

SHUANGYUXILIE

双语系列口袋丛书



四川大学外国语学院 编

双语

外经外贸 英语

EASY GO



Dialogues on Foreign Business
& Economics

四川人民出版社

加入 WTO 预示着中国对外经济贸易的发展又将迎来一次新的腾飞。申奥成功、西部开发给中国大地带来了无限的商机,使中国再一次成为全世界引人注目的经济贸易合作与投资的热点。大批外资、合资企业的涌入,为千千万万从事对外经济贸易与技术交流的人们提供了施展才华的广阔天地。然而,在外经贸业务、进出口业务、涉外经济业务等活动中,中外双方、买卖双方语言不通的尴尬使他们陷入“有口难言”的困境,他们都普遍需要手边有一本既适合他们具体情况又能帮助其走出困境的书。所以本书立足于通过比较丰富的实例,根据外经外贸活动的全过程,为学习者提供实际的不同谈判场景。只要一册在手,即通晓谈判活动中说什么、怎么说,达到“畅所欲言”的功效。

本书选材广泛,内容丰富,英汉并举。会话主题与学习者实际工作紧密相关,是学习者工作中的良师益友。学习此书有助于学习者产生用英语交流的欲望。本书适用性强,既适合已在或即将从事外经外贸工作的专业人士,也适用于水平不一的英语自学者和爱好者。

该书由四川大学外国语学院曾祖选主编,编委有:冯娅、张涛、金学勤。由于时间紧迫,难免有不足之处,敬请读者批评指正。

编者

2001.12.20 于
四川大学





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The First Meeting

Unit 1 初次见面

Scene 1 在机场 (At the Airport)

①

A: You must be Mr Jones from the United States?
你是从美国来的琼斯先生吧?

B: That's right. I am Henry James. You are
... ..?

正是。我叫詹姆斯·亨利。请问，你是……?

A: My name is Zhang Wei. I'm from Sichuan Import and Export Company.

我是四川进出口公司的张伟。

B: How do you do, Mr Zhang? Thank you very much for you to meet me here. Where are we heading now?

张先生, 你好! 非常感谢你到这里来接我。
我们现在到哪儿?

A: We're going to start for the hotel.
我们就出发去宾馆吧。

B: All right, I need a rest after a long flight.
好的。经过长途飞行, 我需要休息一下。

②

A: Excuse me, aren't you Mr Thompson from New York?

请问您是不是从纽约来的汤普森先生?

B: Yes, And you are ... ?
是的, 你是 ... ?

A: I'm Zhou Ming from Chengdu Textiles Import and Export Corporation. Welcome to Chengdu, Mr Thompson. Is this your first trip here?
我是成都纺织品进出口公司的周明。汤普森先生, 欢迎来成都, 你是第一次来这里吗?

雙，語，外，徑，外，貿，美，語

語·外·經·外·貿·英·語

· 經 · 外 · 貿 · 英 · 語 ·

· 外 · 貿 · 英 · 語 ·

• 買 • 美 • 語

買 · 美 · 語

美
·
語

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您，布朗先生，见到你很高兴。

B: Nice meeting you, too. Do you know where the luggage claim area is?

也很高兴见到你。行李认领处在哪里?

A: Yes, it's over there. How many pieces of luggage do you have?

在那边。你有几件行李?

B: Only two suitcases.

只有两个箱子。

A: Let's go and pick your luggage.

我们去取行李吧。

B: OK.

好的。

Scene 3 行李认领处 (At the Luggage Claim Area)

A: How was your flight?

你一路上可好?

B: Just great! Good food and good service.

棒极了! 可口的饭菜周到的服务。

A: Is this your first visit to Sichuan, Mr Richard?

理查德先生，你这是第一次来四川吗？

B: Yes.

是的。

A: We are glad you come to meet us in person.

很高兴你亲临四川。

B: Thank you for meeting my plane.

谢谢你到机场迎接我。

A: It is the least we can do, since you have travelled so far to see us.

你不远万里来到这里，这是我们应该做的。

B: The blue and black canvas ones are my suitcases.

蓝色的和黑色的帆布箱子是我的。

A: Our car is out in the parking lot. I'll take you to the Minshan Hotel.

车就在外边停车场，我送你去峨山饭店。

B: Very good.

太好了。

Scene 4 去宾馆路上 (On the Way to the Hotel)

A: You've been to several cities in our country.

You must know a lot about China.

你已到过我国的好几个城市，对中国的情况一定了解不少。

B: Only a little. I hope I will know more.

了解不多，我希望了解得更多些。

A: Look at those high buildings there. We'll arrive in a few minutes.

请看那边的几幢高楼，我们几分钟内就到。

B: By the way, how is business these days?

顺便问一下，近来生意还好吧？

A: Not bad, sales are up a bit.

不错，销售额有所上涨。

B: Do you think it's a general trend?

你看，这是总的趋势吗？

A: I think so.

我想是的。

B: Here we are.

我们到了。

Scene 5 不客气 (My Pleasure)

A: You'll be here for a week, right?