

商务英语系列教材

全国商务英语研究会推荐教材

商务

英语

听力

3

(学生用书)

Successful Listening

总主编 虞苏美

主 编 沈爱珍



高等教育出版社

务英语系列教材

（学生用书）

听 力

商务 英语

总主编 虞苏美

3

主 编 沈爱珍
编 者 胡金媛 奚翠华
蒋茜茜



Successful Listening

高等教育出版社

图书在版编目(CIP)数据

商务英语听力第3册学生用书/沈爱珍主编. —北京:
高等教育出版社, 2001. 8

ISBN 7-04-009607-2

I. 商… II. 沈… III. 商务—英语—听说教学—
高等学校: 技术学校—教学参考资料 IV. H319. 9

中国版本图书馆 CIP 数据核字(2001)第 059316 号

责任编辑 周俊华 封面设计 吴 昊
版式设计 杨歆颖 责任印制 蔡教燕

书 名 商务英语听力(第3册)(学生用书)
主 编 沈爱珍

出版发行	高等教育出版社	购书热线	010-64054588
社 址	北京市西城区德外大街4号		021-56964871
邮政编码	100011	免费咨询	800-810-0598
总 机	010-82028899	网 址	http://www.hep.edu.cn
传 真	021-56965341		http://www.hep.com.cn
			http://www.hepsh.com
排 版	南京理工排版校对公司		
印 刷	江苏如皋市印刷有限公司		
开 本	787×960 1/16	版 次	2001年9月第1版
印 张	7.5	印 次	2004年8月第5次
字 数	123 000	定 价	11.00 元

凡购买高等教育出版社图书, 如有缺页、倒页、脱页等质量问题, 请在所购图书销售部门联系调换。

版权所有 侵权必究

前 言

听力是一种综合性的语言能力。要提高听力,必须培养准确感知英语语音、语调的能力,熟练掌握系统的英语基础知识,了解和熟悉相关的文化背景知识等。提高听力同时又是一种技能训练,绝无捷径可走,最根本的方法是多听多练,只有多听多练才能变“听不懂”为“听得懂”,变“被动”为“主动”。“听”不仅是语言交际的重要方面,而且是获取知识和信息的重要途径。因此,在学习英语的初级阶段,多进行听力训练是非常必要的。

《商务英语听力》是“商务英语系列教材”之一,旨在通过由浅入深、由易至难渐进式的听力技能训练,逐步提高学生的“听”的能力。本教材虽然是为学习商务英语的学生而设计和编写的,但也可用作非商务英语专业学生的教材和英语爱好者的自学课本。本书共计4册,总教学课时为240学时,每册60学时。第1、2册以训练学生的基本听力技能为主,为提高其商务英语的听力水平奠定扎实的基础;第3、4册注重提高学生商务英语的实际应用能力。

本书为《商务英语听力(学生用书)》第3册,共15个单元。每单元由4个部分组成。前3个部分内容涉及会展、物流、金融、投资、贸易等各类商务活动,其中第1、2部分拟用于课堂教学,第3部分可用作课外练习,教师和学生可根据教学实际灵活使用。第4部分为幽默短文,旨在活跃教学气氛,帮助学生提高听力,增强语感。

尽管我们在教材编写和编辑加工上尽了很大努力,但由于时间仓促,水平有限,不尽人意之处在所难免,恳望批评指正。

本书配有磁带及教师用书。

编 者
于华东师范大学

CONTENTS

Successful Listening

Unit One	1
Part I	1
A. Hong Kong Electronics Fair	2
B. First China Private Enterprises Fair	2
Part II	4
A. Fortune Global Forum(1)	4
B. Fortune Global Forum(2)	5
Part III	6
A. "Shanghai Five"	7
B. APEC	8
The World of Humor	9
Unit Two	10
Part I	10
A. EMS Set to Speed up	11
B. Background of DHL Worldwide Express	11
Part II	12
A. Introduction of DHL-Sinotrans	13
B. Philosophy of DHL-Sinotrans	13
Part III	14
A. DHL Is Facing Fierce Competition	15
B. UPS to Extend Its Delivery Services	16
The World of Humor	17
Unit Three	18
Part I	18



