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总主编 张学君  
总主审 陈福民

# 大学英语 阅读实践教程

第四册

主编 李来发 郭荔涓

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## A COLLEGE ENGLISH READING PRACTICE COURSE

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哈尔滨工业大学出版社

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主编	李来发	郭荔涓	
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哈尔滨工业大学出版社

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### 大学英语阅读实践教学

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# 前 言

这套教程是根据国家教委审定的《大学英语教学大纲》和《大学英语四级通用词汇表》以及大学英语分级标准考试题型设计而编写成的系列英语阅读实践教程。本教程共分四册,可分别用于大学英语1—4级阅读教学和语言实践训练。

本书为第四册,共15个单元,每单元3篇阅读文章。所选阅读材料在内容上力求集知识性、科学性、实用性和趣味性为一体。每篇文章后,配有阅读理解试题、完形填空练习、英译汉和写作实践题,目的是既能培养学生的阅读能力,又能提高学生综合运用语言的能力。此外,该书每5个单元后附有一套词汇和语法结构测试题(100道题)。所有测试题都是结合前5个单元内容编写而成,可供学生自测和巩固已学的语言知识,进一步扩大词汇量和掌握语法要点。我们相信这套教程对提高学生的英语水平一定会大有裨益。

该套教程由张学君任总主编,王达坤、李小红任副总主编,陈福民任主审。

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由于编者水平有限,书中疏漏和不足之处在所难免,恳请读者与同仁批评指正。

编委会

1996年8月

于哈尔滨工业大学

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# UNIT ONE

## I . THE SALT OF THE EARTH

1. Every country has its share of the odd beliefs that we call superstitions(迷信). And of all the subjects that superstitions have been built around, the most outstanding is salt.
2. The properties of salt have puzzled people everywhere. Today we know its chemical nature. We know why salt can help to melt snow or to freeze ice cream. But early man did not have this knowledge. He looked on salt as magic. As magic, it had the power to do good or evil.
3. Man probably first noticed salt when he saw animals near a salt lake. When he tried some, it tasted good. Then he found out that salt could keep food from spoiling. He began to imagine that it could protect him as well. He valued salt for both its magical and chemical properties.
4. In those early days salt was scarce in some places. It was a precious item, too precious to be wasted. So there was a sensible reason for being careful not to spill salt. Spilling salt was indeed an unlucky accident.
5. Superstition gave another meaning to the same accident. Early man was sure that the good spirit guarding him had caused him to spill the salt. It was a warning of evil near him. Good spirits were thought to live on the right side of the body; bad spirits were on the left. So early man threw a bit of salt over his left shoulder. The salt was a bribe(贿赂) to the spirits that planned to harm him.
6. To many people, spilling salt meant sadness. This superstition arose because tears are salty. An old belief in Norway is that enough tears must be shed to dissolve the salt that is spilled. And there is an old saying, "Help me to salt, help me to sorrow." m2
7. Belief in the magic of salt explains another old belief. People thought it was easy to catch a bird if its tail feathers were salted. Not long ago a report seemed to show there was some truth in this belief. Birds flying close enough to the Great Salt Lake in the United States were said to be easily captured. But the cause is not the magic power of salt. It is the weight of salt on their wings that keeps the birds from flying away.
8. The true properties of salt gave rise to other beliefs about it. Salt itself lasts; it helps to preserve food. So men thought it was much like friendship.
9. Many old customs link salt with friendship. Salt is often given as a present to a friend in his new home. In early Greece a stranger was welcomed by having a bit of salt placed in his right hand. In the East, salt was put in front of strangers as a sign of goodwill(友好). In eastern Europe, in Hungary, people scattered salt over the threshold(门槛) of a new house. When this is done, no evil thing will enter the house.
10. We know today that salt is needed for good health. Long ago the Greeks and Romans thought that the salt in seawater made the water pure. So they worshiped a goddess(女神) of salt. She was the goddess of health. In her name, salt was placed on the tongue of a child at birth. This act was thought to make sure of long life, good health, and protection for him. The custom is still followed in some places.
11. Old beliefs about salt have not all disappeared, and some "salty" words and expressions

are still part of our speech. The word *salary* has come to us from times when salt was scarce. Roman soldiers, officials, and working people were often paid with salt. That pay was called *salarium* (盐钱), which came from the word for salt, *sal*. *Salarium* meant salt money. We also use the expression "He's not worth his salt." To praise a person, we might use another saying based on the importance of salt; "He's the salt of the earth."

