

ENGLISH CONVERSATIONS  
ON FOREIGN AFFAIRS OF AN  
ECONOMIC NATURE

# 涉外经济工作 英语会话



唐振邦 编著

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## 前 言

随着我国经济改革浪潮的向前推进，涉外经济事务日益增多。除商品买卖、劳务提供外，还有先进技术的引进、合资企业的组成与经营、外商直接投资等，这些活动都需要英语会话。交谈的内容虽多种多样，牵涉的面很广，但是也有规律可循。从事这方面工作的人倘若掌握了对外经济贸易的基本概念、原则、原理，又能熟练地运用经济贸易工作中的英语常用句式，就不难流利地进行交谈和处理各种问题。

本书旨在为广大科技和经济工作者提供这方面的知识和训练，帮助已经能够进行基础英语会话的人一方面扩大英语词汇，另一方面增加经济、贸易和法律知识，以培养他们在实际工作中的会话和洽谈能力。

各篇会话扼要简洁，汉语译文通俗易懂，并力求反映原意。如有不妥之处，望读者批评指正。

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## 1. Preliminary Talk about the Establishment of an Enterprise

Host: Let me introduce to you Mr.  
Wang of the Shanghai Electronics Company.  
Mr. Wang, this is Mr. Johnson, who has  
just come from America.

Wang: How do you do, Mr. Johnson.

Johnson: How do you do, Mr. Wang.

Host: As Mr. Johnson has come to  
China to seek an opportunity of making  
investment in some business, I think the  
two of you wouldn't object to my going  
over there to meet some other guests.

Wang: No, not at all. We wouldn't  
object to your leaving us to ourselves here.  
Mr. Johnson, I'm very glad to meet you.  
I think we will have a nice talk together.

Johnson: I'm equally delighted to meet  
you, Mr. Wang. My goodness, there is  
quite a big crowd here. Shan't we find a  
quiet corner and sit together for a while?

Wang: O.K. Let's go over there.

(They sit down at a table in a corner of the hall.)

Wang: Mr. Johnson, you are looking for an opportunity to invest part of your capital here, aren't you?

Johnson: Strictly speaking, I'm looking for such an opportunity on behalf of a group of investors.

Wang: You are acting for a consortium, aren't you?

Johnson: I'm one of those prospective investors. Our group might perhaps be called a consortium.

Wang: You are welcome, Mr. Johnson. The Chinese government not only allows but also encourages foreign enterprises and individuals to make investments here.

Johnson: So far as I know, foreigners may set up enterprises here jointly with Chinese people or use their capital to establish enterprises for independent operation by themselves.

Wang: That's true. The enterprises may be owned and operated by themselves. In either form of investment, they enjoy full

protection of their legitimate rights and equity in their businesses by the Chinese law.

Johnson: No doubt there are great economic advantages to be gained by both sides. The investment of foreign capital here will speed up the development of your economy and also bring huge profit to the investors. To say the least, the mere act of investing large sums of money in your country will help to strengthen business connections, create a mutual feeling of good will, and smooth the way for more trade with other nations.

Wang: It is obvious that such investments are conducive to the economic development of both the investing and the recipient country.

Johnson: I concur with you in this view of the benefit of foreign investment.

Wang: What business is it that your consortium plans to put its capital in?

Johnson: The manufacture of sophisticated electronic equipment.

Wang: That's the field in which I believe I can render you some service in your

effort to find an outlet for your capital.

Johnson: I'd be very much obliged to you.

We pay well for services received.

Wang: I don't want any commission.

Johnson: This is a question to be taken up later.

Wang: Could you tell me what the form of investment is that you propose to make?

Johnson: My people contemplate embarking in business here in a joint venture first. Later, when they have got enough experience and confidence they might like to establish a company entirely under their own management.

Wang: I see. Generally speaking, foreign investors prefer to place their own engineers and operating officers in charge of the enterprise.

Johnson: This preference, I think, may be due not to a sentimental desire to favor their fellow citizens, but merely to the greater confidence which businessmen are likely to have in engineers of their own acquaintance.

Wang: But the operation of such an en-

terprise will nevertheless be under the control and supervision of a duly authorized organ of the Chinese government.

Johnson: This of course I know. Mr. Wang, may I call on you at your office sometime next week?

Wang: It will be a great pleasure to meet you again. please give me a ring first. My address and telephone number are on this card.

Johnson: (Taking the visiting card)  
Thank you very much. And this is my card.

## 2. The Law Reacts upon Economy

Yang: Why do you want to set up a subsidiary company here instead of doing your business through an agency?

Clarke: The reason is that the product of my company is so complicated that its selling requires technically trained salesmen, and there will also be a need for service after sales in making repairs and adjustments. Transport across the Pacific is also a troublesome problem.

Yang: I see. so, you have decided to build a plant here to produce for the local market rather than to produce at home and export to this market.

Clarke: There are obvious advantages to be gained and some not so obvious. It is estimated that by shipping parts to be assembled at destination, packing and shipping costs are reduced from 25 to 50 per cent in this industry.

Yang: This is certainly an enormous gain in cost reduction.

Clarke: Then, there is the tariff to be taken into account.

Yang: How great is the economy that may be achieved in this respect?

Clarke: The reduction in cost is stupendous. This, as you can easily see, is a strong argument for establishing a subsidiary plant here. However if the plant to be set up is mainly an assembly plant, this argument of cost reduction will lose much of its force.

Yang: Do you mean that in the case of an assembly plant the gain is limited to the differential between the tariff on parts and on assembled units of the product?

Clarke: Yes, that's the point. The gain would lie solely in the use of local labor for assembling. Of course, this also has to be evaluated in terms of effectiveness as well as wages.

Yang: If all the labor involved in the production of parts, as well as in assembly, should be cheaper here in terms of effectiveness, would it be more economical and

therefore more profitable to transfer the whole process to this city?

Clarke: But there are many other considerations. The law, for example, is a factor of paramount importance in making such a decision.

Yang: The newly promulgated law on enterprises of foreign capital is highly favorable to foreign investors.

Clarke: Yes, it is. It has created many favorable conditions for investment of foreign capital in china. Foreign investors need only consider now what form of business organization would be most expedient for them according to the provisions of this law.

Yang: In this connection may I say that the status of juristic person granted to foreign enterprises worthy of that title by the law has made it highly expedient for those enterprises to be organized in a way suitable for large-scale production?

Clarke: Yes. "The law reacts upon economy." This is a line quoted from the writing of a famous authority on business management.



Yang: I fully agree with this opinion.  
Mr. Clarke, with such a good knowledge of the Chinese law as you have, you will certainly be able to decide upon the correct choice of the organizational form of your business.

Clarke: Thank you very much. I'll ask you for advice again after I have consulted with my partners.

Yang: But there is a piece of advice which I can offer you right now.

Clarke: what's that?

Yang: The product, or products, of your enterprise must be exclusively or chiefly for export. Only a small part of them may be sold here. So, the tariff consideration you mentioned just now is not realistic.

Clarke: Thank you for your advice. I think the products will find a wide market in other parts of the world.

Yang: And there are obviously great advantages to be gained in locating the plant here, after all.

Clarke: Yes, there couldn't be any doubt about this. The advantages in terms of nearness to sources of raw material and abun-