A. Sales of Real Estate on the Internet	18
B. Try E-headhunters to Look for High-tech Help	19
Part II	20
A. A Report on the IT Industry	21
B. China Set to Ward off IT Attacks	21
Part III	22
A. A Survey on E-life	23
B. Mail-order Multinationals Prefer Shanghai E-commerce Environ- ment	23
The World of Humor	25
Unit Four	26
Part I	26
A. Fengyun-3 Satellite to Be Launched in 2005	26
B. E-post Service	27
Part II	28
A. Beijing High-tech Week(1)	28
B. Beijing High-tech Week(2)	29
Part III	30
A. Status of Domestic Mobile Phone Industry in China	30
B. Production of Mobile Phones in China	31
The World of Humor	32
Unit Five	33
Part I	33
A. Stock Market	33
B. Who Owns the Capitalism?	34
Part II	35
A. Orient International Enterprise Ltd.	35
B. A-share Dropped	36
C. B-share Regained Strength	36
D. Stock Trading Time Will Extend	37
Part III	38
A. London Stock Exchange	38

B. Buy and Sell Stocks 39

The World of Humor 40

Unit Six 41

Part I 41

 A. Stock Exchange 41

 B. Bull Positions and Bear Positions 42

Part II 43

 A. Marketing Securities 43

 B. Securities Risks 44

Part III 45

 A. Bourse May Scale New High 45

 B. Toyota Sells Its J-Phone Shares 46

The World of Humor 47

Unit Seven 48

Part I 48

 A. If Something Unexpected Sometimes Occur 48

 B. Insurance Is a Necessity 49

Part II 49

 A. Insurance Companies in Shanghai 50

 B. The Green Light to European Insurers 50

 C. A New Way to Sell Life Insurance 51

 D. China’s Insurers Are Shouldering the Interest Loss Burden 52

Part III 52

 A. Insurance Companies in the United States 53

 B. Lloyd’s of London 53

The World of Humor 54

Unit Eight 55

Part I 55

 A. Life Insurance Companies 55

 B. Property and Casualty Insurance Companies 56

Part II 56



A. How Our Company Manages the Market	57
B. Health Insurance	58
C. A Case of Salvors Demanded Security	59
Part III	60
A. Screen out Good Insurance Risks from Poor Ones	60
B. Federal Deposit Insurance Corporation	61
The World of Humor	61
Unit Nine	62
Part I	62
A. Financial Market	62
B. Online Financiers	63
Part II	63
A. Foreign Currency Rate Rise	64
B. Yen Slips from Summit	64
C. The Problem of Inflation	65
D. Shanghai's Financial Industry	65
Part III	66
A. Dollars in the World Market	66
B. The Bank of Communications	67
The World of Humor	68
Unit Ten	69
Part I	69
A. Foreign Investment(1).....	70
B. Foreign Investment(2).....	70
Part II	71
A. Rosy Outlook for Cosmetics	72
B. Investment Environment	72
Part III	73
A. Establishing Joint Ventures	73
B. Preferential Policies	74
The World of Humor	74

Unit Eleven	75
Part I	75
A. Physical Distribution	75
B. Ocean Freight and Air Freight	76
Part II	77
A. Containerization	78
B. COSCO Predicts Its Continued Growth	78
Part III	79
A. Mode of Transportation	79
B. Shipping Goods	80
The World of Humor	81
Unit Twelve	82
Part I	82
A. World's Richest Billionaires	83
B. Interview with Bill Gates and Idei	83
Part II	84
A. Seeking the Gold Apple	84
B. Stock Market's Miracle Man	85
Part III	85
A. Good Style, Good Attitude	86
B. A Tale of Shanghai's "Auto Doctor"	86
The World of Humor	87
Unit Thirteen	88
Part I	88
A. WTO — Both an Opportunity and a Challenge to China	89
B. WTO Outlook(1) — Cost Cuts and Quality Service, the Keys to Carmakers' Success	89
Part II	90
A. WTO Outlook(2) — The Keys to Domestic B2B Websites' Development	90
B. WTO Outlook(3) — Telecom Services Face Call	91



