



National
Qualifications
2019

X745/77/11

**Mandarin (Simplified)
Reading and Translation**

WEDNESDAY, 29 MAY

9:00 AM – 10:30 AM

Total marks — 50

SECTION 1 — READING — 30 marks

Attempt ALL questions.

Write your answers clearly, in **English**, in the answer booklet provided. In the answer booklet you must clearly identify the question number you are attempting.

SECTION 2 — TRANSLATION — 20 marks

Attempt to translate the whole extract.

Write your translation clearly, in **English**, in the answer booklet provided. In the answer booklet you must clearly identify the section number you are attempting.

You may use a Chinese dictionary.

Use **blue** or **black** ink.

Before leaving the examination room you must give your answer booklet to the Invigilator; if you do not, you may lose all the marks for this paper.



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SECTION 1 — READING — 30 marks

Attempt ALL questions

Read the whole article carefully and then answer, in English, ALL the questions that follow.

The article is about the famous Chinese businessman Ma Yun.

马云谈中国创业

“穷小子” 马云

马云是一位中国有名的商人。十五年前，他非常穷，什么都没有。因为他的数学不好，马云高考落榜三次，没有考上他的理想大学。他和同学
5 一起去很多地方申请了工作，包括警察局，酒店，甚至是快餐店。最后大家都找到了工作，只有马云被所有的公司都拒绝了。马云说：“我觉得上帝是想让我自己当老板，开自己的公司。”

马云的成功

十八年前，在马云住的公寓里，马云对他的十八个合伙人说：“总有一
10 天我们可以成立自己的网站，这个网站将会成为全世界的前十大网站。”当时，没有人相信马云，因为马云的团队大多数人没有相关专业的经历。马云毕业于杭州师范学校，那十八个合伙人都是马云的学生和朋友，他们都不是学电脑网络专业的。十八个人中仅三人了解电脑，大多数人完全不懂电脑和网络。他们也没有很多钱，十八个人只凑到一万五千美
15 元。他们更没有社会关系，没有政府的支持。但是马云鼓励他的团队说：“如果我们可以成功，那么世界上百分之八十的年轻人都可以成功！”

在那个时候，十八年前，人们认为中国不会发展互联网，不会有网络
20 商务，更没有人相信网络商务。因为不是每个城市都有网络，那时的中国没有信用卡系统，除了邮局以外，没有其它的运输公司。但是马云相信，这些在不久的将来，中国都会有。在最近一次的演讲中，马云对其他商人说：“商人们认为所有事都很困难，今天难，明天会更难，但是请相信后天，后天会很美好，但是大多数人在明天晚上就会放弃。如果你不努力工作，你就看不到成功。作为一个领导，一个团队的队长，你永远都不应该
25 抱怨，我们必须乐观，这样才有人跟随你，相信你。”

十八年后，马云的公司从一个十八个人的小团队发展到拥有超过五万名员工的大公司。同时，仅在中国他们就有超过五亿的客户。马云的公司还为中国创造了超过三千万的工作机会。

中国市场与年轻人

30 马云在美国的一次演讲中提到，在未来的三十年，中国人必须买质量更好的东西，因为如果他们不这么做，中国将会遭受更多的污染。中国人需要学会如何购买，来改变中国污染的现状。今日的中国，使用互联网的人数比全欧洲的人口都要多。中国已经是世界最大的购买市场，这让中国为国际小型公司提供了最好的发展机会。

35 马云指出我们必须重视年轻人的教育，让年轻人更多关注网络商务，而不是仅仅花时间在电子邮件和网络聊天上。此外，我们还应该鼓励他们学习不同国家的语言和文化。在过去的三十年里，“中国制造”的产品数量大大增加了，因为大多数中国商人都学习外语，而且了解其它国家的风俗，所以他们知道如何让其它国家的人喜欢他们的产品。

40 最后，马云鼓励更多的年轻人学习中文。在中国，像北京，上海，广州等大城市，每一百个年轻人里，至少有八十个人可以说五十个英文单词。如果你去美国，像纽约或旧金山这样的大城市，一百个美国年轻人中，能有多少人可以说二十个中文词语呢？他说：“请你们不要错过中国带来的商机，去发现并了解亚洲发展中国家，每天都要抓住网络商务带来的
45 的机会，请找到那些比你聪明的人，并向他们学习。”

MARKS

Questions

Re read lines 1–7.

1. What do we know about Ma Yun before he became successful? State any **three** things. 3

Re-read lines 8–28.

