

**Describe a place you have been to where there were a lot of people (人很多的地方)**

**You should say**

**Where it is**

**Who you were with**

**What people were doing there**

**And explain why there were lots of people**

思路：可以和 1-4 月份嘈杂的地点合并（可以适当弱化“嘈杂的部分”，多讲人如何如何多），也可以和下一题“新开的店”进行合并。

Recently, there's a newly opened (新开的) coffee shop right next to my university, and apparently, it's been getting really popular lately. I've been there a few times, and let me tell you, it's the best place to hang out with friends or study.

In terms of the whereabouts (所在之处), the coffee shop is located on the corner of the main street, just a short walk from the university entrance (大学正进门处). (地点细节可以改，不要照搬)

The first thing that caught my attention when I entered the coffee shop was the atmosphere/vibes (氛围) of the place. The shop was decorated with lots of plants and colorful art pieces, which created a cozy and welcoming ambiance. I went there with a couple of my classmates, and we ordered a few drinks and some pastries. The coffee was delicious and the pastries were freshly baked (新鲜出炉) and tasted amazing (特别好吃) / out of this world (全世界最好吃).

Moving on to what people were doing there, well, some people were sitting alone, sipping their coffee (抿着咖啡) and being hooked on/immersed in their books or whatever they were doing. Others were having conversations with their friends or colleagues, discussing work or

catching up on their lives (交换信息, 互通有无) . There were also some people in small groups who seemed to be having meetings or discussing some business ideas. (分群体)

The shop had a relaxed and peaceful atmosphere, and I liked how they had soft music playing in the background, you could hear it but not too loud, making it a perfect place to unwind, relax or have discussions.

I guess that's why they have so many customers all the time. It seems to cater to a wide range of people (服务面很广) , from university students studying for exams to professionals having meetings or friends catching up with one another. The nice and friendly vibes is what makes it a popular spot among the locals. Thank you!

### **Part3:**

1. Where do young people like to go?

① Well, for people who are into food and drinks/ foodies (吃货) , they love going to cafes, bars, restaurants to spend time together, meanwhile serviced with nice food and drinks; And for those who are music lovers/ music buffs (音乐爱好者) , concerts, music festivals, or music halls, would be an ideal place to go; what's more, for young people who love sports/ are sporty (喜欢运动的) , gyms, sports centers, or some outdoor sports fields, like a basketball court, a football pitch would be the place to go. Other than that, to name a few more (再列几点) , movie theaters, shopping malls, or even parks, those are all pretty popular locations for young people to kill time. It really depends on their personal interests and preferences. (分群体)

② Well, in general, young people tend to gravitate towards (重心朝向) places where they can socialize, have fun, and meet new people. Like, a movie theater, a shopping mall, a bar, a restaurant, or a park. (原因)

2. Are people happy living in crowded apartments?

I feel that most people wouldn't enjoy a crowded living space. They may feel claustrophobic and anxious (幽闭恐惧症的、焦躁). But it's possible that some people find crowded apartments cozy and intimate (温馨又亲密), as people have very different preferences. Additionally, factors such as the location, amenities (配备的设施), and overall quality of the apartment can also play a role (重要) in determining if people feel happy or not. (主流情况, 特殊情况)

### 3. Which scenic spots will have queues of people?

The most famous landmarks in the world will always have queues of people. There's no doubt about it, especially during holiday. I remember, one spring festival, I went to the West Lake in Hangzhou with my parents. OH my god.... I didn't really see the lake, it was an ocean of people. (讲故事)

### 4. What are the advantages of living on a higher floor?

So the pros of living on a higher floor are. Firstly, the views are better. You may be able to see the city skyline far away in the background, or even the rolling mountains (绵延的山峦) in the back. Nothing can beat those gorgeous views; they can put people in a great mood; Secondly, the higher you live the more sunlight you will get. For people who can't live without natural light, that would be a big big bonus (奖赏)! And thirdly, higher floors tend to be quieter than lower ones, as they are further away from street level noise (街道上的噪音). Anything else...? Ah yes, security could be another benefit, as it is harder for intruders (闯入者) to break in. (罗列)

### 5. What are the disadvantages of living on a lower floor?

Well, firstly, there may be more noise from the street or from neighbors above. Secondly, you won't be able to see those views. And also, there may be less natural light and fresh air. What else, there may be a higher risk of break-ins or theft. I don't like living on a lower floor, haha! (罗列)

**6. What do you think of the phenomenon of people queuing in restaurants for more than an hour? (两个版本回答)**

① Personally, I think it shows that the restaurant has a great reputation for its food and service. To be honest, I'm one of those people who could queue for more than an hour, haha, I don't mind it. I think good food really worth the wait (好食物值得等待) . It's way to show your respect. So, if I had the time, the curiosity and the willingness, I would wait for more than an hour. (原因)

② More than one hour?! Oh I hate it. I find it really silly and sad. Unless it's 5-10 mins, then I'm OK with it. But that's the most I can put up with (能忍受的极限) . Waiting for more than an hour to get a table in a restaurant sounds so frustrating, time-consuming and pathetic (可悲的) . I think a restaurant is just a restaurant, they shouldn't turn customers into slaves (不该把顾客变成奴隶) . That makes me feel inferior (下等人的) and shameless. I prefer to go to restaurants where I can get a table quickly and enjoy my meal without having to wait. (原因)

**Describe a new shop that has recently opened in your town/city (新开的店)**

**You should say**

Where the shop is

What it sells

Who goes to this shop

And explain how successful you think it will be in the future.