Part III	92
A. WTO Outlook(4) — WTO's Impact in China's Foreign Trade Industry	93
B. WTO Outlook(5) — Garment Exports to Gain	93
The World of Humor	94
Unit Fourteen	95
Part I	95
A. The Importance of Export Trade	95
B. What is Exporting?	96
Part II	97
A. Export Market Research	98
B. Variables in Marketing	98
Part III	99
A. Exporting Procedures(1)	100
B. Exporting Procedures(2)	100
The World of Humor	101
Unit Fifteen	102
Part I	102
A. Some Special Terms in Export Trade	102
B. Importance of Export Pricing	103
Part II	104
A. Setting Export Prices — Cost Considerations	104
B. Prices for Private Plates Up at Auction	105
Part III	106
A. Business Inquiries(1)	106
B. Business Inquiries(2)	107
C. Business Inquiries(3)	107
The World of Humor	108

Unit One

Part

New Words and Expressions

- | | |
|---|--------|
| 1. <i>be well under way</i> | 在顺利进行中 |
| 2. <i>surpass</i> | 超过, 胜过 |
| 3. <i>press conference</i> | 新闻发布会 |
| 4. <i>merchandise</i> | 商品, 货品 |
| 5. <i>renowned</i> | 著名的 |
| 6. <i>enviable</i> | 令人羡慕的 |
| 7. <i>renewal</i> | 更新, 换新 |
| 8. <i>innovation</i> | 改革, 创新 |
| 9. <i>boom</i> | 繁荣 |
| 10. <i>Hong Kong Convention and Exhibition Center</i> | 香港会展中心 |
| 11. <i>appeal</i> | 吸引力 |
| 12. <i>expenditures</i> | 支出, 花费 |
| 13. <i>ribbon-cutting</i> | 剪彩 |
| 14. <i>altitude</i> | 高度, 海拔 |
| 15. <i>aerial</i> | 航空的 |
| 16. <i>Guinness record</i> | 吉尼斯纪录 |
| 17. <i>extract</i> | 提取, 榨取 |



Hong Kong Electronics Fair

Make the right choice according to the information you get from the tape.

1. The Hong Kong Electronics Fair 2000 _____ the 1999 Fair.
A. is inferior to B. is equivalent to C. surpasses
2. Hong Kong _____ in the international electronics industry.
A. plays a leading role B. is the champion C. counts little
3. Hong Kong's main export markets are _____.
A. China, USA, South Korea and Singapore
B. China, USA, Japan and Singapore
C. China, Japan, South Korea and USA
4. This year was the fair's _____.
A. 19th anniversary B. 20th anniversary C. 21st anniversary
5. Where's Hong Kong's relatively weak markets?
A. South America and Western Europe.
B. South America and Eastern Europe.
C. South Africa and North America.
6. We can infer from the passage that _____.
A. Hong Kong's electronics industry has not been affected by the Asian financial crisis
B. Asian economy hasn't got recovery
C. Hong Kong's electronics industry will have a brilliant future on the Internet



First China Private Enterprises Fair

Make the right choice according to the information you get from the tape.

1. The First China Private Enterprises Fair was held in _____.
A. Kunming International Exhibition Center
B. Kunming International Conference Center

- C. Kunming World Trade Center
2. The sponsors increased the appeal of the fair by _____.
 - A. decreasing the admission fares
 - B. reducing exhibition costs by 50%
 - C. canceling the opening ceremony
 3. Which of the following statements is true?
 - A. All visitors at the fair are from the Mainland of China.
 - B. The visitors to the fair were no more than 150,000.
 - C. It was an integrating and co-sponsored fair.
 4. The fair showed that _____.
 - A. China's private enterprises are of low social status
 - B. China's private enterprises are growing gradually
 - C. Chinese government pay little attention to private enterprises
 5. The helicopter _____.
 - A. was produced in the German technology
 - B. can be used in agriculture and many other fields
 - C. can fly at a minimum speed of 100km per hour
 6. The Blue Eagle aircraft _____.
 - A. was completely produced and designed by the Chinese
 - B. can be used in aerial sports, pilot training, for photography, agricultural and forestry production
 - C. broke a Guinness Book record in September, 2000 at China's Taihu Lake International Aviation Grand Prix
 7. One of *Fortune* magazine's World Top 500 companies, _____, participated the fair.
 - A. American IVAN Inc.
 - B. American Bio-Tech Co.
 - C. Hande Bio-Tech Co.
 8. The First China's Private Enterprises Fair was fruitful because _____.
 - A. The fair showed attracted many participants
 - B. The fair is a stage showing the outstanding economic and technological achievements of the private enterprises
 - C. China's private enterprises are growing faster than state-owned enterprises



