

英语专业自学考试推荐
市民通用外语等级考试 教材

基础英语教程

BOOK FOUR

第四册

(part two)

(第二分册)

杨俊峰

马爱华

刘晓渠

马 嘉

编著

长春出版社



ESSENTIAL ENGLISH

高等教育自学考试英语专业
市民通用英语等级考试

推荐教材

基础英语教程

ESSENTIAL ENGLISH

第四册

(第二分册)

BOOK FOUR

(part two)

杨俊峰 马爱华

刘晓渠 马 嘉 编著

张纯青 审校

长 春 出 版 社

【吉】新登字 10 号

基础英语教程(第四册)
杨俊峰 马爱华 等编著

责任编辑:毕素香

封面设计:王爱宗

长春出版社出版
长春市建设街 43 号

长春出版社发行
长春市印刷厂印刷

开本:787×1092 1/32
印张:43.625
字数:980 000

1995 年第 1 版
1995 年 7 月第 1 次印刷
印数:1-10 100

ISBN 7-80604-345-4/G·96 定价:19.30 元(全二册 37.80 元)

前 言

随着我国改革开放形式的发展,越来越多的人加入了学习英语的行列。广播电台与外语院校联合举办的广播函授教学为广大英语爱好者业余学习提供了方便。根据社会急需,大连外国语学院与辽宁等省市广播电台通力合作,举办《基础英语教程》广播函授讲座。这套教材为该讲座使用的基本教材、英语专业自学考试推荐教材及市民通用外语等级考试教材。

本教材由大连外国语学院院长汪榕培教授为主任编委,张青教授及湖南人民广播电台主任编辑曾自立、长春出版社副社长、副教授李军、沈阳广播电视大学副教授陈丽英、何茹为副主任编委。执笔人为有丰富教学经验的教授、副教授和讲师。为了使这套教材更适合广播函授教学,曾自立同志在百忙中自长沙赶到大连审稿,提出适合广播特点的修改意见,并亲自执笔增补了第一册的部分章节。

这套教材共分四册,将陆续出版。第一二册的目的是使学员掌握英语最基本的知识,通过大量的练习,获得初步运用英语的技巧。第三四册的目的是使学员在掌握初级英语的基础上,逐步提高水平,基本达到大专程度。因此这套教材学习的对象是稍有英语基础,需要复习巩固提高的广大学员、准备参加评聘职称外语考试的各类专业技术人员、准备参加英语专业大专程度自学考试的学员以及准备参加市民通用外语等级考试的广大英语爱好者。

第四册分为一、二分册，在前三册的基础上提高水平，与英语专业在校生二年级下的程度接近，以适合英语专业自学考试使用。第四册第二分册共有 20 课，除课文外，还附有注释及相关的背景知识。本分册的课文大多数选自 90 年代最新的原文作品，根据教学需要作了适当的删改。课文选材注重知识性、趣味性，从多个视角介绍当代科技成就和社会生活，与当代英美生活结合密切。

根据外语学习的一般规律，到达本阶段的学员大都已具备相当强的自学能力，对新词汇新结构以及复杂的语言现象能够迅速认知和掌握。因此，针对这些特点，第四册第二分册在保留前几册各主要部分的基础上，又增加了大量的、与学员水平相适应的词形变化、阅读、词汇、(英—汉、汉—英)翻译等练习，以进一步扩大学员的知识面、词汇量，提高学员的阅读理解及汉—英、英—汉对译能力，使学员在英语的综合运用方面有一个质的飞跃。

第四册第二分册由杨俊峰、马爱华、刘晓渠、马嘉执笔，张纯青教授负责全面审校。大连外国语学院广播函授中心为教材的编写出版提出宝贵意见。长春出版社为教材的出版发行提供了方便条件，在此一并表示感谢。由于教材编写时间仓促，缺点和错误在所难免，诚恳希望广大读者提出宝贵意见，以便再版时更正。

