- 36、 What do you think is the most important as a manager ?
- 37、 What changes do you anticipate in our school ?

38、 Which is the best course in our school ?

39、 does our school provide some guidance of job to MBA ?

最后可以说: Thank you for giving me the chance. I hope to see you again and soon .

四、 11 个非常规问题总结

1、 It is the 15th Century. How do convince the Pope that the Earth is round ?

2、 If I gave you an elephant , where would you hide it?

3、 Why are soda cans tapered on the top and bottom?

4、 How much RAM does a PC need to run Windows95?

5、 You are in a boat on a fresh water lake. In your hand is a rock. You throw the rock into the lake. How is the lake's water level affected ?

6、 If it rained music, what would grow ?

7、 Describe your best friend and what he or she does for a living ?

8、 In what ways are you similar or different from your best friend ?

9、 What are your career's strengths and how do you capitalize on them ?

10、 Are you a happy person ?

11、 According to JRM. Jr, a fast growing software company asked this question.....you have a wealthy aunt who weighs 300 pounds. Tell me how you would redesign her toilet ?

五、 考研复试英语口语： 案例面试问题

A chain of grocery stores currently receives its stock on a decentralized basis. Each store deals independently with its suppliers. The president of the chain is wondering whether the firm can benefit from a centralized warehouse.

What are the key considerations in making this decision ?

A magazine publisher is trying to decide how many magazines she should deliver to each individual distribution outlet in order to maximize profits. She has extensive historical sales volume data for each of the outlets. How should she determine delivery quantities?

六、7 类压力面试问题总结

- 1、What kinds of people do you find it difficult to work with ?
- 2、What are some of the things you find difficult to do ?
- 3、How would you evaluate me as an interviewer ?
- 4、What interests you least about MBA ?
- 5、How do you handle rejection?
- 6、What is the worst thing you have heard about our school ?
- 7、See this pen I'm holding. Sell it to me.

七、六类行为面试问题总结 (已补全答案)

- 1、Describe the best/worst team of which you have been a member.

答案范例:记得在高_二时,那会我们在一个郊区的新校区上学,由于交通十分不便,所以在学校只能每天再教室学习,在班主任的支持下,我们开展了-系列的班级活动,不仅丰富了同学们的课外生活,而且增进了我们的友谊。

Remember in high school, we will be in a new campus in the suburb ['sbs:b] to go to school. Due to the traffic is very inconvenient, so we can only learn in the classroom every day. With the support of the teacher, we carried out a series of class activities. These activities not only enrich the students' extracurricular [ekstrak'rkjul2] life, but also enhance [n'haens] our friendship.

- 2、Tell me about a time when your course load was heaviest. How did you get all of your work done ?

告诉我你的课程负担最重的时候。你是怎么把你的工作做完的?
思路参考:我会制定好学习计划,每天把时间分成还几个时间段,在不同的时间段完成不同的工作。

I will make a good study plan. Divide time into several time periods ['prarad] each day , and i will do different jobs at different times.

- 3、Give me a specific example of a time when you sold someone on an idea or concept.

思路参考:首先我要做的是让我的想法能吸引他,然后就是让他心甘情愿地听取我的建议,在此之后,我们有可能会深入的探讨相关问题。

First of all I want to do is get my idea to attract him, then let him be most willing to

listen to my advice, after this, we may discuss relevant ['relrv(a)nt] problems deeply.

4、Tell me about a time when you were creative in solving a problem.

思路参考:首先,我会了解造成这类问题的原因,然后总结以前解决该类问题的方法和经验,在此基础上,尝试提出新的解决措施。

First of all, I will understand the cause of the problem. Then i will summarize the methods and experience to solve this kind of problem. on the basis of this,i try to propose new solutions.

5、Describe a time when you got co-workers or classmates who dislike each other to work together.

思路参考:描述--次你有同事或同学不喜欢彼此一起工作。 在--次班级活动时,由于某些同学对该活动不感兴趣,所以不想加入我们。但是经过其他同学的劝说,最终我们还是达成了共识,活动效果也非常好。

In a class activity, because some students are not interested in the activities, so they do not want to join us. But after other students to persuade [pa'swerd], we have reached a consensus [kan'sensas], and the activity effect is also very good.

(自己加个事例补充详细即可。)

6、Tell me about a time when you made a bad decision.

Short Answer:

"When I was doing an audit for a small company, there was a problem with one of the accounts. I tried to contact the company to ask questions, but they were not there. I made the decision to keep looking for the answer. Four hours later, they returned my call and I realized it was a simple typo. I wasted 4 hours of my day. In this case, I was too sensitive about detail. So I learned how not to be so detailed and picky."

