

面试英语口语

2020年4月



众凯教育

www.zkedu.com.cn

考查形式	学校
在10-30分钟的个人面试中，有 3-5分钟 的英语面试，口头回答 1-3个英语问题 （Q&A）	交大(抽签3选2)/同济/上财/华理/上大/对外经贸等
话题陈述总结	上外，复旦（小组面试最后每人一分钟总结），华师大
听力测试（选择题）	上外

2020提前面试英语真题

Q1: *Have anyone ever told you that you have some weakness?* (安泰MBA)

Q2: *What is your future career plan?* (同济MEM)

Q3: 是否要选用特立独行的人做管理者，如何平衡打破规则与遵守规则? (复旦MBA)



众凯教育

www.zkedu.com.cn

英语面试要求

- ①Fluent 流利 —— exercise 练习
- ②Easy to understand —— use basic words
易于理解 —— 使用基础词汇
- ③Logic 条理性 —— methods 话术
- ④Pronunciation —— as clear as possible
发音 —— 清晰即可



众凯教育

www.zkedu.com.cn

本节课我们如何展开学习？

针对不同方面关于个人信息的Q&A:

- ①高频面试真题
- ②逻辑性回答的技巧方法
- ③发音纠正



众凯教育

www.zkedu.com.cn

面试话题

自我介绍

教育学习

工作经历

兴趣爱好

未来规划

性格特点

家庭生活

专业相关



众凯教育

www.zkedu.com.cn

考查形式Q&A - Personal Introduction

1. What would you like to say?
2. How long?
3. How to start and end?



众凯教育

www.zkedu.com.cn

Personal Introduction

1. Greeting 问候

2. Basic information (Education background)

基本信息（教育背景）

3. Work experience

工作经历

4. Reasons for the project

考研原因/动机

5. Ending 结尾



众凯教育

www.zkedu.com.cn

Personal Introduction 词汇搭建-Greeting

1. Good morning/ afternoon, dear professors.
2. **It's my great honor** to be here to introduce myself.
3. Dear the respectable professors, **I'm glad to be here** for this interview.



众凯教育

www.zkedu.com.cn

Personal Introduction 词汇搭建-basic information

姓名+年龄/籍贯+教育背景

I'm Li Ming.

My name is Li Ming.

I'm from Shanghai.

I come from _____.

I'm _____ years old this year.



众凯教育

www.zkedu.com.cn

Personal Introduction 词汇搭建-basic information

姓名+年龄/籍贯+教育背景

1. I got my **Bachelor's degree** and graduated from _____ University in 2005 and I majored in _____ at that time.

2. In 2012, I entered _____ University, majoring in _____ for 4 years and got my Bachelor's degree.



众凯教育

www.zkedu.com.cn

Personal Introduction 词汇搭建-Work experience

Work experience

1. After graduation, I entered (名字) company as a/an salesperson. (**My main responsibility was to** maintain and develop customers.) **In two years, I was promoted to be a** sales manager and now I need to develop market channels and manage sales team at this position, which inspired me to learn more **management knowledge**.



众凯教育

www.zkedu.com.cn

Personal Introduction 词汇搭建-Work experience

Work experience

2.As for my work, I started my career as a/an teller and **then I quit that job** and now I work in XX bank as a product manager.

This position requires me to make annual demand plan and participate in product analysis and **my performance has been recognized by my superior and colleagues.**



众凯教育

www.zkedu.com.cn

Personal Introduction 词汇搭建-Reasons for the project

1. All my **practical experiences** made me realize my **limitations** in **all-round management knowledge**.
2. I would like to **pursue further education**.
3. I realized that my **management knowledge** should be enhanced.

That's the reason why I am **applying for this program**.



众凯教育

www.zkedu.com.cn

Personal Introduction 词汇搭建-Ending

1. That's all of my introduction.

2. That's all. (同用于其他问题的回答结束语)

Thank you for your attention / listening.

Thanks a lot.



众凯教育

www.zkedu.com.cn

Personal Introduction

1. Greeting
2. Basic information (Education background)
3. Work experience
4. Reasons for the project
5. Ending

在1-2分钟内展现你的亮点
流利 自信



众凯教育

www.zkedu.com.cn

考查形式Q&A

Q&A

自我介绍

教育学习

工作经历

兴趣爱好

未来规划

性格特点

家庭生活

专业相关



众凯教育

www.zkedu.com.cn

考查形式Q&A - 教育学习

Q1: Why did you choose to study this major in your postgraduate stage?