编著者

1995 年 5 月 30 日于大连

目 录

Lesson 1	1
Text: What I Learned in the Shoe Store	
New Words and Expressions	
Notes	
Exercises	
Lesson 2	27
Text: Miles to Go Before I Sleep	
New Words and Expressions	
Notes	
Exercises	
Lesson 3	51
Text: Banks and Banking Services	
New Words and Expressions	
Notes	
Exercises	
Lesson 4	75
Text: Beauty Contests to Satisfy the Quest for Beauty	
New Words and Expressions	
Notes	
Exercises	
Lesson 5	101
Text: Poverty in the United States	
New Words and Expressions	
Notes	

Exercises	
Lesson 6	126
Text: Culture Shock in New Cultural Environments	
New Words and Expressions	
Notes	
Exercises	
Lesson 7	157
Text: Veterans Day	
New Words and Expressions	
Notes	
Exercises	
Lesson 8	186
Text: Taxes in America	
New Words and Expressions	
Notes	
Exercises	
Lesson 9	214
Text: The Basketball Superstar	
New Words and Expressions	
Notes	
Exercises	
Lesson 10	243
Text: When Your Doctor Doesn't Know	
New Words and Expressions	
Notes	
Exercises	
Lesson 11	273
Text: Who Needs The Stock Exchange	

New Words and Expressions	
Notes	
Exercisès	
Lesson 12	303
Text: God Save the Queen	
New Words and Expressions	
Notes	
Exercises	
Lesson 13	331
Text: What Do Liver And Pancreas Do	
New Words and Expressions	
Notes	
Exercises	
Lesson 14	355
Text: Whales	
New Words and Expressions	
Notes	
Exercises	
Lesson 15	384
Text: Drug Testing in the World of Sport	
New Words and Expressions	
Notes	
Exercises	
Lesson 16	413
Text: On to the Poles	
New Words and Expressions	
Notes	
For Your Information	

Exercises	
Lesson 17	446
Text: Four Minutes That Get You Hired	
New Words and Expressions	
Notes	
Exercises	
Lesson 18	476
Text: Seven Steps to a Better Job	
New Words and Expressions	
Notes	
Exercises	
Lesson 19	506
Text: The Secret Language of Success	
New Words and Expressions	
Notes	
Exercises	
Lesson 20	533
Text: Humor Helps Lighten Up	
New Words and Expressions	
Notes	
Exercises	
参考书目	560
课文参考译文	561
练习参考答案	621
生词索引	682

Lesson One

Text

What I Learned in the Shoe Store

When our family moved across town in the early 1960s, I lost my boyhood friends and plunged in to a lonely period of teenage insecurity.

One scorching day, as I carried shoppers' bags out to the parking lot, I looked at the large shoe store across the street. I had always wondered what it would be like to work in air-conditioned comfort, so I decided to find out.

Days later, wearing my best clothes, I summoned all my courage and stepped into that shoe store. A lanky man greeted me, his gray hair combed straight back and his face glowing with a sincere smile. He wore silvered glasses, a trim navy-blue suit, a conservative tie. I was glad I'd dressed up.

"Looking for work?" he asked. "I'm John Hill, the store manager. We could use another salesman around here. Do you like dealing with people?"

The question surprised me. I could count on one hand the friends I'd made since we moved to this neighborhood. To me,

(38)

kids around here seemed cliquish and unreceptive. "I suppose," I answered with little conviction.

"That's not much of an answer," he said, placing a hand on my shoulder. "Half of selling is putting people at ease. If they get the feeling you really care, they'll respond to that. They'll actually become reluctant not to buy from you. But if they get the impression you'd rather be doing something else, they'll be out the door before you know it."

He made it sound so simple. Something told me I might learn a great deal from this man who seemed to like everyone.

For whatever reason, Mr. Hill hired me that afternoon. My first days on the job were spent listening to the do's and don'ts.

