

外贸 高级英语

主编 王万方

*ADVANCED
ENGLISH
FOR
FOREIGN
TRADE*

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Advanced English for
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前 言

《外贸高级英语》与《外贸中级英语》、《外贸初级英语》是一套根据不同要求与水平分级编写的外贸英语教材。

《外贸中级英语》和《外贸初级英语》的主要内容是围绕英语的基本语法来介绍外贸方面的基础知识,而《外贸高级英语》则是在学完前两套教材的基础上着重为提高而编写的。它有三个目的:一是扩大学生的知识面;二是增加学生的阅读量;三是进一步培养学生的英语辨析和感悟能力。因此,它所起的作用是在普及基础上的提高。同时,它又可作为一册单独的读本,可用作中高级英语培训的精读或泛读教材,也适合具有英语中高级程度者作为自学或课外阅读提高用。

《中级外贸英语》和《初级外贸英语》分别都分为上、下两册。而《外贸高级英语》则只编一册,因为它是一本提高读本,且有一定的深度和难度,其教学进度肯定要比中级和初级教材慢,教学消化时间也相对要长。如教学时间宽裕,教师也可根据本书的主要编写范围自行增添相近似的补充阅读材料。

本书的特点有二:一是语言材料新。所选篇目都出自近几年出版的英美刊物,语言流畅地道,富有时代气息。二是选材视角较宽,不局限于狭隘的外贸范围,而将与外贸密切相关的一些内容,如经济、金融、管理、拍卖、谈判等包括进来。这样做不仅考虑到外贸人才所必须有的知识结构,更考虑到英语高级外贸人才所必须具备的词汇量和表达需求。

本书编写充分考虑到使用者的方便,特别注重注释的详细和例句的丰富。对于课文中出现的较难的句段都尽可能给

以必要的解释。练习的配备注重笔头翻译能力的培养,也适当考虑到能使學生触类旁通和灵活应用学到的知识。为便于自学,书后附各课练习答案和课文的参考译文。

本书在编写过程中得到上海外经贸教育培训中心领导王垂芳教授的鼓励和支持。初稿完成后又蒙曹国煌副教授仔细审阅全书。复旦大学经济学院须美英老师在编写初期曾热心为我们提供参考材料。在此,我们一并表示衷心的感谢。

由于本书编写主要利用业余时间进行,加上编者水平有限,错误不妥之处断难避免。请广大读者不吝赐教。

编 者

1996 年 1 月

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Lesson One

Text

Opening Remarks at the World Bank's Fifth Annual Conference on Development Economics

Good morning, and welcome to the World Bank's fifth Annual Conference on Development Economics. And an especially warm welcome to our friends and colleagues from outside the Bank.

Knowledge and ideas are critical to development. We need reliable data to inform our operational activities and analysis to determine which policies succeed. Development economics has a key role to play in that process.

It seems to me that the challenge of development, in the broadest sense, is to improve the quality of people's lives. That takes us beyond the more traditional focus on growth of output or of income. Certainly a better quality of life calls for higher incomes, but it also involves higher standards of education, health, and nutrition, a cleaner environment, and equal opportunity.

Over the past generation development economics has helped us move closer to achieving those goals through the contribution of important research and ideas. Among the numerous examples of the work that has affected policymakers and practitioners are the following:

- . The notion that investing in people is the strongest foundation for lasting economic and social progress. This concept has taken root and now influences current thinking on development.

- . The importance of a mutually reinforcing linkage between economic policy and environmental sustainability. This is a perspective that carries the potential both for increasing wealth and for safeguarding the planet.

- . The evidence in favor of a "market-friendly" approach to development, which has helped to trigger a virtual economic revolution, from the poorest countries of Africa to the new states of the former U.S.S.R.

These ideas have changed our world, and they reflect the importance of your role. Ideas, research, and knowledge are the keys to the future.

The problem of course, if we are honest, is that we do not yet have all the knowledge we need to address some of the major problems before us: how to restore growth in countries that have experienced years of stagnation and decline; how to help reconstruct the economies of nation states in an era of increasing

ethnic conflict and political devolution; and how to convert vast military complexes, in both East and West, to peaceful purposes.

Despite technological advance and the dawn of the "information age," we do not have all the answers to these questions. Trying to find answers is the challenge facing development economics. It is also a major challenge for a development institution, and a knowledge-based institution, such as the World Bank. As we grapple with the radical changes under way in the global economy, we need constantly to replenish and sharpen our knowledge base.

To do this effectively, we depend a great deal on our colleagues outside the Bank for research, for information, and for ideas. It is very important for the Bank to be open and to listen to the views of others.

