

全国高等职业院校外语系列教材

新世纪 高职高专英语 综合教程

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教师用书 TEACHER'S BOOK

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前 言

全 国高等职业院校外语系列教材《新世纪高职高专英语》是上海外语教育出版社联合深圳、上海、北京、南京等地的高等院校编写出版的富有时代特色的新型实用的英语教材。本套教材是根据国家教育部最新颁布的《高职高专英语课程教学基本要求》进行设计和编写的,分为《综合教程》和《听说教程》,各四册。《综合教程》还包括《练习册》和《教师用书》。本书为《新世纪高职高专英语》的《综合教程》第四册教师用书。

本套教材独辟蹊径,以全新的视角诠释现代英语的语言学习模式和教学规律,其特点表现在五项创新:

1. 以现代语言学权威理论作指导,充分体现素质教育和高职特色。
2. 选材紧扣时代脉搏,题材、体裁多样,内容丰富,通俗易懂,具有实用性、时代性、科学性、趣味性、可学性和可教性。
3. 体例创新,打破常规,图文并茂,引人入胜。
4. 单元编写模式新颖,每个单元的听、说、读、写、译各围绕一个主题(Topic)展开,强化了教学的可操作性。
5. 练习形式别具一格,轻松活泼,寓教于乐。

《综合教程》第四册沿用了第三册的编写模式,如 *Highlights*、*Lead In*、*Read In*、*Focus On*、*Work Out*、*Practical Reading*、*Practical Writing* 和 *Fun Time* 等项目,继续让学生接触专业性英语,提高实际应用英语的能力。第四册的语言程度比第三册稍有提高,便于学生学习与掌握。

Practical Reading 包括销售合同、原产地证明、出口许可证、保险单、邀请信、文摘、序言、广告、说明书、信用证等。

Practical Writing 包括询价与回复、投诉与调停、议事日程、定单、会议记录、预订房间、约见函、推荐信等。

第四册的 *Work Out* 部分, *Translation Skills* 主要介绍汉译英, *Usage*、*Proofreading*、*Make the Right Choice* 等,保持了第三册的风格。

教师参考书各单元的教案由四部分组成:

背景知识(*Background Information*): 内容包括作者生平、人物介绍、与单元主题相关的英美文化、教育、社会生活以及风土人情方面的背景知识。

语言点(*Language Points*): 内容包括课文难点注释、英语难句释义以及例句等。

课文译文(*Text Translation*): 给出 *Read In* 和 *Practical Reading* 两部分课文的译文,供教师参考。

练习答案(*Key to Exercises*): 提供各项练习包括 *Lead In* 中的提问的参考答案,供教师备课。

本教材总主编为戴炜栋,副总主编为蒋秉章。本册主编为楼迎亮、翟世骏,参加编写

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由于编者水平有限，加之时间仓促，疏漏和不妥之处在所难免，恳请读者不吝指正。

编 者

2001年10月

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Unit One

The Mystery of the Mayas

I. Background Information

A fascinating exhibition on the Maya is on show at the Palazzo Grassi for nine months from September 6 th.

Thanks to the recent developments in research we now have a much fuller and more detailed picture of the Maya people, whose civilization was based on a religious view of the world and yet also produced great politicians, warriors and merchants. Particularly worthy of note are the Maya astronomers, who were amongst the first to develop positional arithmetic (using the zero to mark the absence of an integer) and could give very accurate measurements of the orbits of such heavenly bodies as the sun, the moon and the planet Venus — knowledge which played a part not only in Maya cosmogony and cosmology but also in the very construction of their cities.

This exhibition brings together a series of extraordinary works from all regions and periods of pre-Columbian Maya history. These fine pieces offer the public one of the most magnificent opportunities Europe has ever had to savour the exceptional culture of the Maya.

The exhibition traces the development of the Maya civilisation in Central America and Mexico. The various themes covered illustrate the various phases of this quite remarkable culture, revealing the full extent of its achievement and the ways in which it was ultimately transformed.

