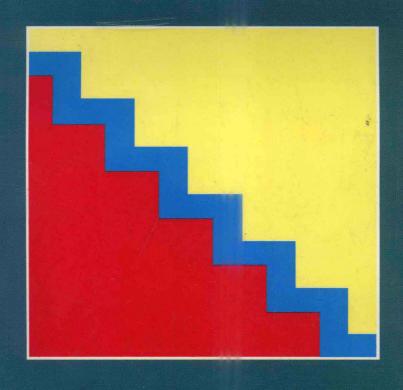
PRACTICAL PROFESSIONAL ENGLISH

Teacher's Manual

实用业务英语

教师参考书

国家教委《实用业务英语》教材编写组 编



高等教育出版社

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内容提要

本书是与《实用业务英语》配套的教师参考书,旨在通过大量的语言难点讲解、读译写技能的归纳总结以及涉外业务知识的介绍,为使用《实用业务英语》的教师提供丰富的参考资料。本书内容包括、课文难句注释,重点篇章、句子、词语的翻译,模拟写作建议,篇章框架、功能和句式的归纳,语言点讲解,练习指导,教法建议,练习答案,参考译文等。使用本书,教师不仅能得心应手地教授《实用业务英语》,而且还能扩充教师自身的涉外业务知识。

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《实用业务英语》(Practical Professional English) 是基础教程《实用英语》(Practical English) 的后续教材,供普通高等专科英语课程教学第二阶段使用。本教材以国家教育委员会1993年颁发的《普通高等专科英语课程教学基本要求》为依据进行编写。《基本要求》将专科英语课程教学分为两个阶段,第一阶段侧重培养学生阅读和翻译的基本技能,第二阶段结合专业需要,强调基本的阅读和翻译技能在本专业的实际应用。《实用业务英语》就是按照第二阶段的教学要求设计和编写的。

《基本要求》规定,普通高等专科英语课程教学的目的是:培养学生掌握必需的、实用的英语语言知识和语言技能,具有阅读和翻译与专业有关的英文资料的初步能力,并为进一步提高英语的应用能力打下一定的基础。为了贯彻这一教学目标、《实用业务英语》结合学生毕业后使用英语的实际需要,着重进行实用性语言技能的训练,以帮助他们初步获得从事各类业务活动所必需的英语能力。

《实用业务英语》共一册,分10个单元,每单元包括"实用阅读"、"应用写作"和"交际会话"三部分。

- 1. "实用阅读" (Practical Reading): 训练学生阅读和翻译与科技、经贸、管理等有关的英语篇章的能力。本部分一般有两篇文章,第一篇为精读,第二篇为泛读。每篇文章后有一定量的练习。练习分"理解"、"用法"、"功能"和"交际"四种类型,按顺序编排。
- 2. "应用写作"(Applied Writing): 训练学生阅读和模拟写作英语应用文的能力。本部分按 所选应用文的题材编排,其内容涉及业务信函、电讯、厂商介绍、产品介绍与广告、使用与维修 说明、商业与技术合同以及贸易单证等。这部分的练习虽也分"理解"、"用法"、"功能"和 "交际"等类型,但以理解与模拟写作有关应用文为主。
- 3. "交际会话" (Communicative Speaking): 训练学生进行简单英语会话的能力。本部分涉及迎送外商、厂情介绍、洽谈业务、参观游览、求职面试等。每单元有四组典型场景对话,并配以相应的练习。对话部分配制了录音。
- 《实用业务英语》实际教学时数为40学时,每单元4学时,其中"实用阅读"2学时,"应用文写作"1学时,"交际会话"1学时。

本书是《实用业务英语》的教师参考书,有以下三部分内容:

- 1. 教材讲解:包括"实用阅读"和"应用写作"部分的课文难句解释,重点篇章、句子、词语的翻译,模拟写作建议,篇章框架、功能和句式的归纳,语言点讲解,练习指导,教法建议等。
- 2. 练习答案:包括全书"理解"、"用法"、"功能"、"交际"各类练习和交际会话练习的参考答案。
 - 3. 参考译文:包括各单元阅读材料、应用文选例和场景对话的参考译文。