Because so many developing countries look to the Bank as a primary source of development knowledge, we have a special responsibility to demonstrate intellectual excellence, to find and disseminate the very best research and ideas, and to ensure that this knowledge and information reach policymakers and practitioners.

Development theory by itself has little value unless it is applied, unless it translates into results, and unless it improves people's lives. As some of you may have heard, I am quite attached to the word "implementation."

In your deliberations over the next few days, I would ask you to bear in mind that succeeding in development is the great-

est challenge facing the human race. Regardless of short-term economic prospects, the world's long-term security and prosperity depend on development. To be successful, we need more innovative research, we need more good ideas, and, together, we need to put them to work.

Words and Expressions

remark [ri'mɑ:k] *n.* sth. that is said (speech, comment, statement) 言辞, 话语, 评论

annual conference a meeting at which formal discussions take place every year 年会

development economics the study of the production of wealth and the consumption of goods and services in a society, and the organization of its money, industry, and trade 发展经济学

critical ['kritikəl] *a.* extremely important; crucial 极其重要的, 关键的

reliable [ri'laɪəbəl] *a.* worth of trust; that can be depended on 真实可靠的, 可信赖的

operational [ɒpə'reɪʃənəl] *a.* of or having to do with operations of any kind 经营的, 业务的

challenge ['tʃælɪndʒ] *n.* sth. new or difficult which requires great effort and determination 挑战, 艰巨的任务, 需尽心竭力的工作

focus ['fəukəs] *n.* a central point of attention, activity, etc.;

emphasis 集中点, 重点, 中心

involve [in'vɒlv] *vt.* to have as a necessary part, condition or result; include 需要, 包含, 牵涉

nutrition [nju:'trɪʃən] *n.* that which nourishes, nourishment
营养

practitioner [præk'tɪʃənə] *n.* a person who regularly does a particular activity 实践者, 从事实际工作者

notion ['nəʊʃən] *n.* an opinion, view, belief, concept 概念, 观念, 见解

influence [in'fluəns] *vt.* have an effect on a person or a situation; affect 影响, 对……起作用

reinforce [,ri:'ɪn'fɔ:s] *v.* strengthen; make stronger or more effective 加强, 增强

linkage ['lɪŋkɪdʒ] *n.* the act or process of joining two things or ideas 关联, 连接, 联系

sustainability [sə'steɪnə'bɪləti] *n.* of being sustainable 持续, 维持

perspective [pəs'pektɪv] *n.* a mental view, outlook, or prospect
视角, 观点, 想法

trigger ['trɪɡə(r)] *vt.* cause to happen 触发, 引起

virtual ['vɜ:tʃuəl] *a.* being sth. in effect; actual 实质上的, 事实上生效的

stagnation [stæg'neɪʃən] *n.* the condition of being stagnant 停滞, 不发展

ethnic ['eθnɪk] *a.* connected with or relating to different racial groups of people 种族的

conflict ['kɒnflikt] *n.* a fight or struggle, especially a long one;
dispute 冲突

devolution [di:vəljʊ:fən] *n.* the transfer of some authority or
power from a central organiza-
tion or government to smaller
organization or government de-
partments 权力下放

convert [kən'veɜ:t] *v.* change in form, character or function;
transform 使转变, 使转换

institution [ɪnstɪ'tju:fən] *n.* any organization established for some
public or social purpose (university,
bank, hospital, church, school etc.)
社会公共机构

grapple(with) ['græpl] *v.* try to overcome; solve or deal with
努力克服(或解决, 对付)

replenish [rɪplenɪʃ] *vt.* refill, provide a new supply for 填满,
装满, 补充

demonstrate ['demənstreɪt] *vt.* make sth. clear to people;
illustrate, show 显示, 表露

intellectual [ɪntəlektʃuəl] *a.* of the intellect 智力的, 知识的
disseminate [dɪ'semɪneɪt] *vt.* to scatter widely; spread 传播,
散布

innovative [ɪ'nəuveɪtɪv] *a.* tending to innovate, characterized
by innovation 创新, 变革

deliberation [dɪ.lɪbə'reɪʃən] *n.* careful and often lengthy consi-
deration of a subject; thought
细想, 慎思

Notes

1. 本文是世界银行主席 Lewis T. Preston 在 1993 年年会上所致的开幕词。世界银行是国际复兴开发银行 (International Bank for Reconstruction and Development) 的简称。该行成立于 1945 年 12 月 28 日,是联合国的专门机构,总部设在华盛顿。

2. And an especially warm welcome to our friends and colleagues from outside the Bank.

我特别要对非本行的朋友和同事们表示热烈的欢迎。

请注意, from outside the Bank 的语法结构: Outside the Bank 作 from 的介词宾语。一个介词结构作另一个介词的宾语的情形在英语中并不鲜见,例如:

John picks up the books from beside the chair.

