

<<全国各类成人高考>>

图书基本信息

书名：<<全国各类成人高考>>

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作者：齐平昌 编

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内容概要

本丛书具有以下几个特点：

1. 解析精要，针对性强。

丛书各科的“考点精解”部分力求以精练简洁的文字及精选的历年试题来全面解说《复习考试大纲》之考试内容，并辅以解题技巧，以逆向思维的方式，力助考生把握考试内容，强化应试能力。

丛书各科的模拟试卷部分亦严格按照《复习考试大纲》所规定的题型、内容和难易比例编写，全面覆盖了《复习考试大纲》的知识点。

在每套模拟试卷后，不仅给出了“参考答案”，而且还设有“解题指要”，即扼要指出该题所考查的能力、解题方法及考生解题时应注意的问题等，实用性、针对性强，可使考生通过做题而举一反三、融会贯通地掌握所学知识。

2. 结构新颖，学练结合。

丛书各科的内容分为上下两编；上编为考点精解，下编为应试模拟；既有理论层面(基础知识)的精讲，又有实践层面(模拟试题)的精练；学练结合，便于经过第一轮基础知识复习的考生通过对本书的学与练，巩固考纲所要求掌握的知识，从容应对考试。

3. 名师荟萃、质量可靠。

本丛书的作者均为长期从事成人高考命题研究的专家、学者及一线辅导教师，他们熟谙成人高考命题的思路、原则、方法以及考生的知识基础状况，具有丰富的经验。

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章节摘录

版权页：Warman's, the makers of office materials, had advertised for a travelling salesman. Mr. Barlow applied for the job, and soon afterwards was invited to the company's head office to meet Mr. Snell, the sales manager. Mr. Snell asked Mr. Barlow what experience he had had as a salesman. "I worked as a salesman for a brush company until six months ago. I sold brushes, dusters, tins of polish, things like that. I went from door to door selling direct to housewives. "Mr. Snell then asked him why he had left that job. "Well, to be honest, it was very hard work," Mr. Barlow replied. "It meant walking sometimes six or eight miles a day. But the real reason for leaving was that I didn't think very highly of the goods that I was selling. They were not of the best quality, and that made it difficult for me to be sincere when I had to tell housewives what wonderful brushes they were. I knew perfectly well they wouldn't last beyond a month. What's more, the pay was rather poor. I realized after a while that I wouldn't be able to support a family on the money I was earning. ""I see," said Mr. Snell. "So what did you do next ? ""For the last six months I have been a salesman in a department store," said Mr. Barlow. "And do you think you could sell Warman's office materials with clear conscience ? " Mr. Snell asked. "Do you think you could be sincere, as you put it, about selling the papers, inks, copying-machines and so on that we produce here ? "Mr. Barlow said that he thought he could; that Warman's office materials enjoyed a very high reputation, and that in his department at Caldwell's he sold almost nothing else. He said he had always wanted to work for a big company with a good name ; to travel all over the country, selling goods to other companies, rather than to housewives on doorstep; and——he added with a smile——to enjoy the money and the working conditions offered with the job for which he had applied.

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