

# 提升 英语

[上册]

主编 张镇华

副主编 杨明光 王庆奖

# English

IMPROVING YOUR



中国科学技术出版社  
CHINA SCIENCE AND TECHNOLOGY PRESS

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# LESSON ONE ▶▶▶

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## Suggestions for Preview

与人交往时，第一印象是很重要的。第一印象的好坏往往可以决定人与人交往的成功与失败。在你的日常交际过程中，你是否注意过自己给别人留下的印象，尤其是第一印象？要想给人留下好的第一印象，又该如何做呢？本文将介绍几个小窍门，你不妨试试。

## ★ TEXT ★

### First Impressions Count

To increase your chances of making a good first impression, here are a few tips:

- Make eye contact at least half to two-thirds of the time (any more than this and you may come on too strong). Pay attention to your body language. Lean towards others when they speak. Nod every now and then.
- Smile, even if you aren't in the mood. "We actually encourage our clients to fake it," says Demarais. "It's a gift of social generosity, with a payback." Going through the motions of showing some teeth may make you and others feel better, says the research.
- Be careful about 'oversharing', i. e. disclosing too much personal information about yourself. Keep it light. Keep it positive. No one repeat. No one will be interested in your gall bladder operation.
- Try a little flattery. People warm to others who pay them compliments, even if they





know they're false, studies show. "But it's best when done sincerely," stressed Demarais.

- Get a prepared opening line as an icebreaker? Ditch it, or you risk coming across as shallow, aggressive and calculating.

- Check your impulse to use the other person's name repeatedly. Once or twice might work, but overplaying the name game can make you seem salesy' and forced.

- Think a neutral, inscrutable style makes you appear thoughtful, deep or cool? Forget it. Aloof behavior such as being too casual at the table, crossing your arms, or showing zero emotion makes you look bored or arrogant.

(251 words)

## True or False Statements for Preview Check

1. Making a good first impression is very important in your communication with people. ( )
2. It is impolite to make eye contact at least half to two-thirds of the time. ( )
3. In communication, even if you are not in the mood, you have to smile to make others feel better. ( )
4. People warm to others who pay them compliments sincerely. ( )
5. You should use the other person's name repeatedly when you first meet him or her. ( )