12. We know that these very old beliefs are not likely to be based on fact. But they show that early man, like men today, was trying to understand the world about him.

(686 words)

### NEW WORDS AND PHRASES

- |                              |                            |
|------------------------------|----------------------------|
| 1. outstanding a. 突出的, 显著的   | 7. sensible a. 明智的, 感觉得到的  |
| 2. magic n. 魔法               | 8. spill v. 溢出, 溅出         |
| 3. evil a. /n. 邪恶的, 邪恶       | 9. arise v. 出现             |
| 4. spoil v. 损坏, (食物等) 腐败, 搞糟 | 10. shed v. 流出             |
| 5. scarce a. 缺乏的, 稀有的        | 11. preserve v. 保存, 保护, 保藏 |
| 6. item n. 条款, 一件(物品)        | 12. worship v. 崇拜          |

\* \* \* \*

- |                             |                                       |
|-----------------------------|---------------------------------------|
| 1. give rise to: 导致, 引起, 造成 | 4. worth one's salt: 称职, 胜任           |
| 2. in one's name: 以某人的名义    | 5. the salt of the earth: 最优秀的人, 社会中坚 |
| 3. make sure (of): 确信, 弄明白  |                                       |

### NOTES

- |                             |   |
|-----------------------------|---|
| 1. Norway                   | 挪威(国名)                                    |
| 2. The Great Salt Lake      | 大盐湖(美国地名)                                 |
| 3. Greece                   | 希腊(国名)                                    |
| 4. Hungary                  | 匈牙利(国名)                                   |
| 5. "Every...superstitions." | "share"在句中意为"同样享有".可译为:"每个国家都有称为迷信的古怪信念." |

### READING COMPREHENSION

**Directions:** In this part, there are five questions or unfinished statements, each with four suggested answers. Choose the one that you think is the best answer.

- C. 1. Why have the properties of salt puzzled people everywhere?  
 A. Because salt can help to melt snow.  
 B. Because salt was looked on as magic.  
 C. Because early man didn't know its chemical nature.  
 D. Because people everywhere need it.
- C. 2. According to the author, early man believed that salt could protect him because \_\_\_\_\_.  
 A. salt had magical properties  
 B. salt could help to keep off animals  
 C. salt could preserve food  
 D. salt was precious in early days
- B. 3. Early man believed that he spilt salt because of \_\_\_\_\_.  
 A. an unlucky accident  
 B. the good spirit  
 C. the bad spirit  
 D. no bribe to the evil spirits
- B. 4. To early man, salt meant all of the following except \_\_\_\_\_.  
 A. sadness  
 B. weight  
 C. friendship  
 D. health

5. The phrase "the salt of the earth" probably means \_\_\_\_\_.  
 A. salary  
 B. importance  
 C. an experienced sailor  
 D. the finest citizens

### CLOZE TEST

**Directions:** In this part, there are ten blanks. For each blank there are four choices marked A, B, C, and D. You should choose the one that best fits into the passage.

Nature has a perfect system for recycling water. Water is used again and again. It falls as rain. 1 it goes one of three places. It might seep(渗漏) slowly through the soil 2 it soaks through into the natural reservoirs 3. It might disappear into the air by 4 quickly. It might run off into streams to rivers and to the oceans.

There is a problem 5 this recycling system. It is a balance that can be easily 6 by people. Nature's recycling system can work well 7 people work with the system—not 8 it. Some ways that people interfere with nature are easy 9. Dirty sewage(污水) water from homes and factories must not 10 with drinking water. People would get sick from drinking dirty water.

- |                        |                      |                            |                     |
|------------------------|----------------------|----------------------------|---------------------|
| 1. A. Therefore        | B. Then              | C. Consequently            | D. Nevertheless     |
| 2. A. because          | B. if                | C. after                   | D. as               |
| 3. A. in underground   | B. below underground | C. underground             | D. undergroundly    |
| 4. A. evaporating      | B. being evaporated  | C. having being evaporated | D. evaporation      |
| 5. A. of               | B. with              | C. through                 | D. from             |
| 6. A. upset            | B. created           | C. discovered              | D. invented         |
| 7. A. only before      | B. unless            | C. although                | D. only if          |
| 8. A. by               | B. for               | C. over                    | D. against          |
| 9. A. to be understood | B. understanding     | C. to understand           | D. being understood |
| 10. A. separate        | B. clean             | C. mix                     | D. filter           |

### TRANSLATION EXERCISE

**Directions:** In this part, there are five sentences. You are asked to translate them into Chinese.

- And of all the subjects that superstitions have been built around, the most outstanding is salt.
- Early man was sure that the good spirit guarding him had caused him to spill the salt.
- And there is an old saying, "Help me to salt, help me to sorrow."
- Old beliefs about salt have not all disappeared, and some "salty" words and expressions are still part of our speech.
- To praise a person, we might use another saying based on the importance of salt, "He is the salt of the earth."

