2019年中南财经大学通用笔译初试真题回忆

【翻译硕士英语】
题型：
·20个词汇语法选择题，1.5分/个；
·4篇阅读理解，每篇5个选择题，2分/个；
·英语作文，Is learning foreign languages a waste of time？150词以上，30分。

回忆：
一、语法词汇选择题，只记得几个题目，大致是这个意思吧，可能有语法错误，请见谅。

1.考察have sb后面的形式。
They won the match, because the coach have them ---every day this week.
A. practice B. to practice C. practiced D. practicing.
2. We hang up some paintings on the ---wall.
A.empty  B.blank C.vacant D.bare
3. I wish you ---me yesterday.
A. could tell  B.had tell  C.tell  D.would tell

二、阅读理解：
（一）
To understand the marketing concept, it is only necessary to understand the difference between marketing and selling. Not too many years ago, most industries concentrated primarily on the efficient production of goods, and then relied on \\\"persuasive salesmanship\\\" to move as much of these goods as possible. Such production and selling focuses on the needs of the seller to produce goods and then convert them into money.
Marketing, on the other hand, focuses on the wants of consumers. It begins with first analyzing the preferences and demands of consumers and then producing goods that will satisfy them. This eye- on-the-consumer approach is known as the marketing concept, which simply means that instead of trying to sell whatever is easiest to produce or buy for resale, the makers and dealers first endeavor to find out what the consumer wants to buy and then go about making it available for purchase.
This concept does not imply that business is benevolent or that consumer satisfaction is given priority over profit in a company. There are always two sides to every business transaction--the firm and the customer—and each must be satisfied before trade occurs. Successful merchants and producers, however, recognize that the surest route to profit is through understanding and catering to customers. A striking example of the importance of catering to the consumer presented itself in mid-1985, when Coca Cola changed the flavor of its drink. The non-acceptance of the new flavor by a significant portion of the public brought about a prompt restoration of the Classic Coke, which was then marketed alongside the new. King Customer ruled!
1.The marketing concept discussed in the passage is, in essence, \_\_\_\_\_\_.
A．the practice of turning goods into money
B．making goods available for purchase
C．the customer-centred approach
D．a form. of persuasive salesmanship
2.What was the main concern of industrialists before the marketing concept was widely accepted? \_\_\_\_\_\_
A．The needs of the market.
B．The efficiency of production.
C．The satisfaction of the user.
D．The preferences of the dealer.
3.According to the passage, \\\"to move as much of these goods as possible\\\" (Lines 3-4, Para. 1) means \\\"\_\_\_\_\_\_\\\".
A．to sell the largest possible amount of goods
B．to transport goods as efficiently as possible
C．to dispose of these goods in large quantities
D．to redesign these goods for large-scale production
4.What does the restoration of the Classic Coke best illustrate? \_\_\_\_\_\_
A．Traditional goods have a stronger appeal to the majority of people.
B．It takes time for a new product to be accepted by the public.
C．Consumers with conservative tastes are often difficult to please,
D．Products must be designed to suit the taste of the consumer.
5.没找到原题