众凯教育

www.zkedu.com.cn

自由问答如何组织语言

方法一：STAR法则

通过情境(Situation)、任务(Task)、行动(Action)、结果(Result)来构建答案。



众凯教育

www.zkedu.com.cn

自由问答如何组织语言-Star法则

Situation: When I was completing my daily work as a product manager in my current company, I found that.....

Task: with the expanding of my team, I am supposed to use more scientific management methods to keep the project going more smoothly.



众凯教育

www.zkedu.com.cn

自由问答如何组织语言-Star法则

Action: And I get to realize that this platform enables me to have scientific/systematic training of these skills and abilities.

Result: That's the reason why I am here and desire to enter this program.



众凯教育

www.zkedu.com.cn

自由问答如何组织语言

方法二：分点回答

逻辑连接词

- 1. First of all, At first, To begin with,*
- 2. Besides, Secondly, What's more,*
- 3. At last, Lastly,*
- 4. In a word, As a result, Therefore, it's a matter of*



众凯教育

www.zkedu.com.cn

自由问答如何组织语言-方法二：分点回答

** run into alumni/schoolmates from different professions and broaden my horizon*

**access more resources in such an excellent platform*



众凯教育

www.zkedu.com.cn

考查形式Q&A - 教育学习

Q2: Why do you choose to further your education in such a period of life?

钻石法则



众凯教育

www.zkedu.com.cn

考查形式Q&A - 教育学习 - 词汇积累

major 专业

professional knowledge 专业知识

improve my management skills

提高管理技能

systematic learning 系统化学习

will be beneficial to my future career

将会对我未来职业有利

learning plan 学习计划



众凯教育

www.zkedu.com.cn

考查形式Q&A - 教育学习 - 词汇积累

put theoretical knowledge into practice

将理论用于实践

share some teamwork with my mentors or my classmates

与导师与同学合作

broaden my horizon 开阔视野

excellent academic atmosphere

良好的学习氛围



众凯教育

www.zkedu.com.cn

考查形式Q&A - 教育学习-缓冲用语

1. *Well, talking about this topic.....*

2. *Speaking of this question,.....*

3. *In my opinion, the most unforgettable thing in my life is when.....*

4. *When it comes to + 问题中的关键词, different people hold different opinions, as for me, I believe.....Because when I.....*



众凯教育

www.zkedu.com.cn

考查形式Q&A - 教育学习-拓展问题

Q3: *What is your learning plan after your entrance?*

(注意逻辑性)

Q4: *Why did you choose our university to further your education?*

Q5: *What do you think of on-line class?* (观点类问题)



众凯教育

www.zkedu.com.cn

考查形式Q&A - 观点类问题

Q5: *What do you think of on-line class?*

When it comes to on-line class, different people hold different opinions. As for me, I suppose on-line class is convenient, as long as you have network and devices, you can have classes. Especially during the epidemic, online classes provide the chances to study at home for students who cannot go to school.



众凯教育

www.zkedu.com.cn

考查形式Q&A - 工作经历

Q1: What is the most challenging part of your job?/What is the biggest challenge in your career?



众凯教育

www.zkedu.com.cn

考查形式Q&A - 工作/实践经历

Situation: When I just graduated from university, I joined in a market development project of the company as a member of the whole team.

Task: I was asked to collect the information and make a report to estimate market potential.



众凯教育

www.zkedu.com.cn

考查形式Q&A - 工作/实践经历

Action: I had no experience so I started to study the process from the documents in the company.

Result: And I finally overcame the difficulty and also helped the new members in my team to adapt to this task. That's the most impressive working experience of mine.



众凯教育

www.zkedu.com.cn

考查形式Q&A - 工作/实践经历 - 词汇积累

intern 实习生

superior 上司

colleague 同事

subordinate 下属

teamwork / collaboration / cooperation

团队合作

fast-learning ability 快速学习能力

adapt myself to new environment 适应新环境



众凯教育

www.zkedu.com.cn

考查形式Q&A - 工作/实践经历 - 词汇积累

challenge 挑战

adjust the working process 调整工作进程

allocate the tasks 分配任务

cooperate in a better way 以更好地方式协作

practical ability 实践能力

promote 升职

get recognized by... 得到.....的肯定

improve myself in different ways

多方面自我提升



众凯教育

www.zkedu.com.cn

考查形式Q&A - 工作经历-拓展问题

Q2: Which kind of role are you playing in your team?

