

# 现代英语 外贸口译

● (修订本)  
● 赖敏 编著

电子科技大学出版社

Modern English Foreign Trade Interpretation

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## 内 容 简 介

本书主要目的在于使读者能够正确、流畅地进行外贸口译及日常会话，为进一步提高口译能力打下坚实基础。

本书共 10 个单元，每个单元分两章。第一章涉及日常会话中的方方面面，练习形式包括听力、填空、会话、复述、口译等；第二章讨论外贸全过程的各个主要环节，练习形式包括概述、实用句型、口译（英汉双译）等。本书练习篇幅短小精悍，内容有趣实用，形式多种多样，程度由浅入深，并附有练习的部分答案，既适合于课堂学习，又适合自学提高。

本书是一本不可多得的口译学习教材。

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## 编者的话

在开展对外经济技术交流和进行外经、外贸活动中,英语已成为必不可少的交际工具。激烈的国际经贸战、快速增加的国际会议、海外磋商等接踵而至,对国内口译人才的需求也日益迫切。商务交涉、工程谈判、出访国外、观光导游,均需要称职的口译员。本书即为适应此需要而编写的。本书的服务对象,是高校英语专业及公共外语辅修英语的学生,也适用于各工商企业及涉外部门的职员。本书旨在帮助他们提高日常口语及外贸口译的能力。

本书共 10 个单元。每个单元分两章,以练习为形式。

因口译的实际内容包罗万象,所以每个单元中的第一章涉及日常生活中的方方面面——结识朋友、假日、食品、体育、婚姻、家庭、旅行、娱乐、未来及国际贸易前景等。练习形式包括听力、填空、会话、复述、口译等。主要目的在于使学习这本书的人能较正确、流畅地进行日常会话及口译,为进一步提高外贸口译能力打下坚实的基础。每个单元中的第二章,涉及外贸全过程的各个主要环节——建立业务联系、磋商、订购、装运、包装、付款、索赔、代理、保险及电报电传等。练习形式包括概论、实用句型、口译等。

本书所有的练习篇幅短小精悍,内容有趣

实用,练习形式多种多样,程度由浅入深。口译内容是英汉双译,既适合在课堂上学习,又适合自学提高。书后还附有练习的部分答案,以供自学者参考。为配合听力教材使用,本书还配有磁带两盒,读者可与出版社编辑部联系购买。

本书自1989年开始在英语专业及公外辅修英语专业的学生中使用。此后又不断地选择、修改及补充。在编写过程中得到电子科技大学外语系系主任冯斗教授等的热情指导和支持,并提出宝贵的修改意见;本书经在四川外语学院工作的英语专家 Catherine Wells 的审阅,对此表示衷心的感谢。

本书自1994年正式出版后,深受各大专院校及各工商部门涉外企业欢迎,应读者要求,编者对初版进行修订,删去了一些重复拗口的句子和练习,代之以更典型和对外贸人员更有价值的句子或实例,并进一步充实了内容。本书部分练习参阅了戚云方编著的《外贸英语》、曾国龙编著的《现代贸易英语会话》等书的内容,作者在此向他们一并致以衷心的感谢。

由于编者的英语水平有限,错误和缺点在所难免,希望读者提出批评意见。

编 者

1997年7月

## PREFACE

This book is intended for intermediate learners of EST or English majors who desire to develop their ability of interpretation both in daily life and foreign trade.

Interpretation is a course of listening, remembering, organizing and expressing. All the exercises in this book are designed based on the above course.

This book contains 10 units. Each unit is divided into 2 chapters.

Each chapter 1 of the units, takes up the topics we frequently talk about in our daily life, including the exercises of listening comprehension, conversation and interpretation. The primary purpose is to get the learners to speak English about a variety of subjects and build up a good solid foundation for improving their ability of interpretation.

Each chapter 2 of the units, is grouped together roughly in terms of related subjects according to the whole course of foreign trade. From establishing trade relations, ... ordering... packing ... agency to telexes and telegrams, the exercises of general idea, practical sentences and interpretation help the learners master the general knowledge of foreign trade. What is the most important is to improve the learners' ability to communicate in English with others in the field of foreign economic relations and trade.

Most of the exercises have been designed so short that they can be performed within class. Many interpretations in different practical situations have been put in this book, making learning English more inter-

esting and enjoyable. The diversity of the exercises makes the texts adaptable to a broad spectrum of students.