本教师参考书由国家教委《实用业务英语》教材编写组编写:大连理工大学孔庆炎教授和 上海交通大学刘鸿章教授主编,刘燕和安晓灿参加编写。

由于时间仓促,疏漏之处在所难免,希望广大读者批评指正。

编 者 1997年8月

使用说明

为了帮助教师更深入全面地了解《实用业务英语》及其《教师参考书》,从而能更合理、更有效地进行教学,现将这两本书的总体设计作一简明扼要的介绍。

一、《实用业务英语》

I. 本教程内容所涉及的业务范围和试图培养的能力:

本教程的内容主要涉及业务人员在涉外经济和技术交流方面可能使用英语的一般业务活动。虽然这些业务活动关系到众多的领域,范围也很广,但所涉及的语言却有其共性,故本教程的目的不是传授业务知识而是以培养学生掌握从事业务活动所需要的英语能力为主。本教程培养的能力涉及三大方面:

- 1. 实用性英语篇章 (以功能为主线编排) 的阅读和翻译;
- 2. 涉外业务英语函电、文件、单证等的阅读、翻译和模拟写作;
- 3. 涉外业务英语会话。

II. 本教程的总体安排:

- 1. 总学时: 40 左右。
- 2. 共10个单元,每单元约4学时。
- 3. 每单元包括三大部分:
 - A. 实用阅读 (Practical Reading), 即实用性英语篇章;
 - B. 应用写作 (Applied Writing), 即涉外业务英语函电、文件、单证等;
 - C. 交际会话 (Communicative Speaking), 即涉外业务英语会话。
- 4. 总词汇表。

III. 各单元的内容安排:

第一单元:

A. 实用阅读:

- 1) 体裁: 引论型 (Introduction Type) 文章——序言、前言。
- 2) 内容: 共2篇,约1080词。第一篇为精读、第二篇为次精读(练习减半)。
- B. 应用写作:
 - 1) 体裁: 业务信函
 - 2) 内容: 共3封样信,约390词。
- C. 交际会话:
 - 1) 题材: 机场迎送外宾、订机票及安排旅馆等。
 - 2) 内容: 小对话4则。

第二单元:

A. 实用阅读:

- 1) 体裁: 引论型文章——绪论。
- 2) 内容: 共2篇,约1460词。第一篇为精读,第二篇为次精读(练习减半)。
- B. 应用写作:
 - 1) 体裁: 电传、传真文本及其格式。
 - 2) 内容: 电传及传真文本共4份,约480词。
- C. 交际会话:

- 1) 题材:访问活动安排,包括活动日程、时间表、会议地点、参观旅游等。
- 2) 内容: 小对话 4 则。

第三单元:

A. 实用阅读:

- 1) 体裁: 描述型 (Description Type) 文章,包括描写规格 (类型、尺寸等) (A) 和组织结构的文章 (B)。
- 2) 内容: 共2篇, 约820词。第一篇为精读,第二篇为次精读。

B. 应用写作:

- 1) 体裁: 厂商简介。
- 2) 内容: 共1篇, 约390词。
- C. 交际会话:
 - 1) 题材: 邀请赴宴、落座就餐、祝酒、表示谢意等。
 - 2) 内容: 小对话4则。

第四单元:

A. 实用阅读:

- 1) 体裁: 描述型文章,包括静态描述 (功用、工作原理、性能等)的文章 (A) 和动态描述 (程序、步骤、顺序等)的文章 (B)。
- 2) 内容: 共2篇,约1095词。

B. 应用写作:

- 1) 体裁: 宣传性广告。
- 2) 内容: 共3篇,约400词。

C. 交际会话:

- 1) 题材: 厂情介绍、参观厂区、参观车间等。
- 2) 内容: 小对话4则。

第五单元:

A. 实用阅读:

- 1) 体裁: 说明书型 (Instruction Type) 文章, 包括安装、使用和操作指令等。
- 2) 内容: 共2篇,约1170词。

B. 应用写作:

- 1) 体裁: 促销性小广告。
- 2) 内容: 共20篇,约680词。

C. 交际会话:

- 1) 题材: 主持讲演、介绍讲演人、对讲演人表示感谢以及邀请听众向讲演人提问题等。
- 2) 内容: 小对话4则。

第六单元:

A. 实用阅读:

- 1) 体裁: 说明书型文章,包括产品使用说明、维修保养、故障查找与排除等。
- 2) 内容: 共2篇, 约1620词。
- B. 应用写作:

