

技术贸易情景会话

Technical Trade Scene Conversation



英汉对照
杨家翠 编著

重庆大学出版社

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内 容 提 要

本书从实用出发，汇集了进出口贸易中洽谈业务时所涉及到的整个会话情景；以技术贸易为中心，按事情先后顺序，分国内国外两部分，包括生活接待、旅游观光、现场指导、技术交流、贸易谈判、签订合同、后续服务等内容；还介绍了初访美国者必备的有关美国风土人情和生活常识。这是一本英汉对照的技术贸易口译手册，除正文外还附有大量附加词汇，内容丰富，层次清楚，知识系统，准确适用。是从事外事接待、外贸谈判、旅游服务等涉外工作人员、工程技术人员、留学生、大专院校师生的良师益友，也可供英语专业师生和学习英语会话者参考。

前 言

随着我国开放政策的深入贯彻执行，我国进一步扩大了同发达国家和发展中国家的经济、技术交流与合作。为了适应这种形势，本书从实际出发，编写了在进出口贸易中，与外商洽谈业务时，所接触到的会话情景。全书以技术贸易为线索，按事情发生的先后顺序，分国内和国外两部分编写。国内部分的会话内容包括：生活接待，参观工厂，技术交流，谈判和签订合同，旅游，外国专家在现场进行技术指导以及有色金属出口贸易中的会话。国外部分的会话内容是：一个中国代表团在美国逗留期间，在旅行、工作、生活、参观工厂和游览等活动中所碰到的会话情景；还通过注释和说明，向读者介绍了美国的一些风土人情和有用的生活知识。

这是一部英汉对照口译手册，大部分章节后面有附加词汇，内容丰富，适用性强，可供外事和外贸工作者、工程技术人员、出国人员和出国留学学生、大专院校英语专业的师生、医务工作者、旅游部门和服务行业的工作人员以及广大英语爱好者参考使用。

本书的英语会话部分由美国专家李·琼斯 (Lee Jones)

和肯尼·琼斯 (Kenny Jones) 先生校阅，章宗和同志 承担了本书的全部技术审校工作；全书由章宗和、傅启明同志校对；“国内部分第Ⅷ章”的汉语会话由张丕云同志编写，英语部分由杨佑方同志校阅；唐朝洪同志校阅并补充了本书的“技术交流”一节；易正伦、汪子和同志对本书的出版给予了大力支持，特此表示感谢。

由于水平有限，缺点、错误在所难免，敬请广大读者批评指正。

编 著 者

一九八七年十一月

Preface

With the deep implementation of our open policy, our country has been further extending the exchange and co-operation in the field of economy and technique with developed and developing countries. In order to adapt this situation, this book is compiled with the intension of showing the readers the conversational scene when talking with foreign businessmen in import and export business, proceeding from actual conditions. Taking technical trade as the structural basis of the book, the domestic and overseas parts are written in chronological order. The content of conversation in the domestic part includes reception, visit of the plant, technical exchange, negotiation and conclusion of the contract, tour, technical supervision of foreign specialists on the job site as well as conversation in nonferrous metal exporting business. The content of conversation in the overseas part is, the conversation scene encountered by a Chinese delegation in its travel, work, life, visit of the factories and sight-seeing, etc. during its stay in America. Useful knowledge of life in America, such as local conditions and customs, is introduced to the readers through notes and descriptions.

This is an English-Chinese handbook for verbal interpretation. Additional expressions are listed at the end of most chapters and sections. It is a substantial and practical book.

The book is written as a reference for those engaging in foreign trade and foreign affairs; technicians and engineers; personnel going abroad and students studying abroad; teachers and students in English speciality in universities, colleges and institutes; medical workers; personnel of tourist and service trades along with vast numbers of amateurs in English learning.

The English conversation part is reviewed and revised by American experts, Mr. Lee Jones and Mr. Kenny Jones; Mr. Zhang Zong-he takes on all technical examining and revising work of the book and it is proofread by Mr. Fu Qi-ming, Conversation in Chinese in Chapter Thirteen of the domestic part is written by Mr. Zhang Pi-yun and the English version is reviewed by Mr. Yang You-fang; the "Technical Exchange" is reviewed and supplemented by Mr. Tang Chao-hong; Mr. Yi Zheng-lun and Wang Zi-he giving strong support to the publication of the book, to whom I hereby express my deep gratitude.

Shortcomings and mistakes are unavoidable because of my restricted capacity. Valuable criticism and suggestion are expected with appreciation.

The Compiler

November, 1987

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Part One At Home

第一部分 在国内

I. On Arrival 迎接

1. At the Airport 在机场

Zhang: Excuse me, sir, are you Mr. George from America?

张: 请问, 先生, 你是从美国来的乔治先生吗?

Link: No, my name is Link, but I'm from America.

林克: 不, 我叫林克, 但我从美国来的。

Zhang: Are you going to M. plant?

张: 你是到M工厂去吗?

Link: Yes.

林克: 是的。

Zhang: I'm an interpreter from the plant where you want to go. This is Mr. Wang, manager of Technical Import Department of our plant. He came here specially to meet you.

张: 我是你要去的那个厂的翻译。这是我厂技术引进处的王处长, 他是专门来迎接你们的。

Link: How do you do, Mr. Wang? Thank you for coming here to meet us.

林克: 你好, 王先生! 谢谢你来迎接我们。

Wang: How do you do? How many people are there in your party?

王: 你好! 你们一行几人?

Link: Three people.

林克: 三人。

Wang: Where are the other two gentlemen?

王: 还有两位先生上哪儿去了?

Link: They'll be here very soon.

林克: 他们很快就来。

(After Mr. George and Mr. Smith came. 乔治和史密斯先生到了之后。)

Link: This is Miss Zhang and Mr. Wang from M plant.

林克: 这是M工厂的张小姐和王先生。

George: How do you do?

乔治: 你好!

Wang: How do you do? Is all your luggage here?

王: 你好! 你们的行李到齐了吗?

George: No, we have one checked suitcase, but we haven't collected it yet.

乔治: 没有, 我们有一个托运的箱子, 但还没有去取。

Zhang: Please give me your luggage claim check, I'll get it for you.

张: 请把行李牌给我, 我帮你们取。

George: No, thank you. It's too heavy for you to carry