II Part

New Words and Expressions

- | | |
|--|-------------------|
| 1. <i>brainstorming session</i> | 献策会 |
| 2. <i>tycoon</i> | (企业界)巨头 |
| 3. <i>SAR; Special Administrative Region</i> | 特别行政区 |
| 4. <i>downturn</i> | (尤指经济方面的)衰退; 下降趋势 |
| 5. <i>backdrop</i> | 背景 |
| 6. <i>impend</i> | 迫近 |
| 7. <i>unanimously</i> | 全体一致地 |
| 8. <i>reiterate</i> | 重申 |
| 9. <i>magnate</i> | 富豪; 大企业家 |
| 10. <i>expound</i> | 阐述 |
| 11. <i>trillion</i> | 万亿; 兆 |
| 12. <i>heartened</i> | 鼓励, 激励 |



Fortune Global Forum (1)

Fill in the following table according to the information you get from the tape.

Theme of the forum	
Number of registered participants	
Original budget	

(续表)

Main reason why Hong Kong had been chosen as the location of the forum	
Magnates in IT who will attend the forum	
The hot topic of the forum	
Subtopics of discussion sessions	
Focus of the round table discussion	
Topic of a roundtable discussion before the opening of the forum	



Fortune Global Forum (2)

Fill in the blanks according to the information you get from the tape.

- The highlights of the fruitful week were _____ and _____.
- Last time the Fortune Global Forum was held in _____ in _____.
- The fact that the forum was held twice in 3 years in Chinese territory shows _____.
- China now is one of _____.
- Jiang Zemin reiterated that the country determines to _____, which means China will _____ after its expected accession to the _____.
- During the period of the 10th 5-year-plan, China is expected to import _____ worth of _____ during the 2001~2005 period.
- Obviously, global business giants can hardly _____ with a population of _____ and a per capital GDP _____.



- of _____, especially its most vigorous _____.
8. World IT giants attending the forum felt encouraged by China's Minister of Information Industry Wu Jichuan's prediction that _____



New Words and Expressions

- | | |
|--|-----------------|
| 1. "Shanghai Five" | "上海五国" |
| 2. Kazakhstan | 哈萨克斯坦[苏联加盟共和国] |
| 3. Kyrgyzstan | 吉尔吉斯斯坦[国名] |
| 4. Tajikistan | 塔吉克斯坦[国名] |
| 5. summit | 峰会,最高级会议 |
| 6. "Shanghai Cooperation Organization" | "上海合作组织" |
| 7. Uzbekistan | 乌兹别克斯坦[苏联加盟共和国] |
| 8. be inducted into | 被吸收为成员 |
| 9. expire | 期满,届满 |
| 10. prolong | 延长,拖延 |
| 11. separatism | 分裂主义 |
| 12. extremism | 极端主义 |
| 13. terrorism | 恐怖主义 |
| 14. "Shanghai Statement" | 《上海宣言》 |
| 15. Soviet Union | 苏联 |
| 16. disarmament | 裁军 |
| 17. Brunei | 文莱[东南亚苏丹国] |

18. <i>Papua New Guinea</i>	巴布亚新几内亚[南太平洋岛国]
19. <i>declaration</i>	宣言
20. <i>ministerial meeting</i>	部长级会议
21. <i>interdependence</i>	互相依赖
22. <i>consensus</i>	一致意见; 舆论
23. <i>commitment</i>	许诺, 承诺
24. <i>realm</i>	领域



“Shanghai Five”

Fill in the blanks according to the information you get from the tape.

- The group “Shanghai Five” involve _____.
- _____ is expected to join the group, which will be re-named as _____.
- The group originally aimed to resolve _____ and to strengthen _____.
- The agreement signed at 1997’s Shanghai summit focused on limiting _____ and providing for _____.
- The group will make an effort to fight against _____ and to explore _____.
- The economic cooperation within the group will be in _____.