2. The article discusses Ma Yun's early business career in more detail.
- (a) What was the purpose of Ma Yun's business plan? 1
- (b) Why did no one believe in Ma Yun and his team 18 years ago? State any **four** things. 4
- (c) In the beginning, what did Ma Yun say to encourage his team? 1
- (d) 18 years ago no one in China believed in using the Internet for business. Why was this? 3
- (e) Ma Yun recently spoke to other business leaders. What advice did he give them? State any **two** things. 2
- (f) What statistics show how successful Ma Yun's business is now? State any **two** things. 2

Questions (continued)

Re read lines 29–45.

3. Ma Yun talks about the current situation in China.
- (a) What is Ma Yun’s suggestion for solving the problem of pollution in China? 1
- (b) According to Ma Yun, China provides the best business opportunities in the world for small companies. Why is this? 2
- (c) Finally, Ma Yun encourages more young people to learn Chinese. What other advice does he give? 4

Now consider the article as a whole.

4. What is the writer’s overall purpose in writing about this subject? Justify your response with close reference to the points made and the language used. 7

SECTION 2 — TRANSLATION — 20 marks

5. Translate the underlined section into English: (lines 35–39)

马云指出我们必须重视年轻人的教育 . . . 所以他们知道如何让其它国家的人喜欢他们的产品。

[END OF QUESTION PAPER]

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National
Qualifications
2019

X745/77/12

**Mandarin (Simplified)
Listening and Discursive Writing**

WEDNESDAY, 29 MAY

1:00 PM – 2:45 PM

Total marks — 70

SECTION 1 — LISTENING — 30 marks

Attempt ALL questions.

You will hear two items in **Mandarin**. Before you hear each item, you will have one minute to **study the questions**. You will hear each item twice, with an interval of one minute between playings. You will then have time to answer the questions before hearing the next item. Write your answers clearly, in **English**, in the answer booklet provided. In the answer booklet you must clearly identify which question you are attempting.

You should write your answers for **Section 1 — Listening** on *pages 02-07* of the answer booklet.

SECTION 2 — DISCURSIVE WRITING — 40 marks

Attempt ONE question.

Write your answer clearly, in **Chinese (Simplified)**, in the answer booklet provided. In the answer booklet you must clearly identify which question number you are attempting.

You should write your answer for **Section 2 — Discursive Writing** on *pages 08-15* of the answer booklet.

You may use a Chinese dictionary.

Use **blue** or **black** ink.

Before leaving the examination room you must give your answer booklet to the Invigilator; if you do not, you may lose all the marks for this paper.



* X 7 4 5 7 7 1 2 *

SECTION 1 — LISTENING — 30 marks

Attempt ALL questions

Item 1

Listen carefully to the news item about social media and then answer, in **English**, the questions below.

- | | |
|---|---|
| (a) How do many Chinese people use social networking? | 3 |
| (b) Why is the number of people using social networks increasing? | 1 |
| (c) What benefits do people gain from social networking? | 2 |
| (d) For what purpose do older people mostly use smart phones? | 1 |
| (e) Why are young people always using their mobiles? | 2 |
| (f) What problem might arise for people who spend too much time on social networks? | 1 |

Item 2

Listen to Lingling and Xiao Zhang discussing their views on how Wechat affects their lives, and then answer, in **English**, the questions below.

- | | | |
|-----|---|---|
| (a) | Why does Lingling send a message to Xiao Zhang? | 1 |
| (b) | (i) Why does Xiao Zhang not use Wechat very often? | 1 |
| | (ii) Why does Lingling disagree with Xiao Zhang's opinion of Wechat? | 4 |
| (c) | What does Xiao Zhang say about friends you can make on Wechat? | 1 |
| (d) | (i) How does Wechat make Lingling feel? | 2 |
| | (ii) What does Xiao Zhang usually do to relax? | 1 |
| (e) | (i) What does Lingling think about the information on Wechat? | 2 |
| | (ii) What are Xiao Zhang's concerns about it? State any two things. | 2 |
| (f) | Lingling says her life revolves around Wechat. What advice does Xiao Zhang give her about this? | 3 |
| (g) | According to Lingling, what are the benefits of Wechat for business? | 3 |

[Turn over

SECTION 2 — DISCURSIVE WRITING — 40 marks

Attempt ONE question

Write an essay in **Chinese (Simplified)**, of about 300–400 characters discussing **one** of the following statements.