良友

My self-doubts crept to the surface. "What if you don't have what they want?" I asked. "Never tell them that!" he insisted. "Instead, show them what you do have."

"But, what if ..."

"Show, don't tell," he interrupted. "You can't always offer people what they want. But you can always offer something. Whether they accept it is up to them. But if you show an empty hand, you take away that choice, and they have to look elsewhere. Just remember that you've always got something that will make a person's eyes light up. You just have to figure out what that is."

After he took me on a storewide tour, we pretended I was a customer just arriving. "Welcome to our store," Mr. Hill

said. He escorted me to a seat and, before I knew it, gently removed my shoes. Then he measured both feet.

"Why don't you just ask my size?" I said.

"Never ask someone's size!" he insisted, shaking a finger at me. "The purpose of measuring is to establish in the customer's mind that you know what you're doing. That gives them confidence in your recommendations."

Confidence. It was hardly my best asset. But Mr. Hill certainly had it, and I was determined to see how it worked. As the days passed, I became his shadow. I watched him all the time.

Once, I watched as he worked with two women shopping together. He brought them not only the shoes they had asked for, but several other pairs. While they were trying out the requested shoes, he handed them the matching purse. "Let's see how this looks," he said, almost innocently. Then he displayed other shoes. Next to each pair he placed a handbag. Who's to say what those customers had in mind when they walked in that day? But when they walked out, each had several pairs of shoes, a couple of handbags and a very satisfied smile.

"If you give people only what they came for, then you haven't sold anything. Give them that, then sell them something. Selling gives you a feeling of self-confidence, and once you've discovered it, it's yours for life."

Soon after, when it was time to assist my first customer,

the butterflies swirled in my stomach. Mr. Hill pulled me aside and offered his assurances. "Just treat them like you'd want to be treated, and the rest will take care of itself," he said.

After seating a woman and her daughter, measuring their feet, and showing them matching shoes, I suggested a water-repellent spray and a wire brush for maintaining the nap. The woman bought everything, and I don't know who was more pleased — me or Mr. Hill.

Though it was hardly an overnight transformation, I became a gifted salesman, thanks to Mr. Hill's example. It was a rare day that I didn't learn some new technique from him.

As the months lapsed into years, Mr. Hill became more like a wise uncle than a boss. His guidance touched many facets of my life — from career counseling to the torment of teenage romance.

Since coming to work at the shoe store, I had taken part in the senior play, gotten involved in some organizations, run for a couple of offices and made many new friends. It turned out my peers had never really closed me out of their lives. It was the other way around, just as it had been with my folks. As soon as I opened up to them, everyone responded.

Have confidence in yourself and others will too. Don't tell, show. Treat people as you would like to be treated. Always offer more than expected.

Those simple rules have since found their way into many

corners of my life — from business to family and beyond.

In teaching me about selling shoes, Mr. Hill gave me something far more important — a powerful secret for living. You won't always have what people ask for, but you'll always have something in that vast inventory. If not another pair of shoes or a can of polish, try offering a piece of yourself.

New Words and Expressions

actually 实际上

assist 帮助

assurance 信念、把握

boss 上司

boyhood 男孩时代、少年时代

brush 刷

can (容器) 罐、盒、听

cliquish 小集团的、排外的、
结派的

comfort 舒适的

conviction 相信、确信

counseling 咨询

courage 勇气、胆量

creep 爬行、微动、无察觉地
移动

deal with (people) 与人打交
道

do's = do 的复数形式

don'ts = don't 的复数形式

elsewhere 别的地方

escort 陪同(客人)、送(客)