### WRITING PRACTICE

**Directions:** In this part, you are asked to write a composition about THE IMPORTANCE OF SALT. You are allowed to draw on the ideas in the text and your composition should be no less than 120 words.

## I. DOES TRAVEL BROADEN THE MIND?

1. One often hears it said that travel broadens the mind; if you stay in your own country the whole time, your ideas remain narrow; whereas if you travel abroad you see new customs, eat new foods, do new things, and come back home with a broader mind.

2. But does this always—or even usually—happen? An acquaintance of mine who lives in England and had never been outside it until last summer decided to go over to France for a trip. When he returned, I asked him how he liked it. “Terrible,” was his answer. “I couldn’t get a nice cup of tea anywhere. Thank goodness I’m back.” I asked him whether he hadn’t had any good food while he was there. “Oh, the dinners were all right,” he said. “I found a little place where they made quite good fish and chips. Not as good as ours, mind you, but they were passable. But the breakfasts were terrible; no bacon (熏肉) or kippers (熏鲑). I had fried eggs and chips, but it was quite a business getting them to make them. They expected me to eat rolls (面包卷). And when I asked for marmalade (果酱), they brought strawberry jam (草莓酱). And do you know, they insisted that it was marmalade? The trouble is they don’t know English.”

3. I thought it useless to explain that we borrowed the word “marmalade” from French, and that it means, in that language, any kind of jam. So I said, “But didn’t you eat any of the famous French food?” “What? Me?” he said. “Of course not! Give me good old English food every time! None of these fancy bits for me!” Obviously travel had not broadened his mind. He had gone to France determined to live there exactly as if he was in England, and had judged it entirely from his own English viewpoints.

4. This does not, of course, happen only to Englishmen in France; all nationalities, in all foreign countries, can be found judging what they see, hear, taste and smell according to their own habits and customs. People who are better educated and who have read a lot about foreign countries tend to be more adaptable and tolerant, but this is because their minds have already been broadened before they start travelling. In fact, it is easier to be broad-minded about foreign habits and customs, if one’s acquaintance with these things is limited to books and films. The American smiles tolerantly over the absence of central heating in most English homes when he is himself comfortably seated in his armchair in his centrally heated house in Chicago; the English man reads about the sanitary (卫生的) arrangements in a certain tropical country, and the inhabitants of the latter read about London fogs, and each side manages to be detached (超然的) and broad-minded. But actual physical contact with things one is unaccustomed to is much more difficult to bear philosophically.

5. Physical differences are not so difficult to adapt oneself to as religious, ethical (伦理的) and irrational ones. Indonesians are trained from earliest childhood to give and receive things with the right hand only; the left hand is considered unclean. When a foreigner offers an Indonesian something with his left hand, or holds out his left hand to take something he is being offered, the Indonesian may explain this action rationally as arising from a difference in custom, but the deep prejudice against the use of the left hand which was instilled (逐渐灌输) in him during his most impressionable years will not be so easily done away with.

6. There are some travellers who adapt themselves so successfully to foreign customs and habits that they incur (招致) the severe criticisms of their more stubborn (固执的) fellow-countrymen. If they are Asians, they are accused of having become “Westernized”, and if they

are Europeans, people say they have "gone native". Which is better: rigid, self-satisfied prejudice against things foreign (the idea "Thank God I am not as others are!"), or loss of your certainty that your own country's habits and customs are the only right ones, and hence the inability to be one of a herd any longer?

7. Perhaps the ideal would be if travel could succeed in making people tolerant of the habits and customs of others without abandoning their own. The criterion for judging a foreigner could be: Does he try to be polite and considerate to others? instead of: Is he like me?