3. Society

越来越多的女性做高层领导的工作，现在已经不存在男女不平等的
问题了。

Given that more and more women are now in senior management positions, gender inequality no longer exists.

4. Learning

现今网上的学习课程越来越多，将来我们就不需要老师了。

Given the growth of online learning, in the future teachers will not be needed.

5. Employability

志愿者的经历不只是让自己的简历看上更丰富。

There is more to working as a volunteer than improving your CV.

6. Culture

随着全球化的发展，英语越来越普及，其它语言显得越来越不重要
了。

With the development of globalisation it is more important to speak English than any other language.

[END OF QUESTION PAPER]



National
Qualifications
2019

X745/77/22

**Mandarin (Simplified)
Listening Transcript**

WEDNESDAY, 29 MAY

1:00 PM – 2:45 PM

This paper must not be seen by any candidate.

The material overleaf is provided for use in an emergency only (for example the recording or equipment proving faulty) or where permission has been given in advance by SQA for the material to be read to candidates with additional support needs. The material must be read exactly as printed.



* X 7 4 5 7 7 2 2 *

Instructions to reader(s):

For each item, read the English **once**, then read the Chinese **twice**, with an interval of 1 minute between the two readings. On completion of the second reading of item number one, pause for the length of time indicated in brackets after the item, to allow the candidates to write their answers.

Where special arrangements have been agreed in advance to allow the reading of the material, those sections marked **(f)** should be read by a female speaker and those marked **(m)** by a male; those sections marked **(t)** should be read by the teacher.

(t) Item number one

Listen carefully to the news item about social media and then answer, in **English**, the questions below.

You now have one minute to study the questions for item number one.

- (f)** 近年来，社交网络越来越普遍，人们花很多时间在社交网络上。在中国60个城市中，很多人都觉得社交网络很重要，没有办法离开它。有的人用社交网络购物，买东西或者是看电视节目，看电影；还有很多人用它来跟朋友，家人聊天。

用社交网络的人数越来越多了，因为现在几乎每个人都有自己的智能手机。社交网络在我们生活的各个方面都有很大的作用，它给我们的生活带来了许多方便和乐趣。报道发现，现在用智能手机的老年人也越来越多的了，因为他们能用智能手机和家人交流。

社交网络的普及，虽然有很多好处，但是也有很多问题。比如很多年轻人，一直不断的查看手机，因为他们担心如果不看手机，就会错过朋友圈的消息，他们的朋友会离开他们。除此以外，很多人把时间都花在社交网络上，也可能会影响他们的日常生活。

(3 minutes)

(t) Item number two

Listen to Lingling and Xiao Zhang discussing their views about how Wechat affects their lives, and then answer, in **English**, the questions below.

You now have one minute to study the questions for item number two.

- (f) 小张，昨天我给你发的微信，你看了吗？
- (m) 还没呢！有什么事吗？
- (f) 我的数学作业，有些问题，想问你。
- (m) 对不起，我一般不用微信，我觉得用微信很浪费时间。
- (f) 我知道你的意思，可是微信也有很多好处啊！比如，我在学习上有问题的时候，可以用微信找同学帮忙。而且，我每天还用微信查看新闻。此外，用微信发信息和打电话也是免费的，不用花钱。我们还可以用微信付款，买东西。
- (m) 我知道你在微信上有很多朋友。虽然通过微信比较容易交朋友，但是我觉得这样的朋友，不是真正的朋友。
- (f) 但是，有了微信，不但可以让我更快乐，而且还可以减少我的生活压力。
- (m) 我也有我自己的方式让自己放松。比如，每天晚上我都会看书看半个小时。
- (f) 我也喜欢看书，虽然我现在看书没有以前多，但是我在微信上可以看到更多信息。这些信息也更及时，而且是来自世界各地的。
- (m) 对，虽然微信上有很多信息，但是有的是正确的，也有很多是错误的，微信上有很多假新闻。看了以后，不一定有用。
- (f) 社交网络对我来说，几乎就是我的生活！如果一天没有用它，我就觉得很奇怪，不舒服！
- (m) 我觉得你每天用手机的时间不应该超过一个小时。还有，你应该少给朋友发短信，多和朋友们见见面。
- (f) 我同意你说的，但是微信也有很多好处，特别是在商业上，很多公司都用微信发广告，他们还可以用微信来了解客人的想法，并为客人提供更好的服务。
- (t) End of recording.**

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