

2001年修订本  
2001 Revised Edition

黄为之 编著

# 经贸中级汉语口语

# Business Chinese (Intermediate)

下册  
BOOK TWO

华语教学出版社

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教学出版社  
SINOLINGUA

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经贸中级汉语口语

下册

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# 再版 前言

《经贸中级汉语口语》,1992 年出版后,受到社会各界的热烈欢迎,被各院校和自学者广泛采用。出版至今,中国的经济贸易形势发生了很大变化,有许多新的内容、新的语言需要学习;在教学实践中,我们也积累了经验,听取了各方面的意见,觉得对本口语教材,现在进行修订、再版,是适时的。

2001 年新版《经贸中级汉语口语》,在保持初版体例和优点的基础上,作了全面修改。全书从原来的 20 课增加到 40 课,由一册分为上、下册,原有的内容作了调整,增加了经贸领域出现的新话题、新词语。上册以货物贸易为主要内容,以贸易洽谈为中心,增加了“信用管理”、“网上贸易”等新的国际贸易运作方式;下册以“大经贸”为主要内容,从“全方位开放格局”的角度,展现经济贸易的各个领域,专业内容和专业语言,更加适应当代中国和国际经济贸易实务。我们相信,这个新版本,会在更高的水准上满足教师和学习者的需要。

2001 年新版《经贸中级汉语口语》的英语翻译是黄震华教授。

对外经济贸易大学  
黄为之

2000 年 2 月

## Preface to the 2001 Edition

Since its publication in 1992, *Business Chinese* (Intermediate) has been well received by people from all walks of life and adopted by many universities, schools and self-taught learners. Since its publication, China's situation of economy and trade has undergone great changes, providing many new contents and expressions worth learning. We have also accumulated experiences in our teaching practice and listened to comments from different sources. We feel now it is the right time to revise the book and publish the revised edition.

While maintaining the format and the merits of the first edition, the revised 2001 edition of *Business Chinese* (Intermediate) is the outcome of a comprehensive revision. The book has been extended from 20 lessons to 40 lessons, and is now divided into two books. The original contents have been adjusted, with new topics and new expressions in the realm of economy and trade added. Book One mainly deals with trade in goods, with business negotiation at its center, with new modes of business operation such as "credit management" and "business on the net" added. Book Two takes "broadly based economy and

trade” as the main content. From the angle of “the setup of all-round opening”, it unfolds the various fields of economy and trade and their specific substance and language, thus being better suited to the contemporary economic and trade practice in China and all over the world. We believe that this new edition will, at a higher level, meet the needs of teachers and learners.

The English translation of *Business Chinese* (Intermediate) is done by Professor Huang Zhenhua.

Huang Weizhi  
University of International  
Business and Economics  
February, 2000

# 原版 前言

伴随我国对外开放的进程,外国人同中国的经济合作与贸易往来,出现了空前未有的高涨热潮。这种高涨的“经贸热”,使大有燎原之势的“世界汉语热”变得更加红火炽热。世界各国的贸易客商,想在华做生意,恨不能三日、五日,十天、半月就学好汉语。为了适应这种“经贸热”,满足外国朋友学习经贸汉语的要求,我编写了这本教材。

这本《经贸中级汉语口语》,是供具有初级汉语水平的外国朋友使用的专业汉语教材,共 20 课,1016 个生词。内容涉及到外国人在中国做生意的各个方面,从建立联系渠道,到洽谈的各个环节,乃至近十年来,在中国大地上兴起的“三资”企业、经济特区、开放城市、乡镇企业、农贸集市以及中国的改革开放政策等等。这些内容,反映了中国实行改革开放以来,对外经济贸易方面的新形势,新课题,新词语。每一课由课文、生词、练习三部分组成。课文都用对话体,是标准的普通话;生词有汉语拼音和英文注释;练习分 A、B 两大组。A 组是重点词语的例解和练习;B 组以灵活运用新课文的语言知识为主,适当重现旧课文的语言知识。在 B 组还有一篇短文,内容风趣,语言生动,为学员提供了当今中国广泛的风俗民情;外国友人在中国做生意,稔熟这些风俗民情也是必不可少的。考虑到经贸中