One theme that is given extensive coverage is that of everyday life. Particular attention is paid to the question of maize, which the Maya considered to be the very stuff of which mankind was made. The canons of beauty and the social and ethnic codes of identification relating to the cultivation of maize are looked at in great detail.

The part of the exhibition dealing with script is particularly important, given that this theme has been a particular point of focus of recent studies of Maya culture. The material on display offers in-depth analysis of the Maya calendar and of the cycles used in the measurement of time — with a precision that only just falls short of present-day standards.

One remarkable section is that dedicated to an examination of the contribution the extraordinary Maya people made to world art. This contribution is "summarized" in some extraordinary Classic-period works from the Temple of the Inscriptions at Palenque; the fine Head of Pacal and the effigies of a female figure.

This exhibition will bear clear witness to the richness of a culture that may have lost some of its mystery but has lost none of its fascination.

II. Lead In

Answers to Questions:

1. When they cut their way through a forest in Central America.
2. Scientists believe that the ancestors of these Indians who are living in parts of Mexico and Guatemala built the cities and carved the stone monuments.
3. They made little efforts to find the remains of smaller buildings, such as houses.
4. New evidence has been uncovered at a number of Mayan cities by different groups of archeologists.
5. These new findings changed our picture of Mayan life.

6. The mayas also gained achievements in mathematics and astronomy.

III. Language Points

1. In the late 1700's, a group of explorers cutting their way through a forest in Central America came upon the ruins of an ancient city.

— In the late 1700's, when a group of explorers broke through a way in a forest in Central America, they found the remains of an ancient city by chance.

- 1) **cut one's way through**: break through a way

Example

The brave soldiers cut their way through the storm of shots and shells from the enemies.

- 2) **come upon**: find or meet by chance

Example

The workers came upon a tomb when they were digging a channel.

2. Carvings on other stones showed that at least some of the people who lived in the area long before were highly advanced.

— Carvings on other stones told us that at least some of the people living in the area a long time before were highly developed.

3. They seemed to be part of a great civilization stretching across 500 miles (about 800 kilometers) of forest.

— It seemed that they were part of a great civilization covering 500 miles (about 800 kilometers) of forest.

stretch: spread out in space or time

Example

The project should have been finished last year, but now it looks as though it will stretch into next year.

4. Other expeditions followed, but at first they found more questions than answers; . . .

— After the first expedition, there was one expedition after another, but at the beginning, they found more questions than answers.

follow: come after (in space, time or order)

Example

One misfortune followed (upon) another within one month.

5. Gradually, some of the answers have been pieced together.

— Step by step and bit by bit the answers were put together.

piece together: put by joining or adding pieces together

Example

The poor woman pieced odds and ends of cloth together and made new clothes for her five children as New Year presents.

6. Dates carved on some monuments show they were put up between A. D. 300 and 800. . . .

— From the dates carved on some monuments, scientists know that the cities were built up between A.D. 300 and 800. . . .

put up: set up, build

Example

The workers are busy setting up a new bridge after the old one was destroyed by the flood.

7. Handsome pictures made of sculptured plaster and painted in bright colors were found on the walls of buildings.

— Scientists found that on the walls of buildings, the Mayas used sculptured plaster to make handsome pictures and then painted them in bright colors.

8. For a long time, archeologists worked only on uncovering large Mayan structures, such as temples, palaces, and ball courts.

— For a long period, archeologists concentrated only on finding large Mayan buildings, such as temples, palaces, and ball courts.

work on: do an activity which uses effort

Example

The professor was working on his autobiography after he retired from the university.

9. Little effort was made to find the remains of smaller buildings, such as houses.

— The archeologists did not try their best to look for the pieces of smaller buildings, such as houses.

make an effort to do: try hard to do

Example

The man with unusual strength made no effort to lift a big rock.

10. The seeming absence of houses led people to believe that the cities were only the homes of priests and rulers, who lived in the palaces.

— The apparent lack of houses made people believe that only the priests and rulers lived in the palaces of the cities.

Example

The teacher's comments led the students in the class to believe that Mary was the top student.

