

《中考英语阅读理解专项训练及答案（37）》

阅读下面的短文，从每题所给的四个选项(A、B、C和D)中，选出最佳选项。

A

One day, while I was sitting in my office, my secretary announced that a gentleman was outside and wanted to see me. I told her to ask him to come in. As soon as he entered, I knew he must be a salesman. He introduced himself in a friendly manner, and we started to chat. He told me that he had some products that would help my company. After listening to him for a while, I realized that his products were not suitable for us. I tried to be as polite as possible, but finally had to tell him that we couldn't buy what he was selling. He reacted as if he had been insulted, but there was nothing I could do about it.



1.What is the meaning of the underlined word "salesman" in the passage?

- A. A person who sells products or services to customers.
- B. A person who works in a company and takes orders from customers.

C. A person who has a lot of money and spends it on expensive things.

D. A person who is always trying to sell things that people don't need.

2. Why did the author think the man must be a salesman when he first saw him?

A. Because the man had a suitcase with him.

B. Because the man had a friendly face.

C. Because the man was standing outside and wanted to see the author.

D. Because the man introduced himself in a friendly manner.

3. What did the salesman say when he realized that he couldn't sell his products to the author?

A. He reacted as if he had been insulted.

B. He said that he would go and find another customer.

C. He asked the author why he didn't want to buy his products.

D. He said that he would try to lower the price of his products.

4. What does the author mean when he says "After listening to him for a while, I realized that his products were not suitable for us"?

A. The products were too expensive for the company to afford.

B. The products were not what the company needed to improve its business.

C. The products were not good enough for the company's business strategy.

D. The products were not popular among the company's employees.

5. What can we learn from this passage?

A. We should always be polite to people who come to see us at work.

B. We should always be careful when dealing with salesmen at work.

C. We should always try our best to help people who come to see us at work.

参考答案：

1.正确答案是：A. A person who sells products or services to customers.

文章中提到"he was a salesman", 意思是他是一名销售人员。因此, salesman的意思是向顾客销售产品或服务的人。

2.正确答案是：D. Because the man introduced himself in a friendly manner.

文章中提到“他以友好的方式介绍自己”, 这表明他表现得很友好, 因此作者认为他一定是销售人员。

3.正确答案是：A. He reacted as if he had been insulted.

在文中作者写道“他反应好像他被侮辱了一样”, 说明这位销售员在被拒绝购买他的产品后感到受到了侮辱。因此, 答案为A。

4.正确答案是：B. The products were not what the company needed to improve its business.

作者在听了一会儿销售员的话后, 意识到销售员推销的产品并不符合公司的需要。因此, 选项B是正确的, 即这些产品并不是公司需要的来改善业务的产品。

5.正确答案是：B. We should always be careful when dealing with salesmen at work.

文章中提到作者遇到了一个不合适的销售员, 因此我们应该小心对待工作中的销售人员。因此, 我们可以从这篇文章中学到的是, 我们应该时刻保持警惕, 谨慎对待工作中的销售人员。

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