

港台書畫

職業語言系列之二

國際貿易英語會話

English Conversation For Businessmen



文翔圖書公司印行

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(本書備有錄音帶)



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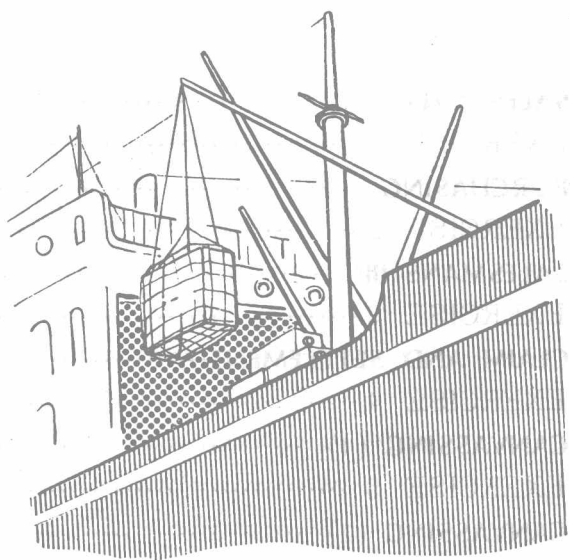
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前 言

本書特爲貿易商行職員而編寫。貿易爲一專業性的行業，故其對外語之要求又必高，須要一段較長的時間與努力才能奏效。

但文翔圖書公司爲了學者學習上之便利和以極短之時間能把握商業貿易英語之重點。特地重點式的整理編成此書，並灌製卡帶錄音成書以享讀者，諒讀者必能收到「聽說」的巧妙訣竅而有所以成也。

張立明



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國際貿易英語會話

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LESSON 1 SALES CALL

A: Oh, hello, Mr. Wallace. It's good to see you again. Please come in.

B: Thank you. You're looking' fine.

A: Thank you. I feel very well. Did you have any difficulty in finding the place?

B: No, not a bit². Your map led me here without any trouble.

第一課 業務探訪

甲：啊，哈囉，華里士先生。好啊，又見到你了，請進來吧。

乙：謝謝你。你的氣色很好啊。

甲：謝謝你。我覺得很好。你找尋我們這個地方有點困難嗎？

乙：不，一點困難都沒有。我依照你的地圖到來這裏很方便。

A: Good, I'm glad to hear that.

B: You certainly have a nice place here. I'm really impressed.

A: Thank you very much. It's simple but comfortable. Why don't you sit over here?

B: Thanks.

A: Would you like something a little stronger⁵ to drink?

B: Thanks all the same, but I'm not supposed⁶ to drink alcohol during working hours.

A: I see. Then let me get you some coffee. Do you take sugar and cream with it?

甲：好，聽你這樣說，我真是高興。

乙：你這裏的地方當真不錯。它實在給我很深的印象。

甲：十分感謝你。這裏的地方雖然簡陋，但是相當舒適。你爲

什麼不過來這邊坐坐呢？

乙：謝謝。

甲：你喜歡喝點酒嗎？

乙：一樣多謝你，但是在工作時間我是不應該喝酒的。

甲：原來如此。那麼，讓我替你弄些咖啡吧。你要加點糖和奶
油嗎？

B: Yes, if you don't mind.

C: Hello, Mr. Wallace, I've been expecting you.

B: I've been looking forward to seeing you.

C: I didn't exactly understand you over the phone. What did you say your line of business is ?

B: Textiles . I came to see you because I was wondering if you might be interested in one of our new worsted⁹ cheviots¹⁰.

C: Oh, I see . We handle¹¹ textiles of course .

B: Would you like to have a look at this one ?

C: Yes, indeed, let me see what you have.

乙：好的，如果你不介意的話。

丙：哈囉，華里士先生，我一直都期待你到來啊。

乙：我也一直都期望見見你。

丙：在電話上我不大清楚你的底細。你說你幹的到底是什麼行業呢？

乙：紡織品。我來見閣下，因為我很想知道閣下對於我們的一種新絨布是否感到興趣。

丙：啊，原來如此。我們也是經營紡織品的。

乙：你想看一看這種絨布嗎？

丙：是的，讓我看看你的貨色吧。

- C: It's very fine, isn't it?
- B: Thank you. This is one of the most popular materials for men's suits this season.
- C: Do you mean for your country?
- B: Oh, no! We've found that there is no difference in clothing fashions between your country and ours.
- C: Oh, I see.
- B: This material is not only of high quality, but it looks attractive and wears well.

丙：貨色很漂亮，可不是嗎？

乙：謝謝你。這是本季男人套裝衣料中最流行的衣料。

丙：你是指貴國而言嗎？

乙：啊，不是！我們覺得貴國和我國的服裝款式是全無差別的。

丙：啊，我明白了。

乙：這種衣料不獨漂亮大方和品質高貴，而且經久耐用。

EXERCISE 1

1. Good morning, may I help you?

—Yes, please. I have a ten-thirty appointment with Mr. White.

2. I have a ten o'clock appointment with Mr. Richardson.

—He's been waiting for you. Please come in.