（二）
Most people think of a camel as an obedient beast of burden, because it is best known for its ability to carry heavy loads across vast stretch of desert without requiring water. In reality, the camel is considerably more than just the Arabian equivalent of the mule. It also possesses a great amount of intelligence and sensitivity.
The Arabs assert that the camels are so acutely aware of injustice and ill treatment that a camel owner who punishes one of the beasts too harshly finds it difficult to escape the camel’s vengeance. Apparently, the animal will remember an injury and wait for an opportunity to get revenge.
In order to protect themselves from the vengeful beasts, Arabian camel drivers have learned to trick their camels into believing they have achieved revenge. When an Arab realizes that he has excited a camel’s rage, he places his own garments on the ground in the animal’s path. He arranges the clothing so that it appears to cover a man’s body. When the camel recognizes its master’s clothing on the ground, it seizes the pile with its teeth, shakes the garment violently and tramples on them in a rage. Eventually, after its anger has died away, the camel departs, assuming its revenge is complete. Only then does the owner of the garments come out of the hiding, safe for the time being, thanks to this clever ruse.
1.. Which of the following is mentioned in this passage?
A.        The camel never drinks water.
B.        The camel is always violent.
C.        The camel is very sensitive .
D.        The camel is rarely used anymore.
2. It is implied in the passage that\_\_\_\_.
A.        the mule is a stupid and insensitive animal.
B.        the mule is as intelligent as the camel.
C.        The mule is an animal widely used in the desert.
D.        The mule is an vengeful animal.
3. From the passage we can conclude that \_\_\_\_.
A.        camels are generally vicious towards their owners.
B.        camels usually treat their owners well.
C.        camels don’t see very well.
D.        camels try to punish people who abuse them.
4. The writer makes the camel’s vengeful behavior clearer to the reader by presenting \_\_\_\_.
A.        a well-planned argument
B.        a large variety of examples
C.        some eyewitness accounts
D.        a typical incident
5.没搜到原题
（三）（四）忘记考的啥了

三、英语作文，Is learning foreign languages a waste of time？150词以上，30分。

【翻译理论基础】
一、英汉词条互译，30个，一分/个。
命运共同体，
论语
志同者不以山海为远
Even mountains and seas cannot distance people with common aspirations.
东盟
中国国际进口博览会
进口许可
计算机辅助翻译
同比增长
离岸金融
合同法
侵犯知识产权罪
Border wall
Silver bullet
Single Market
impeachment
offseason
minority government
Own Goal
outbound tour
Asia-Pacific Free Trade Area

二、段落翻译
（1）第一篇考的关于金庸的翻译，搜了很多次，没有搜到原文，我说一下大致意思吧。
查良镛以其笔名金庸闻名。从上世纪五十年代，开始在报纸上连载小说。他的变现价值是《哈利波特》和《星球大战》的总和。他笔下的武侠世界，英雄侠客侠肝义胆，有江湖义气，常常一言不合就在路边的酒馆里舞刀弄棒，他笔下的公主隐瞒身份，乔装打扮成夜行的刺客。他笔下的“江湖”，本义是“河”“湖”
，实际指英雄侠客闯荡江湖、朝廷鞭长莫及的地下世界。如同\*笔下的……以欧洲为根基，金庸将武侠世界编织进了中国历史。

\*我搜了一下China Daily上面相关表达大家可以看一下。
武侠小说泰斗
grandmaster of wuxia novels

Louis Cha Leung-yung, one of the most influential Chinese novelists, and better known under the pen name Jin Yong, died on Tuesday afternoon in Hong Kong Sanatorium and Hospital. He was 94. Readers across China pay tribute to the grandmaster of wuxia, or martial arts and chivalry, novels.
中国最有影响力的小说家之一、武侠小说泰斗金庸(原名查良镛)于10月30日下午在香港养和医院逝世，享年94岁。国内读者纷纷缅怀金庸。

➤金庸以其创作的武侠小说(martial arts and chivalry novels)著称于世，他的著作在华语世界(Chinese-speaking world)的销量超过3亿册。1955年连载于香港《新晚报》的《书剑恩仇录》(The Book and the Sword)是金庸创作的第一部长篇武侠小说。

➤金庸一共创作了15部脍炙人口的武侠小说，最后一部是1972年完成的《鹿鼎记》(The Deer and the Cauldron)。他的小说被改编成电影、电视剧和广播剧，给全球华语社区的文化发展都带来了深远影响。

➤在这位文坛巨匠去世之后，人们纷纷表达了缅怀之情(tributes poured in after the literary giant\\\'s passing)。香港特区行政长官林郑月娥代表香港特别行政区政府向金庸的家人致以深切慰问(express deep condolences)。林郑月娥表示，金庸对中华文化和香港媒体的发展做出了莫大的贡献。香港电影编剧家协会会长庄澄说，金庸是\\\"中国的莎士比亚(China\\\'s Shakespeare)\\\"，也是中国编剧界的\\\"泰斗\\\"(the \\\"grandmaster\\\" of Chinese screenwriters)。