Recently, there's a newly opened (新开的) coffee shop right next to my university, and apparently, it's been getting really popular lately. I've been there a few times, and let me tell you, it's the best place to hang out with friends or study.

In terms of the whereabouts (所在之处), the coffee shop is located on the corner of the main street, just a short walk from the university entrance (大学正进门处).

Regarding what this shop sells, well, it's a coffee shop, so obviously they have coffee and freshly baked pastries. In addition to (除了) serving delicious coffee, this shop also sells various types of coffee beans (咖啡豆) and ground coffee (咖啡粉). The baristas (咖啡师) there are very knowledgeable and can help customers choose the right product based on their preferences. This shop also offers snacks and baked goods, for example, croissants (牛角), muffins (玛芬), and scones (司康), which are freshly baked every morning.

(I remember, the first thing that caught my attention when I entered the coffee shop was the atmosphere/vibes (氛围) of the place. The shop was decorated with lots of plants and colorful art pieces, which created a cozy and welcoming ambiance. I went there with a couple of my classmates, and we ordered a few drinks and some pastries. The coffee was delicious and the pastries were out of this world (全世界最好吃).) 这一段不一定要说

Last few times when I was there, I noticed that the coffee shop was attracting a diverse group of people (很多元化的人群), from university students studying for exams to professionals having meetings or friends catching up with one another, and even some tourists. The baristas were friendly, knowledgeable and skilled, and they made an effort to chat with customers and make them feel at home (让他们感到宾至如归). I think this is one of the reasons why the coffee shop is already very popular and successful, as it's not just a place to grab a drink or a bite (随便喝一口吃一口), it's a place where people can connect and make new friends.

Overall, I think the coffee shop will become increasingly successful in the future. It's in a great location, it has a great atmosphere, and it offers delicious coffee and incredible snacks. Plus, I can't speak highly enough

of the service (服务已经好到不能再好了) I received there. The baristas were super friendly and attentive (留心的). They made it a memorable experience for me.

So, yeh, that is the coffee shop. Thank you!

### **Part3:**

1. What kinds of shops are popular in your city?

几种类型都来一遍:

① Nowadays one type of shops is popular in my city. I don't even know how to define them. They are stores that have a little bit of everything related to life. From books and music CDs to home decoration products and art pieces. It's like shops about home and life. Haha. Anyway, we have several shops like this in my city, one is called XXX, there's another one called YYY, and another one that I don't remember the name...but, I guess my point is, each time when I go there, those shops are always teeming with/packed with people (人很多).

② Specialty shops (专卖店) such as boutique clothing stores (精品服饰店) or healthy organic food stores (健康有机食品店) are also becoming increasingly popular. These shops offer unique and high-quality products that cannot be found in larger chain stores.

③ Coffee shops are very popular in my city. These shops are great places for people to relax and socialize, and they often have a cozy environment that is perfect for studying or reading.

2. Why do young people enjoy going to some boutiques? (精品店)

I think, boutique stores are more unique and in style. Young people can always find trendy fashion items in boutiques. They just want to be different, be able to stand out from the crowd. (原因)

3. Do you think location is the key factor that attracts customers?

Location definitely plays a huge role in attracting customers. If a business is situated in a convenient location, it can make a big difference in terms

of customer visits. For example, a coffee shop located in a bustling downtown area or near a busy transportation hub (交通枢纽) will likely get more customers than ones in those less busy locations. However, that being said, location is not everything, it's not the only factor that determines the success of the business. Other factors such as product quality, customer service, and pricing are also very important. (正向假设, 举例子, 转折)

4. What's the difference between a small shop and a large shop? Well, first of all, small shops are usually more personalized, and the staff tends to be more attentive. Customers like how those small shops have their own personal touch (个人风格) and how nicely they're treated. That's what makes them unique/ stand out from the rest of the competition (从竞争中脱颖而出). But at the same time, they often have a more limited selection of products and the prices may be higher than those larger shops. On the other hand, large shops tend to have a much wider range of products. But they may lack the personal touch and attention to detail that smaller shops can offer.

5. How important are price and quality in influencing customer behavior? Price and quality are the most crucial factors in businesses. You might have the highest quality product, but if you set the price too high, you still don't get a lot of clients. And if you set the price very very low, but with the worst quality stuff, people still won't buy. There should be a good balance between price and quality in order to satisfy the needs and expectations of customers. (假设, 原因)

6. Why is cheap fashion so popular?

The way I see it, A, cheap fashion/fast fashion is cheap, therefore, more affordable. It's the perfect solution for people who can't afford high-end designer clothing. And B, fast fashion retailers like H&M, Zara, Mango, they produce new styles at a super rapid pace, allowing customers to keep up with the latest fashion trends without spending every penny they have in the bank (不用把钱花光). However, the downside of cheap fashion is that it can be harmful to the environment and workers in the

**fashion industry**, as it often involves **unethical labor practice** (不道德的劳动剥削)。(罗列，转折)

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