级汉语专业性强,语言难度大,我们特别把 20 课课文全部译成英文,附在全书之后,这样可减少学习中的困难,帮助外国朋友更准确地理解和运用汉语。书后附有生词总表。

现在常用的对外汉语教材,每一课都由包括“注释”或“词语例释”在内的四部分组成,本书没有完全采用这种体例,省去了“注释”或“例释”部分。我是这样考虑的:凡是需要学生掌握的,就不仅要让学生弄懂,更要让学生会用;所以在“注释”或“例释”之后,应该紧紧伴随适量而有效的练习;如果不要学生掌握,只为理解生词或课文,则只需查查字典或课上点明即可,不需有详尽繁琐的“注释”、“例释”,这样,学生可省去许多精力。

本书由对外经济贸易大学对外贸易理论教授孙玉宗先生审阅全部课文,保证了本书经贸专业知识的科学性;由对外经济贸易大学外贸英语系主任黄震华教授负责全书的英文注释和翻译,黄教授在英译过程中,还对本书的内容提过许多宝贵的修改意见;英籍专家 Angela O' Connell 女士校阅过全部英文译文;对外经济贸易大学校长孙维炎教授最后审定了全书。国家对外汉语教学领导小组办公室诸位领导同志,给本书的编写、出版给予了指导和帮助;我校校领导、出版社和外事处的同志们,都给这本书的出版以大力支持。在此,一并表示由衷的感谢。

黄为之

1991 年 5 月



## **Preface to the First Edition**

Along with China's opening to the rest of the world, there has emerged an unprecedented upsurge among foreigners in developing economic cooperation and trade relations with China. This growing "heat in economic relations and trade" has added to the "world's desire to learn Chinese", which has spread like wild fire. In order to do business in China, many businessmen from all over the world wish that they could learn Chinese in three, five, ten or fifteen days. Faced with this "heat in economic relations and trade", we have compiled this textbook so as to meet the desire of foreign friends to learn business Chinese.

This book, *Business Chinese* (Intermediate), is a textbook of Chinese for specific purposes, which is meant for those who have already acquired elementary Chinese. It consists of 20 texts, with 1016 new words and expressions in all. Its contents cover all aspects that concern a foreigner doing business in China, from the channels of establishing relations to all the links in the chain of business negotiations. It also introduces such phenomena as the foreign-funded

enterprises, special economic zones, open cities, town and township enterprises, markets for farm and sideline products, and China's reform and open policy, which have emerged in China during the past 10 years and more. These contents reflect the new situations, new topics and new expressions used in foreign economic relations and trade since the adoption of the policy of reform and opening to the rest of the world. Each lesson comprises a text, new words and exercises, three parts in all. All the texts are in dialogue form, read with standard Chinese pronunciation. The new words are introduced with *pinyin* and English explanations. Exercises fall into Sections A and B. Section A consists of exemplifications and exercises on key words and expressions, while Section B is mainly for the purpose of flexible utilization of the linguistic knowledge learned from the new lesson, and also for the recycling of what was learned in previous lessons. Also included in Section B is a short article which is lively and humorous. These short articles provide the learners with broad knowledge about present customs and conditions of the Chinese people. Getting familiar with these customs and conditions is also indispensable for foreign friends to do business in China. Considering that a textbook of business Chinese at the intermediate level is rather specialized with a fair amount of difficult language, we have translated all the 20 texts into English and attached them at the back of the book as an appendix. We hope that this will help to reduce the difficulties in learning, and to develop a more accurate understanding of, and a higher level of proficiency in, the Chinese language. A vocabulary list is provided at the back of the book.

The usual format of a Chinese textbook for foreign learners is

that each lesson consists of four parts including a part called notes or exemplifications. We have not exactly followed this format, but have omitted the notes and examples. Our reasons are as follows: For the points that the learners should have a good command of, a mere understanding on their part is inadequate. We must ensure that they can use them competently. Therefore, the notes or exemplifications must be followed by the right amount of effective exercises. However, for those points that the learners do not have to master, the learners only need to look them up in the dictionary for the sake of understanding the text or the new words, or else a brief mention in the classroom teaching will be sufficient. There is no need to include detailed notes and exemplifications for these points, and thus a large amount of the learners' energy can be saved.