- 1) 体裁: 工程招标书。
- 2) 内容: 共2篇,约720词。
- C. 交际会话:
 - 1) 题材: 业务洽谈, 涉及价格、定货、设备投资、产品开发等。
 - 2) 内容: 小对话4则。

第七单元:

- A. 实用阅读:
 - 1) 体裁: 论述型 (Exposition Type) 文章, 包括定义、分类、对比等的表达方式。
 - 2) 内容: 共2篇, 约1540词。
- B. 应用写作:
 - 1) 体裁:设备购置合同。
 - 2) 内容: 合同(节选)一份,包括合同目录、基本条款及附件等。约1200词。
- C. 交际会话:
 - 1) 题材: 电话联系。
 - 2) 内容: 小对话4则。

第八单元:

- A. 实用阅读:
 - 1) 体裁:辩论型 (Argumentation Type) 文章,包括论证、反驳、结论等的表达方式。
 - 2) 内容: 共1篇, 约1210词。
- B. 应用写作:
 - 1) 体裁: 技术转让合同。
 - 2) 内容: 合同(节选)1份,包括技术转让合同的重要条款。约1240词。
- C. 交际会话:
 - 1) 题材: 陪同外宾旅游。
 - 2) 内容: 小对话4则。

第九单元:

- A. 实用阅读:
 - 1) 体裁: 概括型 (Summarization Type) 文章——论文摘要。
 - 2) 内容: 共7篇, 6个短篇和1个长篇, 约600词。
- B. 应用写作:
 - 1) 体裁: 单证一一信用证与汇票。
 - 2) 内容: 信用证1份, 汇票2张。约400词。
- C. 交际会话:
 - 1) 题材: 陪同外宾购物。
 - 2) 内容: 小对话4则。

第十单元:

- A. 实用阅读:
 - 1) 体裁: 涉及计量、计算、图表等统计方面的文章。
 - 2) 内容: 共2篇,约2040词。
- B. 应用写作:

- 1) 体裁: 单证一一提单和保险单。
- 2) 内容: 共2篇,约1020词。
- C. 交际会话:
 - 1) 题材: 求职面试。
 - 2) 内容: 小对话4则。

二、《实用业务英语教师参考书》

I. 宗旨与内容:

- 1. 宗旨:
 - 1) 为教师教授《实用业务英语》提供业务和教法指导与建议;
 - 2) 为教师教授《实用业务英语》提供必要的业务参考资料。
- 2. 内容:
 - 各单元的教学目的要求,从阅读、翻译和模拟写三方面提出,教学中应尽可能参 照执行;
 - 2) 篇章框架和所涉及的功能与句式, 教学中可根据需要与可能参考使用;
 - 3) 教学难点的解释说明, 教学中视学生程度和教学需要选择使用;
 - 4) 常用词语的用法说明, 教学中可根据实际需要选择使用;
 - 5) 教法指导与建议,包括练习指导与就整个单元或某一教学环节提出的教法建议, 教学中可根据实际需要参照使用。

Ⅱ. 单元编排:

- 1. 按《实用业务英语》的单元框架编排,即按 Part I (Practical Reading) 和 Part II (Applied Writing) 的顺序与框架编排,但 Part III (Communicative Speaking) 另作集中安排。
- 2. Part I 和 Part II 两部分大体包括:
 - 1) 目的要求(Aim and Requirements): 分阅读、翻译和模拟写三项。
 - (1) 阅读(Reading): 主要提供难句解释和部分篇章的框架结构,供教师教授篇章和归纳篇章框架及语言结构句式时参考使用。对于部分业务篇章,教参还提供了简要的业务说明,帮助教师了解必要的业务知识来进行业务英语的教学。这对于教师讲授不甚熟悉的那些业务篇章尤为有益。但是必须明确,业务英语课的目的是学习掌握业务英语.而不是业务本身,二者不可本末倒置。
 - (2) 翻译(Translation): 句子翻译的重点是培养学生使用符合该篇章文体特点的 汉语来翻译英语的能力, 所以不仅要求翻译内容正确, 还要注意译文是否符 合该篇章的文体特点。
 - (3) 模拟写(Simulated Writing): 主要涉及功能句式及应用文的格式和语言特点 两部分。 前者主要围绕 Practical Reading 部分所涉及的功能句式。 教参中提供的功能句式和举例主要为教师教学中参考,并非都要向学生讲授,后者则是应用写作的教学重点,教学中应尽可能参照执行。
 - 2) 框架、功能与句式 (Framework, Functions and Patterns): 这部分为模拟写训练规定了具体内容,用法见"模拟写"一项的说明。