(853 words)

### NEW WORDS AND PHRASES

- |  |  |
|--|--|
| 1. acquaintance <i>n.</i> 熟人, 认识, 了解   | 7. irrational <i>a.</i> 不合理的           |
| 2. passable <i>a.</i> 尚可的, 可通行的        | 8. impressionable <i>a.</i> 易受影响的, 敏感的 |
| 3. fancy <i>a.</i> 特别的, 高档的, 别致的       | 9. rigid <i>a.</i> 严格死板的               |
| 4. tropical <i>a.</i> 热带的              | 10. hence <i>ad.</i> 因此, 所以, 今后        |
| 5. inhabitant <i>n.</i> 居民, 住户         | 11. herd <i>n.</i> 群, 牧群               |
| 6. philosophically <i>ad.</i> 镇静地, 达观地 | 12. considerate <i>a.</i> 考虑周到的, 体谅的   |
| * * * *                                |  |
| 1. be accustomed to: 习惯于               | 3. arise from: 出于, 由于                  |
| 2. adapt to: 适应, 习惯                    | 4. do away with: 废除, 去掉                |

### NOTES

- |                                 |                |
|---------------------------------|----------------|
| 1. Thank goodness! = Thank God! | 谢天谢地(表示松了一口气)! |
| 2. central heating              | (大厦中的)集中供暖法    |
| 3. Indonesian                   | 印度尼西亚人         |

### READING COMPREHENSION

- C 1. According to the passage, what kind of attitude does the author probably hold towards the impact of another culture on a person travelling abroad?
- A. He should adapt himself completely to the new culture.  
B. He should stick to his old customs.  
C. He should keep his old customs in mind while open and tolerant to the new ones as well.  
D. He does not have to care these problems.
- B-D 2. Which of the following is probably more difficult to adapt for a person who is exposed to a foreign culture?
- A. Physical difference  
B. Religious difference  
C. Eating habit difference  
D. Custom difference
- D 3. The author illustrates the example of his acquaintance to show \_\_\_\_\_.  
A. that travel broadens the mind  
B. that French food is much worse than English food  
C. that his acquaintance is quite a conservative(保守的) person  
D. that sometimes travel does not broaden a person's mind
- A 4. It is probably easier to be broad-minded for a person when \_\_\_\_\_.  
A. what he has to concern is only limited to books and films  
B. he is better educated  
C. what he has to concern is something of religion

D. it comes to actual physical contact

5. The word "criterion" in line two, paragraph seven most probably means \_\_\_\_\_.

A. method

B. standard

C. degree

D. idea

### CLOZE TEST

It 1 on the Sunday after Christmas — the last Sunday they ever played in Longpuddle church, 2 they didn't know that when they were playing. As you may know, the Longpuddle men formed a very good 3; it was almost as good as the Mellstock band and that's saying a great deal. There was Nicolas Puddingcome, the leader, and Timothy Thomas and John Biles who all 4 and there was Daniel Hornhead and Robert Dowdle and Mr. Nicks 5 played various horns. All were powerful 6, and for that reason, they were much in demand at Christmas time for dancing parties. 7 one moment they 8 a Christmas carol (圣诞赞歌) in the squire's (乡绅, 贵族) hall to the ladies and gentlemen, and drinking tea and coffee, as modest as saints (圣人); and half an hour later they 9 be down at the inn and playing as fast as wild horses for a roomful of hot merry 10.

1. A. occurred

B. appeared

C. happened

D. emerged

2. ~~A~~ though

B. although

C. therefore

D. since

3. A. team

B. band

C. group

D. orchestra

4. A. performed

B. conducted

C. controlled

D. played

5. ~~A~~ who

B. that

C. which

D. all

6. A. players

B. musicians

C. singers

D. leaders

7. A. On

B. For

C. At

D. In

8. A. could play

B. played

C. could be playing

D. play

9. ~~A~~ would

B. might

C. should

D. could

10. A. dancers

B. people

C. singers

D. audience

### TRANSLATION EXERCISE

1. I had fried eggs and chips, but it was quite a business getting them to make them.
2. He had gone to France determined to live there exactly as if he was in England, and had judged it entirely from his own English viewpoints.
3. In fact it is easier to be broad-minded about foreign habits and customs, if one's acquaintance with these things is limited to books and films.
4. The American smiles tolerantly over the absence of central heating in most English homes when he is himself comfortably seated in his armchair in his centrally heated house in Chicago; the English man reads about the sanitary arrangements in a certain tropical country, and the inhabitants of the latter read about London fogs and each side manages to be detached and broad-minded.
5. Which is better, rigid, self-satisfied prejudice against things foreign or loss of your certainty that your own country's habits and customs are the only right ones, and hence the inability to be one of a herd any longer?