Long Answer:

"In my first month working at Tiffany's selling jewelry, I made a poor decision by

making an assumption. A person buying an engagement diamond wanted to see some rings. It's not polite to immediately ask for a price range, so I showed the person a variety of rings. He pointed to a ring that was about twelve thousand dollars. The diamond ring he pointed to was one of the more expensive ones | showed him. Eager to sell him the ring, I explained the quality of the ring, explained our satisfaction guarantee policy to him, and made sure he was comfortable with making a purchase at Tiffany's. He bought the ring, and | thought | made a great sell. However, it turns out that on my day off, he came in and exchanged the ring for one that was twenty five thousand dollars. It was one of the rings that | didn't show him. So basically, I made a bad decision on selling him what he first pointed out instead of showing him more options. I assumed that the initial ring he selected was the price range he was looking for. I never made that mistake again and I learned that I shouldn't assume so much."

This example is geared towards sales, but like I said earlier, make sure to clearly explain the situation, identify the decisions, explain why it was a bad decision, and most importantly what you learned by making a poor decision.

八、 11 个传统面试问题总结

1、 What can you tell me about yourself?(关于你自己,你能告诉我些什么?)

In high school | was involved in competitive sports and | always tried to improve in each sport | participated in. As a college student, I worked in a clothing store part-time and found that I could sell things easily. The sale was important ,but for me ,it was even more important to make sure that the customer was satisfied .It was not long before customers came back to the store and specifically asked for me to help them .I'm very competitive and it means a lot to me to be the best.

分析: 这一问题如果面试没有安排自我介绍的时间的话。这是一个必问的问题。考官并不希望你大谈你的个人历史。是在寻找有关你性格、资历、志向和生活动力的线索。

答案译文: 在高中我参加各种竞争性体育活动,并一直努力提高各项运动的成绩。大学期间,我曾在一家服装店打工,我发现我能轻而易举地将东西推销出去。销售固然重要,但对我来说,更重要的是要确信顾客能够满意。不久便有顾客返回那家服装店点名让我为他们服务。我很有竞争意识,力求完美对我很重要。

2、What would you like to be doing five years after graduation?

在毕业以后 5 年内你想做些什么?

I hope to do my best I can be at my job and because many in this line of work are promoted to area manager,I am planning on that also.

分析: 你要清楚你实际上能胜任什么。

答案译文: 我希望能在我的职位上尽力做好工作,由于在同领域工作的许多人都被提为区域负责人,所以我亦有此打算。

3、What is your greatest strength?(你最突出的优点是什么?)

I feel that my strongest asset is my ability to stick to things to get them done.I feel a real sense of accomplishment when I finish a job and it turns out just as I'd planned. I've set some high goals for myself. For example,I want to graduate with highest distinction. And even though I had a slow start in my freshman year, I made up for it by doing an honor's thesis.

分析: 这是很多面试考官喜欢问的一个问题,这是你“展示自己”的最佳机会,不要吹嘘自己或过于自负,但要让雇主知道你相信自己,你知道自己的优点。

答案译文: 我认为我最大的优点是能够执着地尽力把事情办好。当做完一件工作而其成果又正合我的预想时,我会有一种真正的成就感。我给自己定了一些高目标。比如说,我要成为出色的毕业生。尽管在大学一年级时我启动慢了些,但最终我以优等论文完成了学业。

4、What is your greatest weakness?(你最大的弱点是什么?)

I'm such a perfectionist that I will not stop until a job is well done.

分析: 你不应该说你没有任何弱点,以此来回避这个问题。每个人都有弱点,最佳策略是承认你的弱点,但同时表明你在予以改进,并有克服弱点的计划

答案译文: 我是一个完美主义者。工作做得不漂亮,我是不会撒手的。

5、How do you feel about your progress to date?(对于你至今所取得的进步你是怎

样看的?)

I think I did well in school. In fact, in a number of courses I received the highest exam scores in the class. As an intern for the X Company, I received some of the highest evaluations that had been given in years.

分析: 绝不要对你以前的所作所为表示内疚。

答案译文: 我认为我在学校表现不错。事实上,有好几门功课我的成绩居全班第一。在某公司实习时,我获得了该公司数年来给予其雇员的好几项最高评价。

6、 Why did you choose peking university ?

7、 Why did you choose MBA ?

8、 What would you like to be doing five years after graduation ?

9、 What has been your greatest accomplishment ?

10、 Describe your greatest strengths and weaknesses ?

11、 What have you learned from the jobs you have held ?