Q3: Please share with us some of your management experience.

Q4: What's your future career plan?



众凯教育

www.zkedu.com.cn

考查形式Q&A - 观点类问题

Q5: *What do you think of working at home?*

Speaking of working at home, different people hold different opinions. On the one hand, working at home saves commuting time for the employees.



众凯教育

www.zkedu.com.cn

考查形式Q&A - 观点类问题

Q5: *What do you think of working at home?*

On the other hand, as a manager, I am concerned that working at home may delay the working progress and lower the efficiency because of some uncontrollable factors such as network problems and the distraction stuff at home.



众凯教育

www.zkedu.com.cn

考查形式Q&A - 兴趣爱好

Q1: Do you have some hobbies?

Q2: What would you like to do in your leisure / free time?

Q3: What would you do to release your pressure in work?



众凯教育

www.zkedu.com.cn

考查形式Q&A - 兴趣爱好

Beginning→Situation→Example(Action)

A: Talking about my hobbies, When I got some spare time, I'd like to watch a movie or read a book with my family, friends or just alone. My favorite book is The Great Gatsby. I can always get some inspirations from the characters in the books/movies.



众凯教育

www.zkedu.com.cn

考查形式Q&A - 兴趣爱好-词汇积累

release pressure 减缓压力

enhance physical fitness 增强身体素质

a way to relax myself 放松自我的方式

would like to do sth.

想做某事

feel like doing sth.

be fond of doing sth.

喜欢做某事

be into sth.



众凯教育

www.zkedu.com.cn

考查形式Q&A - 性格特点

Q1: Could you please tell us some of your weakness?



众凯教育

www.zkedu.com.cn

考查形式Q&A - 性格特点 - 缺点（压力面试）

Beginning→Situation→Example(Action)

A: When it comes to my weakness, I tend to get a little bit upset if I can't finish my work in advance. For example, even if the deadline is on the day after tomorrow, my plan is probably to get everything done today, which is bad to my health because of my staying up late. And I'm trying to correct it.



众凯教育

www.zkedu.com.cn

考查形式Q&A - 性格特点 - 缺点（压力面试）

Beginning→Situation→Action→Result(positive)

When it comes to my weakness, when I took over the management position for the first time, I tend to get a little bit upset if my team members can't follow the original plan I made for them. Later I adjusted my team in time and got used to figuring out the instant problems in the process of every particular task. Now things are getting better.



众凯教育

www.zkedu.com.cn

考查形式Q&A - 性格特点 - 词汇积累

optimistic 乐观的

tend to show initiative 经常展现主动性

have strong willpower 有很强的意志力

down-to-earth 脚踏实地的

adaptable 适应性强的

ambitious 有雄心壮志的

creative 有创造力的

cooperative 善于合作的



众凯教育

www.zkedu.com.cn

2020考研 交大提前面试英语真题

Q1: Do you think children learn new skills more easily than adults?

Q2: What kind of things would you like to spend your energy on?

Q3: What is your motivation to study this program?

Q4: Which one do you think is more important, technology or management?



众凯教育

www.zkedu.com.cn

考查形式Q&A - 问题拓展 - B.S.E(A).

Q1: Which one of your family members influenced you a lot?

Q2: How will you balance your work, family and life?

Q3: What's your future plan in ten years?

Q4: How do your colleagues like you?

Q5: What do you think of work at home?



众凯教育

www.zkedu.com.cn

考查形式Q&A - 问题拓展 - B.S.A.

Q6: *What do you and your family like to do together?*

Q7: *Is there any impressive experience in your campus life/ career?*

Q8: *Do you think you have some problems in learning English?*

Q9: *If you failed this time, what would you do in the near future?*



众凯教育

www.zkedu.com.cn

考查形式-小组讨论总结

*阅读材料阶段迅速整合自身观点

*讨论阶段找准角色，将观点转化成英语关键词

*总结阶段避免重复，着重内容



众凯教育

www.zkedu.com.cn

考查形式-小组讨论总结-不同角色的接序词

No.1: *Here is XXX , nice to talk with you together. Now I will be the first one to briefly summarize the discussion.*

What this case was talking about is that _____.