- 3) 语言点(Language Points): 处理词汇是教学的重要方面,教师一般要花费较多的时间,因此这一部分对每单元所出现的常用词汇作了较为详尽的用法说明,提供了简明易懂的例句,供教师根据教学需要和学生的实际水平选择使用。
- 4) 练习指导(Guide to Exercises): 说明了各个练习的编写目的和具体要求,并就练习方法提出了建议,以帮助教师更有针对性、更有效地指导学生完成教材中的练习。
- 5) 教法建议(Pedagogical Suggestion): 主要针对各个部分的教学内容和语言特点向教师提出建议性的总体教法指导。
- 3. Part III (Communicative Speaking): 交际会话是《实用业务英语》为适应改革开放的需要而专门增编的一部分,其目的是为了弥补专科学生完全缺少口头交际能力这一明显缺陷。随着改革开放的深入,不少专科毕业生从事的业务工作具有涉外性质,有时需要进行口头交际。我们所编的交际会话就是为这一需要服务的。它既可用作在校生的业务口语教材,也可用于业务人员的集中口语培训,教学中可视需要灵活使用。由于口语教学具有很大的灵活性,学生的口语基础又差别甚大,教材的编写又以提供实用性强的交际会话材料为主,因此《实用业务英语教师参考书》只对交际会话部分在这里作统一的介绍,而不再作分课详细说明。
 - 1) 选材范围: 主要是以我国业务人员在国内与外商或外国业务人员进行有关的业务 交流所涉及的语言环境为主线来选材的, 因此我们所提供的交际会话题材不是一 般生活对话, 而是业务交际会话, 涉及的方面包括迎送外宾、宴请外宾、安排访 问日程、参观工厂、业务洽谈、主持业务交流、游览购物和求职面试等。 这些题 材实用性很强, 便于学习后即可模仿使用。教材内容也可供学生毕业工作后参考 使用。
 - 2) 教材编排:每课集中一个题材,提供四个对话样例,涉及四个典型的语言环节, 互不重复。对话样例配有录音,便于学习模仿。每个对话解决一个具体问题,具 有相对的完整性。为弥补对话样例的语言局限性,在对话样例之后我们还提供了 常用词语与句式 (Useful Expressions and Patterns),列出了相关题材和语境下可 能还会使用的一些常用词语和句式,供扩大语言训练使用。
 - 3) 练习意图和形式:交际会话的练习一般为5~6个,大体可分为三种类型:
 - (1) 句式套用:包括套用练习和句子翻译练习,主要套用有关对话中常用的一些句式。这一练习实际是对话样例的补充训练,便于学生学习掌握有关的句型。
 - (2) 词语补充: 围绕对话题材列出了在有关语言环境下可能会遇到的一些词语。 这一练习是对话材料的补充, 但并非对话的必要组成部分, 教学中不必作专 门处理, 可留给学生自学。
 - (3) 模拟表演:这一练习训练学生模拟进行交际会话,以促使他们逐步培养独立 会话的能力。教学中可根据教学实际适当采用。
 - 4) 教法建议:交际会话部分的教学具有很大的灵活性,从题材的选取到具体的教法都应随学时、学生的口语基础和英语水平以及实际的交际需要来决定。如迎送外宾是必学的内容,主持交流会则不一定非学不可;四个对话样例也可挑选学习;练习更应根据客观情况与需要有针对性地加以选择。但是总的说来,应以学习对话样例及其套用练习为主,不必追求学生灵活表达能力的培养。教学中首先应以

培养学生敢说和说得出为目标,其次是说得快,最后才是说得准确,切不可颠倒了它们之间的顺序。教学中还应坚持课下多听录音、课上套用训练的原则,既要学习模仿对话样例所提供的语言,还要模仿对话录音的语音语调,这是学习口语的有效途径。

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UNIT 1

Part I Practical Reading

Passage A: Preface to Air Pollution Control Equipment

- I. Aim and Requirements
- Reading

Special attention should be paid to the accurate understanding of the following sentences in addition to the global comprehension of the whole passage:

- 1. (Para. 1) It was at the Indian Institute ... where the first named author got ..., who turned out to be ...
 - 1) This is a cleft / emphatic sentence (强调句) with a relative clause introduced by who.
 - 2) According to Quirk et al (A Comprehensive Grammar of the English Language, p1387):... wh-forms are rare in cleft sentences in comparison with that and zero. Although whose is allowed in cleft sentences (It's Uncle Bill whose address I lost), whom and which are only marginally possible, and it is virtually impossible to use whom or which preceded by a preposition. Thus:

It was the dog to which I gave the water

can be read only as a sentence containing a postmodifying relative clause (compare *She was the woman to whom I gave the water*), and not as a cleft sentence. Characteristic intonation is also different.

It was the DOG I gave the WATER to. (cleft sentence)

It / That was the dog I gave the WATer to. (SVC sentence, where C is the italicized noun phrase incorporating a relative clause)

From the above we could see that the typical cleft sentence pattern which is used to emphasize an adverbial is *It is / was ... that*, and not *It is / was ... where / when*. The last sentence in this passage is also a cleft sentence introduced by *It is ... that*.

2. (Para. 2) This book is addressed primarily to ... engaged in the design ...

... addressed to here means directed to, aimed at.

Here be engaged in ... means be specialized in, modifying ... engineers.

e.g. The scientists are engaged in the design of the new system.

3. (Para. 2) But it will certainly be helpful to chemists and physicists confronted with the solution of ...

Confronted with ... is a past participial clause modifying the nouns chemists and physicists.

e.g. I am confronted with the task of designing the bridge.

4. (Para. 2) Furthermore, it is intended as a textbook for ...

It is intended (as...) for a person or a purpose means it is planned or made (as something) for the

person or the purpose.

e.g. The book is intended as a handbook for frequent reference.

5. (Para. 3) The goal of this book is the presentation of knowledge on design and operation of equipment applicable to the abatement of ...

Applicable to ... is an adjective phrase modifying the antecedent equipment.

Applicable to a particular situation or a person means be relevant and useful to the situation or the person and could be translated as 适用于.

e.g. The following special regulations are applicable to overseas students.

6. (Para. 4) A short review of the development of environmental consciousness and of legal actions ... is presented.

This sentence has a very long subject, but a short predicate (*is presented*), which is of typical scientific style, especially common in science abstracts. For details see Unit 9, Science Abstracts. However, an English sentence has its semantic and structural end-weight, i.e. the ending part of a sentence should be longer and bear the semantic focus. That's why this sentence could be rewritten as: A short review is presented of the development ..., thus forming an unusual kind of postmodifier which is separated from its antecedent by the predicate.

7. (Para. 4) The appropriate technology was ..., when legislation imposed severe restrictions on harmful emissions.

impose... on ...: If you impose something on people, you use your authority to force people to accept it.

e.g. She was a harsh mother and imposed severe discipline on her children.

Here imposed severe restrictions on harmful emissions means harmful emissions are severely restricted.

8. (Para. 6) Special mention deserves Dr. Ing. R. Spilger, who relieved me of much ...

The normal order of the sentence should be *Dr. Ing. R. Spilger deserves special mention*, ... who relieved me of much of the daily routine work: If someone or something relieves you of an unpleasant feeling or difficulty, they cause you to no longer have it.

e.g. The news relieved him of some of his embarrassment.

Translation

- 1. 句子翻译: 在正确理解通篇文章的基础上注意下列长句、难句的翻译。所选的句子多体现了序言篇章的用句特点。 (Translate into Chinese the following sentences, long or complicated, whose structures are likely to appear in a preface.)
 - 1) This book has arisen directly from a course on Air and Water Pollution Control delivered by the first named author at the Technical University of Berlin.
 - 2) It was at the Indian Institute of Technology of Madras where the first named author got in contact with Professor Varma, who turned out to be a suggestive, cooperative co-author.
 - 3) This book is addressed primarily to chemical and mechanical engineers, engaged in the design and operation of equipment of air pollution control.
 - 4) Furthermore, it is intended as a textbook for engineering courses on environmental protection.