约翰从椅子旁边抽出这些书。

A man suddenly came out from behind the bushes.

从林子里突然窜出一位男子。

3. ..., in the broadest sense,从广义上来说.....

sense 在此作“意义”、“含义”解,例如:

in a narrow sense 从狭义上讲

in a certain sense 从某种意义上讲

in a general sense 一般地说

in a very real sense 非常确切地说

He cannot be called a philosopher in the strict sense of the word. 严格地说,他不能称为哲学家。

4. That takes us beyond the more traditional focus on growth

of output or of income.

这个观念开阔了我们传统的视野,而不是仅仅关注产量或收入的增长。

句首的 that 是个代词,用以指代前面所说的一句话(或前面一句话所包含的观念)。

beyond 作介词用,在现代英语中是一个十分活跃的词,它有不少搭配表意简洁明快,例如:

My feeling was beyond words. 当时我的心情很难用语言表达。

This expensive dress is beyond my pockets. 这件连衣裙价格昂贵,我买不起。

It is a pleasure to offer our customers something beyond criticism. 能为客户提供无可挑剔的商品是件愉快的事。

5. Certainly a better quality of life calls for higher incomes, but it ...

诚然,一种更高的生活质量需要更高的收入,然而它……

call for 在此作“需要”,“要求”解,请看下面两个类似的例句:

The growing crisis in energy calls for an effective solution.

能源危机日益严重,需要有一种有效的解决办法。

The wording of the agreement calls for some revision.

协议的措词需作些修改。

6. Among the numerous examples of the work that has affected policymakers and practitioners are the following:

无数堪称范例的研究成果影响着决策者和实践者,其中包括:

虽然 affect 与 influence 的汉语解释都是“影响”,但它们的

含义是截然不同的, affect 往往指带来“不利的”或“消极”的影响, 而“influence”则是一个中性词, 指带来影响(而使人行言产生变化):

The war affected the economic development in this region.
这场战争影响了这个地区的经济发展。

Considerable buying has affected the price to a large extent.
大量购买在很大程度上影响了价格。

Do not imagine that I want to influence you.
不要认为我想叫你照我的意思办。

7. The notion that investing in people is the strongest foundation for lasting economic and social progress.

对人的投资是经济和社会永久进步的一个最强有力的基础这样一个思想。

从语法上分析, 这并非是一个句子(接下去的两句也相同), 而是一个名词词组, 作者将这个词组以句子的形式标出, 为的是行文简练醒目。that 引起的一个句子在此作为 the notion 的同位语, 进一步说明这个 notion 指的是什么具体内容。同位语(从句)在英语中是经常出现的, 请看下面三例:

The news that he was awarded Nobel Prize came this morning.

今天早上传来他被授予诺贝尔奖的消息。

Can there be any possibility that he is still alive?

他依然活着, 这种可能性还存在吗?

He made the suggestion that the meeting should be put off.
他提议会议推迟举行。

8. The evidence in favor of a “market-friendly” approach to de-

velopment which has helped to trigger a virtual economic revolution, from the poorest countries of Africa to the new states of the former U. S. S. R.

事实证明,人们赞成采取“对市场有利”的方式进行发展,这种方式直接引发了从非洲最贫穷的国家到属前苏联的各新兴国家的一场彻底的经济革命。

名词 + friendly 构成一个新词,这个构词法在现代英语中十分流行,friendly 在这种语境中表示“对……有利”,“对……方便”等一类意思。例如:

The development program of the city is environment-friendly.

这个城市的发展规划不损坏环境保护。

This facsimile machine is user-friendly. 这台图文传真机使用非常方便。

动词 trigger 最基本的意思是:“扣动板机”,引伸意思为“触发”,“直接引发”,表达很生动。类似的用法还有:

trigger a nuclear explosion 引发核爆炸

trigger a gun 扣板机开枪

trigger a missile 发射导弹

trigger (off) a nuclear war 发动一场核战争

His hard-line statement would trigger a war.

他的态度强硬的声明会引发一场战争。

U. S. S. R 是 Union of Soviet Socialist Republics

“苏维埃社会主义共和国联盟”的简称。

9. ..., is that we do not yet have all the knowledge we need to address some of the major problems before us
……我们还不具备所需的一切知识来解决我们面临的若