### WRITING PRACTICE

**Directions:** In this part, you are asked to write a composition about the CULTURAL DIFFERENCE. You are allowed to make use of the ideas and examples in the passage and your composition should be no less than 120 words.

## III. CULTURE AND MARKET

1. If a company wants to be successful in new markets, it must be able to solve the new problems posed (造成, 提出) by these markets. The key to success is the ability to adapt to the differences in other countries. To adapt, the marketer must first identify and understand what the differences are, and then change their marketing strategy to fit this new situation. Many of these problems will be identified in the following sections of this manual, and will be followed by a guide to setting up a proper marketing plan to adapt to change.

2. One of the most difficult problems to deal with when marketing in foreign countries is culture. Some nations which are close to your own may have few differences from your own culture, and thus may not pose much problem. However, if you are getting involved in International Marketing you are likely to come across cultures which are very different from your own.

3. Culture can have a big effect on how products are marketed. Cultures are the basic value and belief systems which we are conditioned to in our daily lives. Learning about different cultures and how to deal with them can be a difficult task. We are naturally trained to view all problems from our own point of view, the point of view we have grown up and lived with. In short, we frame all situations and problems in terms of our own "home culture". Our values and beliefs are deeply ingrained (根深蒂固的) since the day we were born throughout our entire lives. So when we are faced with problems in other cultures, we naturally solve them in our own terms. But our own values and beliefs may be totally different from the other culture's, and so our solutions to the problems won't match. For example, consider the norm (标准, 规范) of "personal space". In some cultures, such as Canadian, it is natural to remain at about arm's length when having a social, one-on-one conversation with another person. However, in certain cultures in the Middle East, it is more comfortable to get as close as a few inches when having the same type of conversation. As a result, when two people from these different cultures converse, the person from the Middle East keeps getting closer and closer and the Canadian keeps backing further and further away, resulting in one person chasing the other around the room! Understanding these types of cultural differences before these situations arise can be of great benefit in limiting the uneasy feelings which can result. Understanding cultural differences when marketing a product can help to maximize sales.

(576 words)

### NEW WORDS AND PHRASES

- |                       |                        |
|-----------------------|------------------------|
| 1. identify v. 认出, 鉴定 | 5. chase v. 追逐, 追赶     |
| 2. strategy n. 战略, 策略 | 6. arise v. 出现, 发生, 起源 |
| 3. manual n. 手册       | 7. maximize v. 使达到最大限度 |
| 4. frame v. 构成, 镶框    |                        |

\* \* \* \*

- |                                      |                               |
|--------------------------------------|-------------------------------|
| 1. set up: 创立, 建立, 建造, 开始            | 5. in short: 总之, 简言之          |
| 2. get involved in: 涉及, 牵扯, 卷入       | 6. in terms of: 依据, 按照, 在……方面 |
| 3. come across: 偶遇, 发现               | 7. be faced with: 面对, 面临      |
| 4. be conditioned to: 取决于……条件, 习惯于…… | 8. be likely to: 易于, 可能       |

## NOTES

1. International Marketing
2. the Middle East

国际销售  
中东地区(指埃及以及伊朗间诸国)

## READING COMPREHENSION

- A 1. The writer's purpose in this passage is to \_\_\_\_\_.  
A. discuss the likely problems arising in marketing  
B. discuss the cultural differences  
C. discuss the cultural conflict  
D. discuss the norm of personal space
- D 2. The writer argues that the most necessary thing for success of a product in a new market is \_\_\_\_\_.  
A. the understanding of cultural differences  
B. the identifying of cultural differences  
C. the changing of cultural differences  
D. the adapting to cultural differences
- C 3. Why does the writer think that it's quite difficult to deal with cultural differences?  
A. It's difficult to learn about cultural differences.  
B. People don't like to face a different culture.  
C. Most people think and behave to their home culture.  
D. People in different countries are simply too far away from each other.
- D 4. The writer makes use of the example of personal space to show \_\_\_\_\_.  
A. that the Canadian does not like the Middle East  
B. that the Middle East does not like the Canadian  
C. that the Middle East wants to catch up with the Canadian  
D. that sometimes understanding in different norms of a same concept may result in dilemma
- B 5. Which of the following that the writer will probably agree?  
A. A person should always try to be as polite as possible according to his tradition to a visiting foreigner.  
B. The Kentucky Fried Chicken(肯塔基炸鸡) sold in Saudi Arab(沙特阿拉伯) should taste different from those sold in China or in the United States.  
C. When a product enters market, it's always successful.  
D. Canadians do not like people from the Middle East.

