

國立臺北科技大學

101 學年度四年制二、三年級轉學生招生考試

四技二年級 應用英文系

第一節 英文閱讀與寫作 試題

第一頁 共二頁

注意事項：

1. 本試題共 6 題，配分共 100 分。
2. 請標明大題、子題編號作答，不必抄題。
3. 全部答案均須在答案卷之答案欄內作答，否則不予計分。

Direction: The Reading and Writing test is designed to test your ability in critical reading and writing of academic topics. Read the article(s) thoroughly and write short essays that analyze issues and support your views. A successful essay will be at least 300 words. Please be reminded that illegible writing to cause difficulty in reading will not be graded.

It is far better to negotiate face to face when personal, nonverbal cues matter. For example, is this a deal in which the other side might be tempted to lie or shade the truth? Are the parties professionally or emotionally invested in what's at stake? These situations often reveal themselves through nonverbal cues.

Some research indicates that people are less likely to lie in person, perhaps because they fear that the other side will detect their deception. Indeed, in a face-to-face negotiation we see the sideways glances of the other negotiating team, we sense when they are becoming uncomfortable, and we pick up the nonverbal cues that indicate something is more important than their words indicate.

Anecdotal evidence indicates that e-mail or other written messages may have a greater tendency to result in disputes and impasses. The person who receives an e-mail (or fax) may interpret a comment negatively when the sender did not intend it that way. Because the sender is not there to read the facial expression or hear the exclamation of the recipient, he or she can't correct the impression. The original sender is surprised and feels unjustifiably attacked when the return message carries a nasty tone, and responds in kind.

On the other hand, e-mail communication is devoid of emotions. For an inexperienced negotiator, this can be a big plus. He or she is less likely to be emotionally whipsawed by an aggressive negotiator on the other side. And since e-mail makes it possible to reflect on a message before hitting the Send button, one is less likely to give away vital information to the other side. Unwarranted disclosure can be a problem in face-to-face discussions. Some people talk too much. Either through thoughtlessness or an effort to make themselves seem important,

they give away vital information. The chance of doing this is lessened when e-mail is the medium of communication.

Question 1: What are the main ideas in the passage? (10%)

Question 2: What situations could a novice negotiator encounter in a face-to-face negotiation? (15%)

Question 3: Analyze the pros and cons of two negotiation protocols discussed in the above passage. (15%)

Every socioeconomic trend suggests women are storming the barricades of corporate America. But, two recent studies suggest, they aren't getting much help from men.

The first study, a multiyear survey of business-school graduates by the nonprofit research group Catalyst, finds that women are far more likely to help women advance than men are. Debunking the queen bee stereotype, in which female bosses are especially hard on their female subordinates, the study found that 73 percent of women who mentored colleagues helped other women, while only 30 percent of men did. "The biggest surprise for me was that men are doing so little for women, says Catalyst chief Ilene Lang. "I really thought that there were more men speaking up."

Not only are men not speaking up, some are holding women back. The second study, conducted by social scientists at Harvard, NYU, and the University of North Carolina, evaluated how men's domestic lives affected their treatment of women in the workplace. It found that those whose home lives are most traditional—married men with stay-at-home wives—were more likely to have retrograde attitudes toward women at the office. These men were more likely than their peers to deny women promotions, to be distrustful of female leaders, and to have negative views of workplaces with many female employees. One of the study's authors calls this attitude "benevolent sexism," where men see women as delicate creatures to be cared for and protected, not fierce professionals to be respected and obeyed. These are people who watch *Mad Men* and really relate to the office vibe.

All in all, the studies give reason to be optimistic about working women in generations to come. Certain men may be intractable, but as more women achieve leadership positions, they'll be better able to help others follow in their footsteps. Christine Silva, lead researcher of the Catalyst study, calls it "a virtuous cycle." A few years down the road, we could find ourselves addressing yet another study: how women with stay-at-home husbands treat their male colleagues at work.

注意：背面尚有試題

Question 4: Discuss the meaning and implications of the following statements. (20%)

(1) "Debunking the queen bee stereotype, in which female bosses are especially hard on their female subordinates, the study found -----"

(2) "A few years down the road, we could find ourselves addressing yet another study: how women with stay-at-home husbands treat their male colleagues at work."

Question 5: What does "benevolent sexism" mean? Is it a form of chivalry and/or a reincarnation of gender discrimination? Discuss your views. (20%)

Question 6: Given that the conclusion drawn from the two studies is valid, in addition to what is analyzed and interpreted, are there other underlying assumptions of the current conclusion? Provide your analysis. (20%)