11. The houses were very close together, with little space to raise food, except in small gardens.

— There was limited space between each house and people could only plant their crops in the small gardens.

raise food: plant crops

Example

People in the country are having the campaign to reclaim wasteland for fertile farmland in order to raise more food.

12. These new findings changed our picture of Mayan life.

— The new discoveries changed our original thinking about Mayan life.

change one's picture of: change one's idea

Example

What they saw at the new digging caves changed their picture of ancient people's life.

13. As archeologists studied the Mayas, they became more and more impressed by how much these people had been able to do.

— With the further study of the Mayas by the archeologist, they had a deeper impression because the Mayas could do more than they expected.

impress: influence deeply

Example

The famous musician was most impressed by the little girl's performance in the piano competition.

14. When some of the Mayan writing was figured out, archeologists discovered how much the Mayas knew about other things, too.

— When archeologists came to understand some of the Mayan writing, they found that the Mayas knew very much about other things, too.

figure out: come to understand or discover by thinking

Example

With the new findings from the tomb, archeologists could easily figure out who the mummy was.

15. Records show that the Mayas had observed the skies for centuries, keeping track of what they saw.

— According to the evidence, the Mayas were able to observe the skies for hundreds of years and they also kept a continuous record of what they saw.

keep track of: keep oneself informed about a person, situation, etc.

Example

It is difficult to keep track of all the new ideas and developments in education.

IV. Translation

Read In

神秘的马雅

早期的发现

在 18 世纪末期, 一群探险家在中美洲的森林中寻找出路时, 偶然发现了一座古城的遗址。他们在枝繁叶茂的丛林下发现了大量设计精美的石屋和漂亮的石雕纪念碑。一些石头上刻着奇怪的文字。其他石头上雕刻图案表明, 至少有一部分很久以前居住在这一地区的人们已经高度进化。

问题的提出

在以后的 150 年间, 越来越多的古城被发掘出来。它们看起来属于森林中方圆 500 英里内 (大约 800 公里) 一个伟大的文明社会。一个叫阿尔弗雷德·莫兹利的英国人于 1881 年率领着第一支大规模的科学远征考察队去研究这些遗址。莫兹利是一位考古学家, 专门研究古代社会的遗址从而了解当时的人们是如何生活的。随后, 又有一些考古远征队向该地区进发。但最初人们有许多疑虑无法解答: 谁修建了这些城市? 在什么年代? 他们是如何在雨林之中生活的? 最令人费解的是: 究竟是什么导致了毁灭?

可能的答案

渐渐地人们将一些答案拼凑起来。今天, 人们把居住在墨西哥和危地马拉一些区域的棕色皮肤的印第安人称作马雅人。科学家们认为正是这些印第安人的祖先修建了这些古城并雕刻了这些石雕纪念碑。

刻在石壁上的日期表明这些建筑物是在公元 300 年至 800 年间修建的。但出土的陶器碎片表明马雅人在某些城区的居住时间要早几百年。可以肯定, 在马雅文明的鼎盛时期, 有两百万人居住在数百座美丽的城镇内或周边地区。

在这些城镇中挖掘的考古学家陆续发现了道路, 一些小型水库, 以及层叠叠出的寺庙。在建筑物的墙壁上, 人们可以看到在胶泥上雕刻的精美图画涂着亮丽的色彩。在深埋在寺庙地下的墓穴中, 人们挖掘出了带有色彩的铜, 精心雕刻的珠宝碎片。通过这些, 我们对马雅人的生活有了更多的了解。有马雅人在工作的场景; 有马雅人在打仗的场景; 贵族接待朝拜者的场面; 牧师身着奇异的服装; 以及马雅的神明。

可能出现的错误

很久以来, 考古学家只在意挖掘庞大的马雅建筑物, 如: 庙宇、宫殿和舞厅。他们忽略了对小型建筑物遗址, 如房屋的发掘。其结果使人们误解为只有牧师和统治者住在城市的宫殿里, 而普通老百姓大概住在农村, 他们只有在参加宗教仪式时才进城。