.....and now I'm glad to listen to the next member.



众凯教育

www.zkedu.com.cn

考查形式-小组讨论总结-不同角色的接序词

No.3: *Actually, there are a lot of things in what the above speakers have said. Now it is my turn to summarize the discussion.*

Personally, I think the reason behind the situation is that____.Therefore, we are supposed to_____.

Thanks for listening.



众凯教育

www.zkedu.com.cn

考查形式-小组讨论总结-不同角色的接序词

No.5: *It's really my pleasure to have this discussion with you.*

As for me, I have my own experience of _____.

I have a deep understanding of this problem.

To make the situation better, my suggestion is that _____.

This is my summary of the discussion.



众凯教育

www.zkedu.com.cn

考查形式-小组讨论总结-不同角色的接序词

The last one: *Just now, our team members have heated discussions about this problem, and have also made their ideas from their own aspects.*

It seems that most of us believe that _____.
And I also suppose that if _____, things will get better.

That's all of my summary, thanks.



众凯教育

www.zkedu.com.cn

考查形式-小组讨论总结-具体案例分析 SWOT分析法

Strength

Weakness

Opportunity

Threat

SWOT



众凯教育

www.zkedu.com.cn

考查形式-小组讨论总结-具体案例分析 SWOT分析法

First of all, talking about the strengths of _____, I think as a (well-known) brand providing _____ service / business, it has done a very good job in _____, which can be proved by the statistics and evaluations.

Secondly, speaking of the weaknesses of the enterprise itself, because of its wide range of business, it can not achieve high-end and proficiency in some specific areas. They may face their own shortcomings of low competitiveness.



众凯教育

www.zkedu.com.cn

考查形式-小组讨论总结-具体案例分析 SWOT分析法

In addition, we should also see that in the current environment, the brand can seize some opportunities, such as _____

Finally, we can not ignore the current threat posed by _____. This company may lose some dominance in this market in the future, which is a potential threat.



众凯教育

www.zkedu.com.cn

英语面试—氛围很重要

**You've done a good job!*——自信

**Let it go.*——口误可以适当忽略

**The show must go on!*——切忌长久停顿与重复

**Hang in there!* ——坚持练习



众凯教育

www.zkedu.com.cn

英语面试—只要你开口，等待你的只有进步

2020考研

交大MEM众凯同学英语面试经验分享

英语面试部分

面试上来就是英文自我介绍（问了很多，当天基本都是英文自我介绍），然后英语老师问了目前工作的工作内容和成就，英语部分就结束了（一共大约3分钟，2分钟自我介绍+一分钟的一道问题）。

众凯教育

www.zkedu.com.cn

英语面试—只要你开口，等待你的只有进步

2020考研

交大MBA众凯同学英语面试经验分享

个人面试英文部分（抽签，签上有三道题，选两道题）

1) 什么事情是你特别热心去做的？

（可以往工作，学习，爱好上去套用）

2) 如果有机会成为博士，你想吗？

（可以往学习提升自我方面套用）

众凯教育

www.zkedu.com.cn

英语面试—只要你开口，等待你的只有进步

2020考研

同济全日制MBA众凯同学英语面试经验分享

稍微小一些。从今年开始同济IMBA个面为全英文模式，但全程共有3位面试官提问，提出的问题不超过10个。这些问题建议用言简意赅的回答方式、直接回答要点。面试老师态度很和蔼，基本感觉不到很大压力，但是在问题上的回答如果遇到很难的问题一定要淡定。

众凯教育

www.zkedu.com.cn

微信搜索公众号“众凯教育”
搜索“面试”，获得更多面试信息



微信扫一扫
使用题库小程序



关注微信公众平台
收获及时备考资讯



扫描二维码下载
众凯网络课堂APP

关注众凯教育

MBA/EMBA/MEM/MPA/MPAcc/GCT

在职硕士辅导专家



众凯教育

www.zkedu.com.cn

非985和211如何拿到交大、复旦MBA面试优秀

原创 黄志刚 众凯教育 2019-06-11

感谢黄同学的面试经验分享，在此，众凯教育祝贺黄同学顺利拿到交大、复旦双C面试优秀，也预祝更多的众凯学员轻松拿优秀。众凯的同学们不但背景优秀，还乐于分享！正因为有你们的经验分享让更多的同学对高校MBA预面试有了更加全面的了解，从而大大提高了众凯其他同学获得好成绩的机会！也欢迎更多同学分享自己的经验心得~