## New Words and Expressions

**impression** [im'preʃən] *n.*

the effect produced in sb. 's mind 印象, 效果

an idea or opinion that one forms about sth. 感觉, 感想

**count** [kaunt] *v.*

say or name (e. g. numerals) in order 数, 计算, 计算在内

consider (sth or sb) to be valuable 认为有价值

**lean** [li:n] *vi.*

rest on sth. in a listing position for support 倚; 靠

be in a listing position; bend 倾斜; 倾向; 偏向

**client** [klaɪənt] *n.*

a person who pays a business person, esp. a lawyer for help and advice 当事人

	a customer 顾客
<b>generosity</b> [ˌdʒenərəʊsɪti] <i>n.</i>	the quality of being generous 慷慨, 宽大
<b>disclose</b> [disˈkləʊz] <i>vt.</i>	allow to be seen; make known 揭露, 透露
<b>positive</b> [ˈpɒzətɪv] <i>a.</i>	leading to a practical action 积极的, 肯定的 sure, having no doubt 确实的, 肯定的
<b>flattery</b> [ˈflætəri] <i>n.</i>	flattering; insincere praise 谄媚, 巴结, 奉承, 阿谀之词
<b>compliment</b> [ˈkɒmplɪmənt] <i>n.</i>	expression of admiration, approval, etc. either with advice or opinion, or by imitation 称赞, 恭维之词
	<i>vt.</i> pay a compliment to 称赞, 褒扬, 恭维
<b>ditch</b> [dɪtʃ] <i>n.</i>	a narrow water course dug at the edge of a field, road, etc., esp. to hold or carry off water (在田边路边挖的, 尤指用来储水或排水的) 沟, 沟渠, 壕沟 (fig, sl) abandon (喻, 俚) 抛弃
<b>aggressive</b> [əˈɡresɪv] <i>a.</i>	using or showing force or stress in order to succeed 活跃的, 积极进取的 ready or likely to fight or argue 好斗的, 挑衅的, 侵略的
<b>calculating</b> [ˈkælkjuleɪtɪŋ] <i>a.</i>	scheming; shrewd; crafty 诡计多端的; 精明的; 狡猾的
<b>impulse</b> [ˈɪmpʌls] <i>n.</i>	a sudden wish or urge 刺激, 冲动, 推动力
<b>neutral</b> [ˈnjuːtrəl] <i>a.</i>	not supporting or helping either side in an argument, war, etc. 中立的
<b>inscrutable</b> [ɪnˈskruːtəbl̩] <i>a.</i>	that cannot be understood or known; mysterious 难以了解的, 不能预测的
<b>thoughtful</b> [ˈθɔːtful] <i>a.</i>	thinking deeply 深思的, 思考的 showing care for the needs of others 体贴的, 关切的, 考虑周到的
<b>aloof</b> [əˈluːf] <i>a.</i>	cool; remote (by nature) 孤零的, 冷淡的
<b>casual</b> [ˈkæʒjuəl] <i>a.</i>	showing little concern 漠不关心的, 不经意的 (of clothes) not formal or not suitable for special occasions (衣服等) 非正式的, 随便的
<b>arrogant</b> [ˈærəɡənt] <i>a.</i>	behaving in a proud, superior manner 傲慢的, 自大的

## Notes on the Text

1. People warm to others who pay them compliments, even if they know they're false, studies show. 研究表明, 即使人们知道那些恭维之词是假情假意的, 但是, 他们对说这些话的人依然热情。

句中 studies show 是主句, 后跟省了 that 的宾语从句 people warm to others who pay them compliments, even if they know they're false, 在此从句中, who 引导定语从句修饰 others, even if 引导让步状语从句。



2. Be careful about ‘oversharing’, i. e. disclosing too much personal information about yourself. 谨慎点，不要显得过于共享某些东西，也就是说，过多地坦露自己的私人信息。

i. e. ; which is to say, in other words 也就是

3. Going through the motions... (colloq) do sth (that one is expected or required to do) in a perfunctory or insincere manner. (俗) 敷衍塞责。

4. But it's best when done sincerely.

When done sincerely 为从句省略，承前省了 it is，完整的句子是 when it is done sincerely.

## Phonetics

### English Alphabet & International Phonetic Symbols

英语字母和国际音标：

虽然英语是一种拼音文字，但它与汉语不无相似之处。其 26 个字母相当于 26 种笔画，每个英语单词就是由这些笔画构成的“字”。如 name, study, important 等。

不过，英语这 26 种笔画组成单词时有一定的规律可循，即每个英语单词是由英语字母按一定的发音规则排列构成的。

英语的音标其作用相当于汉语的拼音，但英语单词的读音与其组成字母有着较为紧密的关系——英语字母具有一定的发音规则。例如：

[desk]              [ˈfju:tʃə]

desk                  fu · ture

## Grammar

### Nouns

#### I. Pretest

Choose the best answer:

1. (How many) (How much) money do you need?
2. (A Little) (A few) more study, and you'll be ready for the exam.
3. They planned to build (a twelve-floor) (a twelve + floors) hospital.



4. I'm looking for (a little) (a few) equipment for my office.
5. I ordered two white (coffee) (coffees) for you and him.

## II. Explanation

1. 一般说来, 物质名词和抽象名词是不可数的, 因此没有复数形式, 如 money, information, milk, tea 等。

但是在下列情况下, 某些特质名词或抽象名词具有复数形式。

a. 在表示不同的类别时, 如:

The country exports tropical fruits. (各种水果)

Both the ideas, bad and good, came to him suddenly.

b. 表示数量很多时, 如:

The rising waters did a lot of harm to the crops.