Finally, all of the exercises are supposed to be done orally without looking at the originals in this book. Learning interpretation takes time, but it can be fun, too. It can be an effective way to understand other people and their cultures better or develop one's own ability better.

This book is designed to be a useful adventure in interpretation of foreign trade so as to enable the students to keep pace with the recent development.

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# UNIT 1

## CHAPTER

### 1 Getting Acquainted

#### *Listening Comprehension*

##### *Task 1*

Listen to these people. They are all talking about the same subject.  
What do you think it is? Discuss your ideas with a partner.

##### *Task 2*

Listen to the tape and fill in the following blanks.

#### Computers

(Sally and George both work for a large department store. George is the Manager and Sally is the Head Buyer. )

G: I'm so glad you could \_\_\_\_\_. I would have liked to go, but you know, I couldn't get away. Tell me about it.

S: Well, it was very interesting, George. It was worth \_\_\_\_\_.  
It's very \_\_\_\_\_, and I think we should consider \_\_\_\_\_.

G: Oh, really?

S: Absolutely. George, they have \_\_\_\_\_. Let me tell you about it.

G: \_\_\_\_\_.

S: Well, first, they' ve \_\_\_\_\_.

G: What are they?

S: They \_\_\_\_\_ for each sale.

G: But do we really \_\_\_\_\_?

S: It' s the same information \_\_\_\_\_.

G: That' s true. \_\_\_\_\_, we need to know that.

S: Of course. And more than that, too.

G: For example?

S: Why, \_\_\_\_\_, of course. During the night, the tapes containing the information are \_\_\_\_\_.

G: And then what?

S: Every morning, the computer is ready \_\_\_\_\_, classified by department and buyer.

G: So we have almost \_\_\_\_\_.

S: Exactly! The inventory is \_\_\_\_\_. Think of how \_\_\_\_\_ we could be.

G: It is marvelous. But you know, I have another idea, too.

S: What?

G: We could begin thinking of \_\_\_\_\_.

S: What did you \_\_\_\_\_?

G: Why, with \_\_\_\_\_, we could even \_\_\_\_\_ and \_\_\_\_\_ and \_\_\_\_\_. Sally, I have a \_\_\_\_\_ for what we could do with this system. They' re really too \_\_\_\_\_.

S: \_\_\_\_\_-let' s get going on first things first!

### **Task 3 Deborah**

Listen to a song and fill in the following blanks.

Deborah, oh, oh, you' re so \_\_\_\_\_.  
There' s only one girl in my \_\_\_\_\_ of my mind.  
Truely dear, I do \_\_\_\_\_ you.  
Deborah, don' t make me \_\_\_\_\_.  
Other on the \_\_\_\_\_ life thro'  
Deborah I \_\_\_\_\_ of you.  
I \_\_\_\_\_ you, can' t you see.  
Deborah, I \_\_\_\_\_ to be.  
By your \_\_\_\_\_ and day.  
Deborah, don' t \_\_\_\_\_.

### ***A Childhood In Singapore***

Think, guess and choose the best vocabulary word to put into each blank.

(Mary and her new friend, Eric, are sitting in a coffee shop. They are telling each other about themselves. )

ERIC : What do you think was the most \_\_\_\_\_ event in your life?

MARY : Well, perhaps the thing that \_\_\_\_\_ me most was moving to Singapore with my parents when I was a child.

ERIC : That' s something that most people never have a chance to \_\_\_\_\_. What was it like?

MARY : I don' t \_\_\_\_\_ the city very well because I was very young, but I do remember the people who lived there. They came from many different countries, and I soon learned to like and understand them.

ERIC : It' s too bad that everyone doesn' t have a chance to live in another country. It might help them learn to \_\_\_\_\_ other people' s ways of life.

## **Conversation**

### **Having Something in Common**

Ask your partner questions and try to find out if he or she has something in common with you. Explain what the two of you have in common.