背景再强也不能轻视提前面试---财大mba面试经验分享

原创 姜同学 众凯教育 1月11日

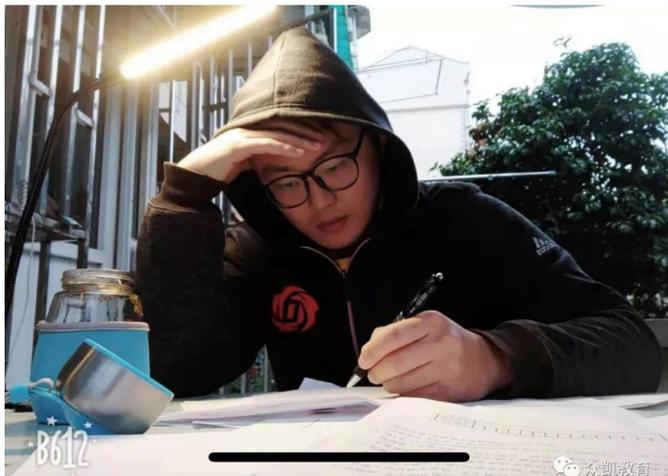


点击上方蓝色字体，关注我们

本文分前言、2018年MBA提前面试经验分享、2019年拟录取经验分享、面试过程中遇到的问题和解决办法、我的建议等方面分享，本文只代表我的经验希望对大家有帮助，每个人情况不一样谨慎吸收。



前言：背景再强也不能轻视提前面试，可能一个问题没问答好，就会与名校MBA失之交臂。



众凯教育

www.zkedu.com.cn

毕业三年、非名校、无管理经验，是如何拿到交大安泰MBA面试优秀的？

原创 静静 众凯教育 1月12日



点击上方蓝色字体，关注我们

本篇文章为2019年参加交大安泰提前面试的经验分享

背景介绍：

与大多数报考MBA且有着丰富管理经验的的同学不一样，我从研究生毕业到现在仅三年工作经验，目前在一家民营企业从事物流地产方面的工作。

看到电脑屏幕拟录取的成绩，我的心情久久不能平复，本次面试结束后，我发现很多个人背景比我优秀很多的人都是B+10，背景不被看好的我反而拿到了优秀，我认为，临场发挥真的非常重要。

要知道，有勇气申请交大复旦这样的学校且材料顺利过审的人，实力都不会太差。面试总共就几十分钟的时间，面试官无法对你进行深入的了解，如何展现自我、体现具有合格管理者的素质（淡定、从容、有逻辑、照顾团队成员感受）才是最重要。

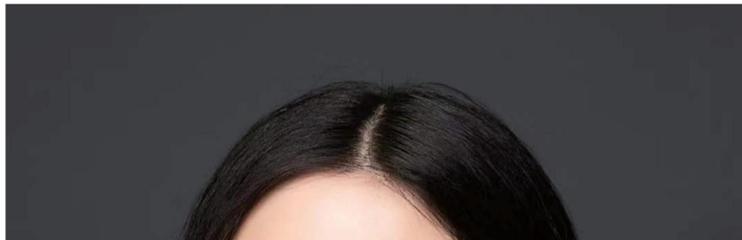
毕业14年两个孩子的妈妈如何拿到交大复旦同济三所名校MBA的面试优秀-经验分享18

原创 陆为琤 众凯教育 2019-08-07

感谢陆同学的面试经验分享！众凯的同学们不但背景优秀，还乐于分享！正因为有你们的经验分享让更多的同学对高校MBA面试有了更加全面的了解，从而大大提高了众凯其他同学获得好成绩的机会！也欢迎更多同学分享自己的经验心得~



不打无准备之仗，方能立于不败之地



众凯教育

www.zkedu.com.cn

英语面试—只要你开口，等待你的只有进步

Let's get it started!

and

Keep going!



众凯教育

www.zkedu.com.cn