She told him of all her hopes and fears.

c. 表示具体的事物时, 某些物质名词和抽象名词可用作可数名词, 如:

There are lots of beautiful woods in this country. (woods 指一片片树林)

He did me a great kindness. (一次大帮助)

2. 有些特质名词在一定情况下可以变为可数名词, 其意义有所变化, 如:

coffee (咖啡) → a coffee (一杯咖啡)

glass (玻璃) → several glasses (几只玻璃杯)

3. 某些抽象名词在表示具体的某种意思时, 也可用作可数名词, 如:

After many failures, they finally succeeded.

We had three discussions on the project. (三场讨论)

4. 名词作定语时, 相当于形容词, 不用复数形式, 如:

a nine-year-old child

a two-hour speech

## III. Practice

Choose the best answer:

1. \_\_\_\_\_ students graduated this year than last year.
 

A. Less of the	B. A few more
C. A few of	D. There were a few
2. I don't hear \_\_\_\_\_ news about Mr. Smith these days.
 

A. many	B. much
C. a lot	D. much of
3. There is a large \_\_\_\_\_ of wheat that needs harvesting.
 

A. amount	B. much
C. a lot	D. much of



4. There's \_\_\_\_ meat in the refrigerator.  
A. a little of                      B. a little                      C. a few                      D. some few
5. I'm sorry I'm late, I hope I didn't cause you \_\_\_\_.  
A. took much problems                      B. problem  
C. many more trouble                      D. too much trouble
6. I've never seen \_\_\_\_ people in the street.  
A. so much                      B. so many                      C. so much of                      D. this many of
7. \_\_\_\_ fish are there in that bowl?  
A. How much number of                      B. How many  
C. Do you know how much                      D. What is number of
8. For the winter months we need a lot of \_\_\_\_.  
A. fruit and vegetable                      B. fruits or vegetable  
C. fruit and vegetables                      D. fruit or vegetables
9. There's \_\_\_\_ on the floor.  
A. some glass                      B. some glasses  
C. many glass                      D. much glasses
10. There are two \_\_\_\_ and three \_\_\_\_ on that table.  
A. boxes of matches toy buses                      B. box of matches toy buses  
C. boxes of match toys buses                      D. box of matches toys buses

## Verb Pattern (1)

A. Subject	+ Be	+ Predicative
My father	is	an engineer.
This dog	is	mine.
He	is	angry.
This question	is	beyond me.
Everything	is	in good order.
All the students	are	there.
His suggestion	is	that we should give up the plan.
This	is	where I work.
My aim	was	to help you.
To know her	is	to like her.



<b>B. There</b>	<b>+ Be</b>	<b>+ Subject</b>
There	was	a group of students.
There	are	50 desks in the room.
There	must be	a man in her room.
There	have been	many such accidents.

## Verb Pattern (2)

<b>A. Subject</b>	<b>+ Vi</b>	<b>+ Adv. (Adj.) (present Participle)</b> (...)
The moon	rose.	
The bus	won't start.	
She	went	upstairs.
They	married	young.
The boy	came	running to meet us.
He	jumped	two meters.

<b>B. Subject</b>	<b>+ Vi (Link Verb)</b>	<b>+ Adj. (noun) (Clause) (...)</b>
He	is growing	old.
Your idea	sounds	good.
She	looks	tired.
She	doesn't look	her age.
It	seems (to me)	that you are in a bad mood.
He	lived and died	a bachelor.

## Word Study

### Advise

1. The doctor advised him to stay in bed.
2. I advised her that she should wait.



3. Experienced sailors will advise you about sailing the boat in this weather.
4. The teacher advised the students on how to use their time in the most efficient ways.
5. They advised her against marrying in haste.
6. He advised me of his future plan.
7. He advised his friends on the problem they had met.
8. He would not advise you to take such action.

### Agree

1. He agreed to that suggestion.
2. She agreed with me on this plan.
3. Our boss agreed to our doing this.
4. He agreed with allowing us to do as we like.
5. We agreed to leave at once.
6. They agreed that they should ask him.
7. They will never agree although they are trying their best.
8. The verb agrees with its subject in number and person.
9. The strong wine does not agree with me.
10. We all agree in liking the teacher.