新的证据

近年来, 不同的考古学家在若干马雅古城中发掘出新的证据。费城的宾夕法尼亚大学刚刚结束了对马

雅最大的城市蒂卡尔为期 12 年的研究。在蒂卡尔,他们挖掘出了一百多处小房屋。一些房屋中遗留下了大量精美装饰的陶器残片。另一些房屋中残存的陶器较少而且朴素。房屋间隔很近,除了在小院子里,几乎没有地方可以种些庄稼。

看法的改变

这些新的发现改变了我们以往对马雅人生活的看法。蒂卡尔考察项目主任威廉·R·科尔指出:蒂卡尔肯定是一座真正的古城,至少有一定的历史年代。在那时,有许多人住在这个古城里。从房屋的差别上我们可以知道这里住着各个阶层的人们。很可能有手工艺者——为新寺庙和纪念碑工作的石匠,雕刻匠,画家等。

马雅令人瞩目的成就

随着对马雅研究的深入进行,马雅人所取得的成就给考古学家留下了深刻的印象。在世界其他地区,人们在修建城市之前已经使用金属工具。他们已经使用家畜拉的带轮子的车装运货物。而马雅人则没有这一切。他们仅有的工具都是木制的或石制的。然而他们却能够切割重达数千磅的石头,并使之成穹形。他们所建造的寺庙高达二百多英尺(大约 60 米)高。

马雅人并非仅仅修建房屋和制作工艺品。他们所能做的重要事情之一是学习书写。当一些马雅文字被破译出来后,考古学家发现马雅人对其他领域也有相当的了解。

在数学方面,他们能数到百万以上。他们最先发明了将零与其他数字并用,这样会使较大数字的计算变得容易些。

同样在天文方面,他们也领先于其他古人。记载表明马雅人观察天体已有几百年的历史。他们不断追踪所观察到的情况。他们知道月球围绕地球转一圈所需要的时间,金星在天体中转一圈所需要的时间。他们还能够预测日蚀、月蚀。他们还发明了有 18 个 20 天的月份和一个五天的月份的年历来测算年份,和我们现在使用的年历一样精确。

Practical Reading

销售合同

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V. Key to Exercises

Read In

- Choose the best answer for each of the following.
(1) A (2) C (3) B (4) A (5) D (6) B
- Decide whether the following statements are true (T) or false (F).
(1) F (2) T (3) T (4) F (5) F (6) F (7) T (8) T

Focus On

- Oral work. Use the words from the vocabulary snapshot in their proper forms to fill in the blanks.
a. astronaut b. figures c. mysterious d. absent e. archeology
f. puzzled g. domestic h. prediction
- Find out the word in the text which means:
a. gradually b. civilization c. ancestor d. sculpture e. expedition
f. stretch g. ceremony h. religious i. vary
- Translate the Chinese phrases into English and fill in the blanks.
a. was put up b. pieced together
c. make great efforts d. changed his picture of
e. designed f. are keeping track of
g. figured out

Work Out

Translation

- Translate the following sentences into Chinese, and decide whether some parts in the sentences can be omitted.
(1) 那个笑话让孩子们放声大笑起来。
(2) 他从来没有去过美国。
(3) 我们发现掌握一门外语十分重要。
(4) 经理将老太太送到门口。
(5) 我们必须每天学习英语。

- (6) 老师的桌子上有一本英语书。
 (7) 你见过正在和我们的新老师说话的那个人吗?
 (8) 你绝对不要不懂装懂。

2. Translate the following sentences into English with the verbs given in the brackets, paying attention to the different meanings of the verbs.

- (1) Her mother made her a very nice skirt.
 (2) The students made him monitor.
 (3) You shouldn't make him study only English every day.
 (4) His parents wanted to make him a surgeon.
 (5) He left without saying anything.
 (6) You must have left your dictionary in the library.
 (7) We left him to whitewash our fence.
 (8) Don't leave the window open when you sleep.