[相关词汇]
集体回忆 collective memories
侠骨柔情 chivalrous tenderness
武林 the overall world of the martial artists
侠义 chivalric code and righteousness

（2）第二篇是合同翻译

On the basis of the principal of equalityand mutual benefit, through friendlyconsultation, whereas Party A agrees toentrust Party B to sell the products ofParty A in the appointed areas, now thispresents witness that is hereby agreedbetween the parties hereto as follows.
Article 1
Both parties hereto shall ensure their legal positions of corporate organizationsand the qualification to sell the productsas specified in this Contract. Both partiesshall exchange the duplicated documentations of relevant certificatessuch as business license and tax registration certifcate.

      Article 2 Delivery and Shipment

       For each order confirmed by Party A, Party A shalldeliver the goods within three (3) working days upon andfrom the receipt of all the payment from Party B.

      Except Party A fails to deliver the goods on schedule orlParty B fails to make the payment for the force majeure(unpredictable, unavoidable and insurmountable).

      When taking delivery of the goods, Party B shall makeunpacking inspection on the site. Where any shortage,damages or loss is found, Party B shall notify Party A in written form in the same day.

  甲乙双方本着平等互利，协商一致的原则，就甲方授权乙方在指定区域经销甲方产品的有关事宜，达成如下协议:
第一条
合同双方保证自已是合法存在的法人组织，具有经营与经销本合同指定产品的资格，并互换《营业执照》，《税务登记证》等有关证件的复印件。

第二条 交货与运输
   每份经甲方确认后的订货单，甲方应在收到乙方全部货款后3个工作日内发货。
   发生人力不可抗拒因素(不可预测、不可避免、不可克服等)，使甲方不能按时供货或乙方不能按时交付货款的情况除外。

（3）第三段落：政府类翻译，和APEC峰会有关，
国家领导人在巴布亚新几内亚出席亚太经合组织工商领导人峰会）

这次工商峰会的主题“在颠覆性变革时代促进包容：规划共同未来”，寓意深刻。当今世界正处于大发展大变革大调整时期。经济全球化大潮滚滚向前，但保护主义、单边主义为世界经济增长蒙上了阴影。新科技革命和产业变革蓄势待发，但增长新旧动能转换尚未完成。国际格局深刻演变，但发展失衡未有根本改观。全球治理体系加快变革，但治理滞后仍是突出挑战。

The theme of this CEO Summit, “Inclusion in the Age of Disruption: Charting a Common Future”, couldn’t be more important. The world today is going through major development, transformation and change. While economic globalization surges forward, global growth is shadowed by protectionism and unilateralism. A new revolution in science, technology and industry is in the making; but old driving forces are yet to be replaced by new ones. The international landscape is undergoing profound changes, but imbalance in development is yet to be addressed. The reform of the global governance system is gathering momentum, but improving its efficiency remains a major challenge.

（4）第四段落是关于中美贸易战商务翻译，来自Financial Times，英国《金融时报》

The Federal Reserve raised short-term interest rates for a third time this year and signalled it will forge ahead with plans to gradually tighten policy even as central bankers face White House pressure for low borrowing costs and concerns over the trade war with China. The Federal Open Market Committee boosted the target range for its key rate by another quarter point to 2 to 2.25 per cent, in the eighth increase of the current cycle, while teeing up a further increase at its meeting in December. The Fed dropped previous assurances that policy is “accommodative” as it removes the economic stimulus it put in place during the crisis. Median forecasts released by the Fed’s policymakers pointed to one more rate rise this year, followed by three increases in 2019 and another in 2020 — in line with previous expectations.