## Exercises on the Text

### I. Questions on the text

1. Why do the first impressions count?
2. To increase your chances of making a good first impression, what should you do according to the text?
3. What do you understand from what Demarais says in the second tip?
4. What's the meaning of oversharing'?
5. Do you think we need to try a little flattery in our communication with others? Why?
6. Could you give some examples of opening lines as icebreakers?
7. What may make you seem salesy' and forced...? Give an example.
8. What is aloof behavior?



## II. Match the words and phrases given under A with the meanings under B

- | A                       | B  |
|-------------------------|--|
| (     ) 1. impression   | a. ready or likely to fight or argue                               |
| (     ) 2. generosity   | b. cool; remote (by nature)  |
| (     ) 3. flattery     | c. not supporting or helping either side in an argument, war, etc. |
| (     ) 4. compliment   | d. find or meet by chance  |
| (     ) 5. aggressive   | e. the quality of being generous                                   |
| (     ) 6. neutral      | f. perform; undergo  |
| (     ) 7. aloof        | g. in a sincere manner   |
| (     ) 8. sincerely    | h. flattering; insincere praise                                    |
| (     ) 9. go through   | i. the effect produced in sb. 's mind                              |
| (     ) 10. come across | j. expression of admiration, approval, etc.                        |
- either advice or opinions, or by imitation him

## III. Complete each of the following sentences to make a new sentence with the same meaning as the sentence given

Model: Smile, even if you aren't in the mood.

Smile, even if you *feel unhappy*.

- Pay attention to your body language.  
\_\_\_\_\_ your body language.
- We actually encourage our clients to fake it.  
We actually encourage our \_\_\_\_\_ to \_\_\_\_\_.
- People warm to others who pay them compliments, even if they know they're false.  
People warm to others who \_\_\_\_\_ them, even if they know they're \_\_\_\_\_.
- But it's best when done sincerely.  
But it's best when done \_\_\_\_\_.
- Ditch it, or you risk coming across as shallow, aggressive and calculating.  
\_\_\_\_\_ it, or you risk \_\_\_\_\_ as shallow, aggressive and calculating.

## Supplementary Exercises

### I. Cloze Test

The first and smallest unit that can be discussed in relation to language is the word. In





speaking, the choice of words is 1 the utmost importance. Proper selection will eliminate one source of 2 breakdown in the communication cycle. Too often careless use of words 3 a meeting of the minds of the speaker and listener. The words used by the speaker may 4 unfavorable reactions in the listener 5 interfere with his comprehension; hence, the transmission-reception system breaks down.

6 inaccurate or indefinite words may make 7 difficult for the listener to understand the 8 which is being transmitted to him. The speaker who does not have specific words in his working vocabulary may be 9 to explain or describe in a 10 that can be understood by his listeners.

- |                    |              |                  |                 |
|--------------------|--------------|------------------|-----------------|
| 1. A. of           | B. at        | C. for           | D. on           |
| 2. A. inaccessible | B. timely    | C. likely        | D. invalid      |
| 3. A. encourages   | B. prevents  | C. destroys      | D. offers       |
| 4. A. pass out     | B. take away | C. back up       | D. stir up      |
| 5. A. who          | B. as        | C. which         | D. what         |
| 6. A. Moreover     | B. However   | C. Preliminarily | D. Unexpectedly |
| 7. A. that         | B. it        | C. so            | D. this         |
| 8. A. speech       | B. sense     | C. message       | D. meaning      |
| 9. A. obscure      | B. difficult | C. impossible    | D. unable       |
| 10. A. case        | B. means     | C. method        | D. way          |

## II. Identify the one underlined part that is wrong and then correct it

- To increase your chances of making a good first impression, here is a few tips.  
A B C D
- Make eye contact at least half to two-third of the time (any more than this and you may come on too strong).  
A B C D
- Going over the motions of showing some teeth may make you-and others-feel better, says the research.  
A B C D
- Ditch it, or you risk come across as shallow, aggressive and calculating.  
A B C D
- Aloof behavior such as being too casual at the table, crossing your arms, or showing zero emotion makes you look boring or arrogant.  
A B C D