Usage

1. Complete the following sentences with the best choices.

- (1) B (2) A (3) A (4) D (5) A (6) A (7) B (8) C (9) C (10) D

2. There is an error in each of the following sentences. Please identify and correct it.

- | | |
|-------------------|-------------------|
| (1) It — As | (2) like — as |
| (3) them — whom | (4) that — as |
| (5) that — which | (6) whose — which |
| (7) which — where | (8) whom — who |
| (9) for — to | (10) that — as |

Proofreading

- | | |
|------------------------------|-------------------------------------|
| 1. <u>has</u> → have | 2. <u>laying</u> → lying |
| 3. <u>hear</u> → heard | 4. <u>kind</u> → kinds |
| 5. → ✓ | 6. <u>started</u> → starting |
| 7. <u>unknow</u> → unknown | 8. <u>looking</u> + adventure → for |
| 9. <u>rich</u> → riches | 10. → ✓ |
| 11. <u>Canada</u> → Canadian | 12. → ✓ |
| 13. <u>another</u> → other | 14. <u>the</u> → / |
| 15. → ✓ | 16. <u>in</u> → / |
| 17. <u>them</u> → it | 18. → ✓ |
| 19. ^ few → a | 20. → ✓ |

Make the Right Choice

Read the following article, and try to choose the correct **prepositions** from the column.

- | | |
|---------|-----------|
| 1. in | 2. from |
| 3. with | 4. around |
| 5. to | 6. for |
| 7. on | 8. at |
| 9. of | 10. into |

Practical Reading

1. Match the following two columns.

(1) c (2) d (3) a (4) f (5) e (6) b

2. Mark the following statements with T (true) or F (false) according to what you have read.

(1) T (2) F (3) F (4) T (5) F

3. Translate the following sentences into Chinese.

(1) 中国粮油食品进出口公司在下文中被称之为售方。

(2) 史密斯贸易公司同意按照以下规定的一般条件购买下述货物

(3) 售方可以在金额和数量上有5%的上下浮动

(4) 以适当形式开具的信用证必须至少在装运前30天到达售方,而且必须在从装运最后之日算起的15天内保持有效。

(5) 此页背面上的一般条件构成本合同的一个不可分割部分

Practical Writing

Check Your Understanding

Sample Reading 1

(1) EASYWAY Autos wants an output of 1,500 watts at 12 volts for their Polymeric batteries.

(2) In most cases, EASYWAY Autos pays its suppliers in U.S. dollars by irrevocable Letter of Credit.

Sample Reading 2

(1) It learnt of Triad International from one of the local distributors which wants Beijing Chenxin to import wallpaper on its behalf.

(2) It can find them in a separate sheet enclosed in the letter.

Follow-up Writing

LETTER 1:

(1) Would you please send us details of your various ranges, including sizes, colors and prices, and also samples of different qualities of material used?

(2) We believe there is a promising market in our area for moderately priced goods of the kind mentioned.

LETTER 2:

(1) We are glad to confirm that we are very interested in hand-made leather gloves your company exports.

(2) Winter here is so cold, and people cannot work outdoors without gloves on.

(3) We will also appreciate it if you can inform us on your prices and terms of payment.

Unit Two

Inflation in South America

I. Background Information

Inflation in South America

Inflation results from an increase in the amount of circulating currency beyond the needs of trade; an oversupply of currency is created, and, in accordance with the law of supply and demand, the value of money decreases. In modern times wars are the most common cause of inflation, as government borrowing, the increase in the money supply, and a diminished supply of consumer goods increase demand relative to supply and thereby cause rising prices.

Inflation stimulates business and helps wages to rise, but the increase in wages usually fails to match the increase in prices; hence, real wages diminish. Stockholders make gains — often illusory — from increased business profits, but bondholders lose because their fixed percentage return has less buying power. Borrowers also gain from inflation, since the future value of money is reduced.

An unusually steep and sudden rise in prices, sometimes called hyperinflation, may result in the eventual breakdown of an entire nation's monetary system. The most notable example is Germany (1923), where prices rose 2,500% in one month, while the latest example is found in Thailand in 1998.