1. Does he like the same kind of drink that you like?  
\_\_\_\_\_.
2. Does he like the same kind of dessert that you like?  
\_\_\_\_\_.
3. Does he like the same colour that you like?  
\_\_\_\_\_.
4. Does he like the same kind of car that you like?  
\_\_\_\_\_.
5. Does he like the same kind of movies that you like?  
\_\_\_\_\_.
6. Does he like the same kind of music that you like?  
\_\_\_\_\_.
7. Does he like the same animal that you like?  
\_\_\_\_\_.
8. Does he like the same famous person that you like?  
\_\_\_\_\_.
9. Does he like the same sport that you like?  
\_\_\_\_\_.
10. Does he like the same city (country) that you like?  
\_\_\_\_\_.

## **Planning a Weekend**

### **Part 1.**

**Listen to your teacher' s questions and circle your answers.**

1. a. alone  
b. with a large number of friends  
c. family members  
d. with a close friend
2. a. art shows  
b. zoos  
c. amusement parks  
d. scenic spots
3. a. watch a sport  
b. play a sport yourself
4. a. individual  
b. team sports
5. a. disco  
b. Waltz Hall  
c. your university' s canteen  
d. just watch people dancing
6. a. play cards or chess  
b. smoke  
c. drink alcohol  
d. chat
7. a. a famous scientist  
b. a famous artist  
c. a movie or sports star  
d. an important government leader

## Part 2.

What would your partner like to do for his or her special weekend?

Use the information from part 1 and answer the following questions.

1. Who?
2. Where?
3. What?
4. What other things?
5. What famous person?

## What Would You Do?

Read situation 1 and 2 to your partner. After each situation is read, have your partner tell you what he would do in that situation. Listen carefully so that you can learn something about your partner. Reverse roles for situation 3 and 4.

### *Situation 1*

You are at the home of your boss. He and his wife are known for being very clean and neat. Suddenly, you see someone whom you don't know spill coffee on the hostess' new rug. You see this has been an accident, and you don't think that the person who spilled the coffee noticed it.

### *Situation 2*

You arrive at a party. You don't recognize anyone there, but you'd like to make a good impression. You see a large group of smiling, laughing people, three people talking seriously, and one shy-looking person standing alone.

### ***Situation 3***

You are at an airport, and it is late at night. Your plane will not be leaving for another hour, and you are reading an interesting magazine. A nice-looking stranger, who is very sociable, offers to buy you a cup of coffee.

### ***Situation 4***

You are walking along the street. Suddenly you spot a familiar figure and pat him/her on the shoulder. When he/she turns about, you find you recognize the person wrongly.

## ***Interpretation***

Listen to your teacher and interpret from English into Chinese.

### ***Situation 1***

#### **Pavarotti Magic**

The tenor Luciano Pavarotti, who was born in Modena, Italy, and lives there with his family, recently celebrated 25 years in opera, and he continues to grow and enrich the medium. Each season he regularly adds a new role to his repertoire, either for the stage or on records, as well as new songs to his recitals. He has given performances in the great music halls of the world and his success encompasses concerts, television, recordings and films. Yet Pavarotti also makes time for aspiring artists. In addition to his Master Classes, he has organised an on-going international vocal competition with the Opera Company of Philadelphia, appearing in performances with the winners.



## **Situation 2**

### **Dancing to a Different Tune**

Handsome, husky, green-eyed Patrick Swayze has had female fans swooning in the aisles since he starred in *Dirty Dancing*. His credibility as an actor soared after playing the role of Orry Main in the highly successful television mini-series *North And South*. "I still feel closer to Orry than to any other character I've played", says Patrick, "It wasn't just his morality and integrity I admired, but also the romance life style, clothes and horses. He also had a passionate belief in what's right and wrong —— a code of honour, if you like. I believe those qualities are important in real life and I reckon a lot of people who watched the series on TV believe that, too." Patrick admits that it was probably *North And South* that helped him towards more powerful and dramatic films like a smash-hit *Dirty Dancing*. He leapt to fame in it. His latest film is the romantic thriller, *Ghost*. In it, his co-star was the stunningly attractive Demi Moore.

## **Situation 3**

### **The Anecdotes of the Celebrities.**

The parents of Victor Hugo's sweetheart disapproved of the young author and forbade their daughter his company. Even his mail was stopped and the pair were at their wits' ends. But Hugo was not to be outdone. He got busy on a novel and, spurred by love, completed it in record time. The novel was sold and, as goes without saying, was read by the girl and her parents. The plot was Hugo's sad plight and the parents' despicable attitude. After that he saw her.