美联储(Federal Reserve)今年第三次提高了短期利率，并暗示将继续推进逐步收紧货币政策的计划，即便央行官员们面临白宫要求其将借款成本保持在低水平的压力，以及围绕对华贸易战的担忧。联邦公开市场委员会(FOMC)再度将其关键利率的目标区间提高0.25点，至2%-2.25%，这是当前周期的第八次加息，同时预测将在12月开会时再一次加息。美联储删除了之前有关保持货币政策“宽松”的保证，这家美国央行正在移除它在危机期间实施的经济刺激。美联储政策制定者发布的中位数预测显示今年将再加息一次，之后在2019年加息三次，2020年加息一次——与之前的预期一致。

【百科】
题型：
一、人文地理单选15个，每个2分；
二、法学多选5个，2分/个，
法学名词解释4个，2.5分/个，
法学简答题2个，5分/个
三、经济学
名词解释5个，2分/个
简答题5个，4分/个
四、应用文写作
给了一段背景信息，请你给联想（上海）公司写一篇投诉信，450词左右。20分。
五、汉语大作文
以“电动汽车的现状与未来”为题，800字以上。40分。

回忆：
只记得部分人文地理选择题：
1、中国面积最大的淡水湖是？
2.莎士比亚哪部戏剧是“王子的复仇”？A.哈姆雷特 B.麦克白 C李尔王 D.奥赛罗
3.琵琶曲《十面埋伏》指的是哪场战争？A赤壁之战 B.淝水之战 C.垓下之战
4.世界上最长的河流？A尼罗河 B亚马逊河 C密西西比河 D.长江
5.中国最早发现的纸币出现在哪个朝代？A唐朝 B宋朝 C元朝 D明朝
6.“山重水复疑无路，柳暗花明又一村”是谁的诗句？A 陆游 B苏轼 C辛弃疾 D李白
7.中国最早的中医学著作？A千金方 B黄帝内经 C伤寒杂病论 D本草纲目
8.在太空外绕地球飞行，会出现什么现象？
A质量消失 B水滴呈球状漂浮 C物体下落速度加快
9.“金屋藏娇”和哪位皇帝有关？
10.双手握拳，举过头顶，鞠躬，叫啥？A稽首 B顿首 C叩首 D长揖

名词解释：
\*法律词条：意外事件，法律规避，股份有限公司、证据保全
\*经济学词条：经济学，理性，均衡数量，正常物品，萧条

\*法学简答：
1.仲裁协议的概念及需要具备的条款
2.商行为及特征

\*经济学简答题：
1.你的汽车需要修理。你已经为修理变速器花了500美元，但它仍然不能正常运行。你能以2000美元的价格按现状出售你的汽车。如果你的汽车可以修好，你可以卖2500美元。再花300美元保证可以修好你的汽车。你应该修理你的汽车吗？为什么？
答：应该。因为修理汽车的边际利益是2500-2000=500，而边际成本是300，与原来修理用的钱是无关的。
2.
假设一个国家生产农产品较具优势（有更肥沃的土地），而另一个国家生产制成品较具优势（有更好的教育体制和更多的工程师）。如果每个国家都生产它较具优势的东西并进行贸易，总产量比每个国家都生产所需要的农产品和制成品增加了还是减少了？
答：如果两国专业化生产并进行贸易，总产量更多，因为各方都在做自己效率最高的事。
3. 为什么向买者征税和向卖者征税是相同的？
答：因为税收是打入买者所支付的和卖者所得到的之间的楔子。无论是买者还是卖者，实际上都把税交给政府，并不会有什么差别。
4.为什么管道学徒工的工资总是低于管道师傅？
答：①因为学徒的边际产量值少。
②学徒以增加其人力资本和未来收入的形式得到了部分报酬。
5.一个社会的目标之一是平等或公正的分配资源。如果每个人都有相等的能力并同样辛勤的工作，你将如何分配资源？如果人们的能力不同，而且一些人工作勤奋，另一些人工作懒惰，你将如何分配资源？
答：①每个人能力相等时，平等要求每个人得到相同的份额，因为他们能力相当并工作同样努力。
    ②人们能力不同时，平等要求人们得不到相同的份额，因为他们能力不相同，工作努力度也不同。