## CLOZE TEST

The energy which the sun 1 goes in 2 direction and only a minute part of it falls on the earth. 3, it represents power of 4 5 000 000 000 horsepower per square mile per day; the sun gives us as much energy every minute as mankind utilizes in a year. At present, we use this energy 5 and it is our only final source of power. Coal represents the chemical 6 of the sun on green plants thousands of years ago. Water power 7 the sun's creating vapor and subsequent rain. Even windmills operate because of air currents 8 motion by the different heating effects of the sun in different places. 9, through chemistry or some type of solar motor, we shall harness this titanic(巨大的) source of energy more directly. Already a scientist has worked out an engine, surprisingly 10, in which the sun's rays

are concentrated through mirrors on a tube of water to create steam.

- |                  |                 |                  |                  |
|------------------|-----------------|------------------|------------------|
| 1. A. releases   | B. radiates     | C. gives out     | D. sets free     |
| 2. A. all        | B. each         | C. every         | D. certain       |
| 3. A. Even so    | B. Though       | C. So            | D. Even if       |
| 4. A. exactly    | B. or so        | C. partially     | D. approximately |
| 5. A. completely | B. specifically | C. indirectly    | D. directly      |
| 6. A. effect     | B. change       | C. reaction      | D. action        |
| 7. A. results in | B. results from | C. as a result   | D. in result     |
| 8. A. set in     | B. set up       | C. set out       | D. set to        |
| 9. A. One day    | B. Some day     | C. The other day | D. That day      |
| 10. A. useful    | B. helpful      | C. effective     | D. efficient     |

### TRANSLATION EXERCISE

1. To adapt, the marketer must first identify and understand what the differences are, and then change their marketing strategy to fit this new situation.
2. Many of those problems will be identified in the following sections of this manual and will be followed by a guide to setting up a proper marketing plan to adapt to change.
3. Cultures are the basic value and belief systems which we are conditioned to in our daily lives.
4. As a result, when two people from these different cultures converse, the person from the Middle East keeps getting closer and closer and the Canadian keeps backing further and further away, resulting in one person chasing the other around the room.
5. Understanding these types of cultural differences before these situations arise can be of great benefit in limiting the uneasy feelings which can result.

### WRITING PRACTICE

**Directions:** In this part, you are asked to write a composition about HOW CULTURES AFFECT PEOPLE'S MANNER. You are allowed to draw on the ideas in the text and your composition should be no less than 120 words.

# UNIT TWO

## I . COLOUR AND HEALTH

1. Colours possess magical powers, many ancient peoples believed. Even today we commonly assume a link between colours and our mind. The optimist, we say, views the world "through rose-coloured glasses." When sad, a person is in a "blue mood." And now, scientists are discovering that certain colours indeed have a deep influence on our bodies, moods, thoughts and behavior.

2. Businesses have paid millions to psychologists for research to discover which colours and patterns will prompt people to buy their products. It is no accident that so many boxes on the shelves of your supermarket are red and yellow. The consumer passing down a market narrow passage will lay eyes on a package for just a short time, and in that time the package must arrest the eye and convey a positive image. Red and yellow do this, perhaps because they come from a part of the visible spectrum (光谱) associated with sunlight and fire. These colours also make the package appear a bit bigger than it really is.

3. According to Swiss psychologist Max Lüscher, lecturer at the University for Artistic and Industrial Design in Linz, Austria, and an expert widely consulted by manufacturers and advertisers, colours arouse specific feelings in people. Blue conveys peace and contentment, but those who favor dark blue are motivated by a need for security. Blue is widely used in the symbols of banks and automobile manufacturers. Yellow, says Lüscher, is associated by most people with modernity, achievement and the future. Red imagines power, an urge to win, vitality (生机, 活力); it is the colour chosen by many cigarette and soft-drink makers to wrap their products. Green and red together stir feelings of strength and reliability. Greenish-blue causes a sense of security and self-respect according to Lüscher. Children, he finds, prefer bright primary colours that prompt immediate emotions. Adults prefer gentle colours.