- 5) The goal of this book is the presentation of knowledge on design and operation of equipment applicable to the abatement of harmful emissions into air.
- 6) Chapter 3 gives a short survey of air pollution techniques.
- 7) A special chapter is then devoted to mist separation, which is not only related to wet dust scrubbing but also to absorption of gaseous pollutants when the liquid absorbent is dispersed in the gas mixture.
- 8) I should like to thank many people, especially my co-author for his engagement in this work.
- Special mention deserves Dr. Ing. R. Spilger, who relieved me of much of the daily routine work.

2. 词语翻译:

deliver a course 讲授一门课 co-author 合作作者

the book is addressed to... 该书的对象是 …

achieve a high degree of performance 卓有成效

a short review of ... 简要回顾···

a preliminary last step 最后的准备阶段 a short survey of ... 简要的论述…

the chapter is devoted to... 该章主要介绍 (讨论) …

be grateful to ... 对…很感激 a few hundred figures 几百幅插图

never ending patience and love 始终如一的耐心和爱心

* The following technical terms are a little bit difficult for both the teachers and the students to translate. They are grouped here to make this task easier.

cyclone 旋风分离器 wet dust scrubber 湿式刮尘器 fibrous filter 纤维滤器 electrical precipitator 电动吸尘器

mist separation 湿雾气分离技术

liquid absorbent 吸附液 gaseous pollutant 气态污染物 absorber 吸收器 adsorber 吸附器 biological reactor 生物反应器

Simulated Writing

chemical reactor

引导学生模拟写本课归纳的"引言"、"序言"的篇章框架、功能和句式。

II. Framework, Functions and Patterns

Framework

This passage, a well-organized article of preface, has many of the unique features of articles of

化学反应器

introductory type. The following is its framework:

Paragraph 1	Background of the book	
Paragraph 2	Readership of the book	
Paragraph 3	Purpose of the book	
Paragraph 4–5	Introduction of chapter content	
Paragraph 6	Acknowledgments (words of thanks)	

Functions and Patterns

A: Functions and Patterns Used in Passage A

1. Background of the book:

The book has arisen directly from ...

2. Readership of the book:

The book is addressed primarily to ...

It will certainly be helpful to ...

It is intended (as a textbook) for ...

3. Purpose of the book:

The goal of this book is ...

4. Introduction of chapter content:

The first two chapters deal with ...

Chapter Three gives a short survey of ...

In Chapters 4 to 7 ... is/are discussed.

A special chapter is devoted to ...

5. Acknowledgments (words of thanks):

I should like to thank ...

I am also most grateful to ...

B. Alternatives for Your Choice

Readership of the book:

The book is written for ...

It has been produced for those who ...

It will be of invaluable assistance to ...

e.g. The book is written for students who have come to Britain to study at a college or university.

The book has been produced for those teachers or educators who are interested in ESP (English for Specific Purposes) teaching.

It will be of invaluable assistance to those who are engaged in the agricultural water engineering.

Purpose of the book:

The purpose (objective) of the book is ...

This book aims to ...

The book was compiled to help you to ...

The book is intended to ...

e.g. The purpose of the book is to explain the concepts of strategic marketing and how to apply them to the new situation.

This book aims to evaluate and to explain the interrelationships between agriculture and physical environment.

The book was compiled to help you to know how to organize your ideas quickly and write about them clearly.

The book is intended to help you overcome at least some of the difficulties involved in English study.

Content introduction:

The chapter describes (covers, concludes) ...

It gives an examination of ...

It presents ...

e.g. The second chapter covers some of the more difficult aspects of English grammar.

Part 1 gives an examination of the historical context of modern agriculture.

The second part of the book presents some of the more difficult aspects of English grammar.

Acknowledgment:

Particular thanks are due to/go to ...

I am indebted to ... for ...

I wish to acknowledge the assistance of ... for ...

I wish to express thanks to ...

e.g. Particular thanks are due to my colleagues who have taught this material, and given me the benefit of their comments.

I am in debt to the library staff of Moray House College for their patience and consistent helpfulness.

I wish to acknowledge the assistance of the hundreds of overseas students for their constructive criticisms and suggestions.

III. Language Points

- 1. arise: to come into being
 - e.g. Resentment can arise between two men who want the same job.

Accidents can arise from carelessness.

2. deliver:

- 1) to give (a lecture or a course)
 - e.g. The congressman delivers his speech tomorrow
- 2) to take something to somebody's house or office
 - e.g. He delivered newspapers as a boy.
- 3) to hand over, give over