II. Lead In

Answers to Questions:

1. It suggests that in South America, prices rocket up while the salaries climb very slowly. The saying really implies that people are unhappy about quick inflation.
2. In Argentina, inflation is terribly fast, and people can hardly do anything about it.
3. Since the situation in inflation is so bad that people can drastically lose the value of the money they have earned in a very short time.
4. In order to make sure they still make profits in their businesses, entrepreneurs and shop owners have to add the cost to the prices of their commodities.
5. As a way to offset inflation, customers have to buy and store things quickly after they are paid for their work.
6. Although there is always inflation, South Americans still live in their countries because they are optimistic that the situation will improve in the future.

III. Language Points

1. In South America they have a saying about inflation: . . .
saying: a well-known wise statement
Example
"Make hay while the sun shines," as the saying goes.
2. The inflation grows up by the elevator, . . . by the stairs.
— The inflation increases quickly, . . . slowly.

3. In the United States we panic if the inflation rate approaches 10 percent.

1) **panic**

a) (cause to) feel panic

Example

The people inside the bank panicked at the sight of three gunmen.

b) sudden uncontrollable terror or anxiety

Example

He got into a panic at the airport when he realized that he had left his passport in the office.

2) **approach**: come near or nearer (to) in space, time, quality, or quantity

Example

At midnight the soldiers approached the hijacked plane silently.

4. ... where the annual rate of inflation can average ...

1) **annual**: (happening, appearing, etc.) every year or once a year

Example

The annual conference of the Writers' Association was held yesterday at the newly completed international convention centre.

2) **average**: be as an average

Example

Nowadays our mail averages only 3 letters a week.

5. ... "the price would literally increase on your way to the checkout counter."

1) **literally**: really

2) **checkout counter**: a desk in a shop where one pays for goods.

6. Restaurants do not bother to list prices in their menus— ...

bother: trouble oneself

Examples

A. Don't bother about the weather; it will clear up soon.

B. He didn't even bother to lock the door when he left.

7. To compensate for inflation, Argentina's government has periodically devalued the nation's currency— ...

1) **compensate for**: remove the bad effect of; make up for

Example

His hard work compensated for his lack of experience.

2) **periodically**: repeatedly, at regular times

Example

The nurse walked in periodically to check the room temperature.

8. "the challenge is not so much making money, but keeping what you've made— ..."

— "the challenge is not making money, but rather keeping the money you've made— ..."

9. "This is not funny money, but real dollars," ...

— "This is not play money, but money with real value," ...

10. He learned the hard way: ...

— He got to know this through his unfortunate experience: ...

11. ... due to devaluation.

— as a result of devaluation.

12. Staggering though the numbers are, ...

- Though the figures are unbelievable, . . .
13. . . the most frightening aspect of such hyperinflation is that it causes still more inflation.
- 1) **aspect**: part
- Example*
The two-week training programme attempts to cover every aspect of the job.
- 2) **hyper-**: (prefix) more than usual, esp. too much
- Example*
hypersensitive, hyperactive, hypercritical
14. "At the end of the line, it is the consumers who bear the burden." . . .
— Eventually it is the consumers who pay for these price increases, . . .
15. We have no option but to pay the price or do without.
— We have no choice but to pay, or we don't buy them.
- 1) **option**: choice
- Example*
You will have to pay; you have no option.
- 2) **do without**: manage to live or continue satisfactorily without
- Example*
I haven't got enough money to buy a car, so I'll just have to do without.
16. . . I must make provisions for the month.
— I must get food and other daily necessities for the month.
- provisions**: food supplies
- Example*
We set out in the morning with enough provisions for the day.
17. Buying on credit is a thing of the past; . . .
— Now you cannot buy things and pay for them later; . . .
18. . . in armored cars.
- armored**: protected by strong protective metal
- Example*
At dawn three armored vehicles moved into the village.
19. . . and you cannot scrape all the cash together at once, . . .
— and you cannot gather all the cash immediately, . . .
20. . . who agree to pool their money.
— who agree to bring their money together.
21. . . each member of the cow contributes . . .
— each member of the cow puts in . . .
22. Above all, South Americans survive by trusting that things will get better . . .
— Most important of all, South Americans manage to live on by believing that conditions will improve . . .
- 1) **above all**: most important of all
- Example*
Above all, don't forget to send us an e-mail when you get there.
- 2) **trust**: to have confidence in
- Example*
You shouldn't have trusted him so much.