4. Psychologists recently have recognized that colours can draw out emotions because of cultural associations. The sight of our nation's flag can stir feelings of patriotism (爱国主义) and affection. But can colours and patterns also cause direct biological changes in people?

5. The answer appears to be yes. Indeed in numerous tests where violent prisoners were put in pink cells, the results proved that a particular pink colour has the power to calm to replace aggressive impulses (冲动, 刺激) with passivity. One researcher says the pink rooms seem to induce long-term changes in those exposed to them. Another has done experiments showing that even a brief dose of the pink can cause a measurable weakening of the body's muscles that lasts for about 30 minutes. But he has also found an antidote (解毒剂): a few seconds' exposure to blue can restore the power drained by exposure to pink. In addition, it has been found that the pink cells have the same peaceful effects on colour-blind prisoners who are unable to "see" pink.

6. In laboratory experiments scientists have raised generations of mice under coloured lights. Different colours caused the organs of their bodies to grow at different rates. A rainbow also caused a spectrum of activity; mice living under green light were least active; those under red

light were most active.

7. Light and colour cause unexpected changes in many living things. A single flash of red light can alter the biological clocks, and prolonged(延长) exposure to such light can arouse the mating(交配) impulse in birds and raise the hormone levels in mice, for example.

8. Scientists have found that people, likewise, can be profoundly influenced by exposure to colours. Not surprisingly, exposure to what interior decorators call the "hot" colour red makes people perceive their environment as warmer than measured by a thermometer. Soviet studies have shown that people working under red illumination(照明) tend to react more quickly than others, but their efficiency in performing tasks is greatly reduced. Both Soviet and Japanese scientists agree that red light can alter the normal electrical patterns of the brain. Even a brief exposure to red, American scientists discovered, causes an immediate change in the way electricity travels through human skin.

9. Do such findings matter to people not living under red light? Perhaps not, but the ordinary incandescent light bulbs under which millions of people live and work do not put out the same colour intensities of light found in natural sunshine. No, that screw-in incandescent bulb that has enlightened our world since Thomas Edison developed it 103 years ago gives off mostly red light. The fact that you perceive a world of correct colours both under its reddish glow and under the green, yellow and violet rays of cool white fluorescent bulbs is a gift to your brain's amazing ability to colour your thinking as it colours your world.

(776 words)

#### NEW WORDS AND PHRASES

- |                                 |                                   |
|---------------------------------|-----------------------------------|
| 1. optimist <i>n.</i> 乐观主义者     | 9. aggressive <i>a.</i> 侵略的, 好斗的  |
| 2. prompt <i>v.</i> 促进, 推动      | 10. passivity <i>n.</i> 被动性       |
| 3. convey <i>v.</i> 传送, 传达      | 11. dose <i>n.</i> 剂量             |
| 4. contentment <i>n.</i> 满足, 满意 | 12. perceive <i>v.</i> 察觉, 感知, 认识 |
| 5. motivate <i>v.</i> 引起动机, 激发  | 13. thermometer <i>n.</i> 温度计     |
| 6. urge <i>n.</i> 强烈的愿望, 迫切的要求  | 14. intensity <i>n.</i> 强度        |
| 7. affection <i>n.</i> 爱, 感情    | 15. violet <i>a.</i> 紫色的          |
| 8. cell <i>n.</i> 小牢房           |                                   |

\* \* \* \*

- |                     |                          |
|---------------------|--------------------------|
| 1. draw out: 诱出, 引出 | 2. put out: 产生, 熄灭, 关(灯) |
|---------------------|--------------------------|

#### NOTES

- |                                |                          |
|--------------------------------|--------------------------|
| 1. rose-coloured glasses       | 玫瑰色的眼镜(指以乐观、美好的态度看待人或事物) |
| 2. It is no accident that...   | .....决非偶然                |
| 3. soft-drink                  | 软饮料(指不含酒精的饮料, 如果汁、汽水等)   |
| 4. primary colours             | 原色(指红、黄、蓝三种颜色)           |
| 5. biological clock            | 生物钟(生物体内自动调节对时间反应的一种机能)  |
| 6. screw-in incandescent bulbs | 螺旋式白炽灯泡                  |
| 7. fluorescent bulbs           | 荧光灯                      |
| 8. hormone                     | 荷尔蒙(人体的一种内分泌物)           |

#### READING COMPREHENSION

1. The writer's purpose of writing this passage is to show that \_\_\_\_\_.