facet 方面、侧面

finger 手指

gifted 有天赋的

guidance 指导、指教

impression 印象

innocently 清白的、天真的

insecurity 不安全

interrupt 打断、打扰

inventory 存货

lanky 瘦长的

lapse (时间) 流逝

matching 匹配的

nap 绒毛、短茸毛

navy-blue 海军蓝

organization 组织

~~peer~~ 同龄人

purpose 目的

purse (女用) 背包

reluctant 不乐意的、勉强的

repellent 防水的

requested 定做的

respond 回答

romance 恋爱故事, 风流韵事

scorching 炎热的

self-doubt 对自己缺乏信心

senior 年龄大的、高年级的

shadow 阴影、影子

shopper 顾客

sincere 诚恳的

storewide 整个商店

summon 号召、集聚

swirl 旋转、头发晕

torment 折磨

transformation 改变、变化

treat 对待

trim 整齐的、整洁的

unreceptive 不乐意接受的

wise 聪明的

Notes

1. When our family moved across town in the early 1960s, I lost my boyhood friends and plunged into a lonely period of teenage insecurity.

to plunge ... into ... 是个固定词组, 意思是“使……陷入某种境地”。例如:

to plunge a country into a war 使国家陷入战争

to plunge a room into darkness 使房间一片黑暗

2. Days later, wearing my best clothes, I summoned all my courage and stepped into that shoe store.

to summon one's courage 鼓起勇气

3. A lanky man greeted me, his gray hair combed straight

back and his face glowing with a sincere smile.

这一段里有几个 -ing 和 -ed 分词，与它们前面的名词组成独立主格结构，起状语作用。修饰前面提到的 lanky man 走过来的样子。句子大意是：一位瘦高的男子迎了过来，他灰色的头发向后梳着，脸上露出诚挚的微笑。

4. "That's not much of an answer," he said, placing a hand on my shoulder. not much of a something 这个结构较口语化，意思是“算不上……”。例如：

I'm not much of a swimmer. 我算不上会游泳。

He's not much of a baseball player. 他算不上个全球手。

5. "Half of selling is putting people at ease. to put somebody at ease 意思是“使人感到舒服、趁心”。例如：

With this income, the family lived at ease. 有了这笔收入，全家的日子过得挺舒服。

句子的意思是：推销工作的一半任务就是使人感到舒服。

6. But if they get the impression you'd rather be doing something else, they'll be out the door before you know it.

'd (would) rather do 意思是“宁愿做……”。例如：

I'd rather take the train than the plane. 我宁愿乘火车，也不愿意乘飞机。

句子的大意是：但如果人家感到你宁肯去做别的事情，等你弄明白是怎么回事的时候，人家早就走掉了。

7. My self-doubts crept to the surface. 意思是“暴露自己的疑虑。”

8. Whether they accept it is up to them. whether 在这里引导一个从句，作全句的主语，谓语动词是 is。be up to some-

body 意思是“取决于某人”。例如：

It's not up to me to make such a decision. 我没有做这种决定的权利。

句子的大意是：他们能否接受取决于他们自己。

9. ... the butterflies swirled in my stomach 意思是“我心里七上八下没有底”。

10. It was a rare day that I didn't learn some new technique from him. 这个句子有两个否定的地方，一个是 a rare day，一个是 didn't，这里不能按照俚语的“双重否定”还是否定的结构去理解，而等于 I learned some new technique from him almost every day. 我几乎每天都能从他那里学到一些新的销售技巧。

11. His guidance touched many facets of my life — from career counseling to the torment of teenage romance.

to touch many facets 意思是“涉及到许多方面”。

全句的大意是：他对我的指教涉及到了我生活的方方面面，从职业咨询到青少年谈恋爱遭受的折磨。

12. Since coming to work at the shoe store, I had taken part in the senior play, gotten involved in some organizations, run for a couple of offices and made many new friends.

并列谓语动词的时态都是过去完成时 had done (had taken, had gotten, had run, had made)，为了避免重复，后面的三个谓语动词省略了 had。

全句大意是：自从到鞋店工作以后，我参加了高年级的活动，加入了若干个组织，到好几家事务所应聘过，还交了许多新朋友。