IV. Translation

Read In

南美洲的通货膨胀

在南美洲,人们对于通货膨胀有这样一种说法:“通货膨胀是乘着电梯往上,而工资增长却是走着楼梯往上。”

在美国,如果通货膨胀率接近百分之十的话,人们就会感到惶恐不安;而在阿根廷,那儿的年平均通货膨胀率可达百分之七十,换着我们简直就难以想象如何生活了。阿根廷门杉托公司(Monsanto Argentina)总裁约翰·弗格森先生这样说道,“如果你从一家杂货铺的货架上拿下一罐食品,它的价格就会在你拿着它走到结账台算钱的这会儿不断上涨。”在阿根廷,饭馆儿没有必要在菜谱上标出价钱——因为等到顾客用餐结束时,价格已经涨上去了。

为了补偿通货膨胀,阿根廷政府定期将国家货币贬值——有时年贬值率竟要达到百分之一万一千。这些令人心惊的统计数字意味着一周接着一周,同样数量的钱可买到的东西是越来越少。“在拉丁美洲,”门杉托公司拉丁美洲营运部信贷和资金经理特别提到,“挑战与其说是赚钱,倒还不如说是保值——因为赚来的钱可以在几周之内就化为乌有。”

“这些可不是伪钞,而是真正的美元啊,”另一位在南美洲工作的经理悲哀地这样说道。他是从教训中明白过来的:到职才一周,还没等他意识到是怎么回事儿,他的经营单位就因为货币贬值而损失了五十万美元。

尽管这些数字惊人,但这种极度通货膨胀的最可怕之处却在于它会引发更多的通货膨胀。人们学会预料着下个月里的价格猛涨,而且每一个人,从最大的企业公司到最低等的街头小贩,都会把预期的通货膨胀率打入报价之内。如果你拥有一个水果摊,而且你预期下周的煤气费将上涨百分之二十五,很可能你会把你的香蕉价格提价至少百分之二十五或是更多些。“最终承受负担的是消费者,”一位巴西的公司董事这么说,“消费者是无法转嫁费用成本的。我们无法选择,要么付这个价,要么就凑合着过。”

那么,消费者是怎样生活的呢?露西娅·罗德里格斯,一位巴西的家庭妇女,是通过在她丈夫一领到月薪之后就立刻赶去采购家里所有生活必需品并把它们存放起来的方法来应付的。“如果我买迟了,东西就会更贵,”她解释说。“要生活,我就得备好一个月的生活用品。”赊购已经是过去的事情了,现在就是买像房子、汽车类的大宗物品,人们也得付现金。(试想一下,如果你是一位处在一个金钱一夜间就会失去一半价值的国家里的汽车商,你会赊销汽车吗?)在布宜诺斯艾利斯,用以购买大宗货物的现款往往是用钢板车来运送的。

如果你想购买一辆小车,可又一时无法凑足钱,这时你还有一个选择:你可以入“牛”。“牛”是一个由四十人一起同意参加的集资小组。在四十个月里的每个月,“牛”组的各位组员拿出一辆小车价格的四十分之一的钱。

总而言之,南美洲人靠相信以后日子会好起来的信念而生活——即使他们自己的日子好不起来,他们的孩子的日子会好起来的。布宜诺斯艾利斯的一位市场经理这么说道,“我对我们孩子的未来怀有希望,他们会有一个更美好的国家。我的家庭是我拥有的最重要的东西。假如我认为情况不会改善的话,我现在就会离开这里。”

“我们总是为希望而生活,”露西娅·罗德里格斯的丈夫曼努埃尔骄傲地说道。“一个不抱希望的巴西人就不能算是个巴西人。”

Practical Reading

原产地证明书

除了其他一些文件外,原产地证明书也常常是出口贸易中必备的文件之一。原产地证明书是一份官方批准文件。当被要求出示这样一份文件时,出口商有责任提供它。请阅读下列一份原产地证明书,并完成文后练习。