Professor Sun Yuzong, a professor of foreign trade theories at our University, went over the manuscript so as to ensure that the knowledge embodied in this book about foreign economic relations and trade is correct. Professor Huang Zhenhua, Dean of the Faculty of International Business Communications of our University, did the English translation for all the texts and explanations. In the course of translation, he also suggested many valuable amendments to the contents of the book. Ms Angela O' Connell, a British expert working at our University, went over the English translation. And finally Professor Sun Weiyan, President of our University, went over the manuscript of the whole book. Leading members from the office of the Leading Group for the Teaching of Chinese to Foreign Learners have provided concrete guidance and financial support for the compilation and publication of the present book. Leading members from our University, and comrades from our University Press and

Foreign Affairs Office have also given substantial support to this book. I hereby extend my heartfelt thanks to all those who have made contributions to the compilation and publication of the present book.

Huang Weizhi

May, 1991

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## 第二十一课 对外贸易的 开放格局

### Lesson 21 Opening Pattern of China's Foreign Trade

#### 一、中国对外贸易的现状和未来

亨 特:爱德华先生,我介绍一下,这是我的中国朋友江奇先生,在外经贸部工作。

江 奇:很高兴认识您,爱德华先生!

爱德华:我也很高兴认识您,江先生!

亨 特:江先生,爱德华先生这次来中国做商业旅行,我们公司负责为他安排一切事务。今天是他的第一项日程安排,就把你给请来了。

爱德华:江先生,在 20 世纪最后一次全球金融危机中,中国的经济不仅没有衰退,反而取得了辉煌成就,实在了不起,所以我来中国做这次商业旅行,要亲眼看看中国。

亨 特:爱德华先生的公司是一家大型跨国公司,

在这种大好形势下,他们决定要进一步扩大同中国的合作。

江 奇:这很好啊,我们热烈欢迎!

爱德华:我注意到,这些年,中国的对外贸易取得了长足进步。

江 奇:是的,在国际贸易中,中国的对外贸易排名已经进入了前 10 名,再过 10 年,中国的进出口贸易总额还会再翻一番。

亨 特:中国的经济建设成就和发展蓝图,向世界展示出无限的经济贸易合作机会!

爱德华:是的,是的,所以我们不愿失去机会!

江 奇:那么,爱德华先生有什么打算呢?

爱德华:啊,我得更深入了解中国未来的发展方向。

江 奇:爱德华先生是不是还心存疑虑?

爱德华:那倒也不是。许多外国公司在中国的成功,已经让我羡慕不已!

亨 特:爱德华先生是想更清楚知道中国未来有什么新举措。

江 奇:噢,以更加开放的姿态迎接未来!积极参与世界和区域的经济技术合作,大力发展双边和多边贸易关系,加快实现市场多元化!

亨 特:这符合全球经济一体化的潮流。

爱德华:世界变得越来越小了,各国人民都需要互相交流,取长补短,共同发展。

江 奇:中国人民愿意为此做出更大的贡献。



## 二、“大经贸”战略

爱德华:江先生,我对您提到的“全方位开放”,十分感兴趣,您能说得再具体一点儿吗?

江 奇:您可能知道,改革开放以前,中国的对外贸易,基本上是单一的货物进出口贸易。

亨 特:好像贸易额也不大。

江 奇:那时我们在世界贸易中的排名是第 32 位。

爱德华:喔,这与中国这样的大国极不相称。

江 奇:更重要的是极大地阻碍了中国同世界各国的交流与合作,束缚了我国国民经济的发展。

爱德华:所以现在要搞“全方位开放”?

江 奇:是的。我们首先是要彻底转变观念,搞大经贸!

爱德华:多大?

江 奇:啊,我们所说的大经贸,是指货物进出口贸易,技术进出口贸易和国际服务贸易。

爱德华:这就意味着,中国将从单一货物贸易转向同世界各国全方位的交流与合作。

亨 特:不是“将从”,中国已经这样做了,而且这几年的发展很快。

爱德华:这样全方位开放,对我们这样的大型跨国公司,有巨大的吸引力。

江 奇:这只是贸易领域的开放,我们所说的“全方位开放”,还包括地域的开放,积极、有效地引进与利用外资,在“引进来”的同时,也“走出去”,大力开拓国内和国际两个市场,实现双向交流与合作。

爱德华:这是名副其实的全方位开放!请问,中国对外国