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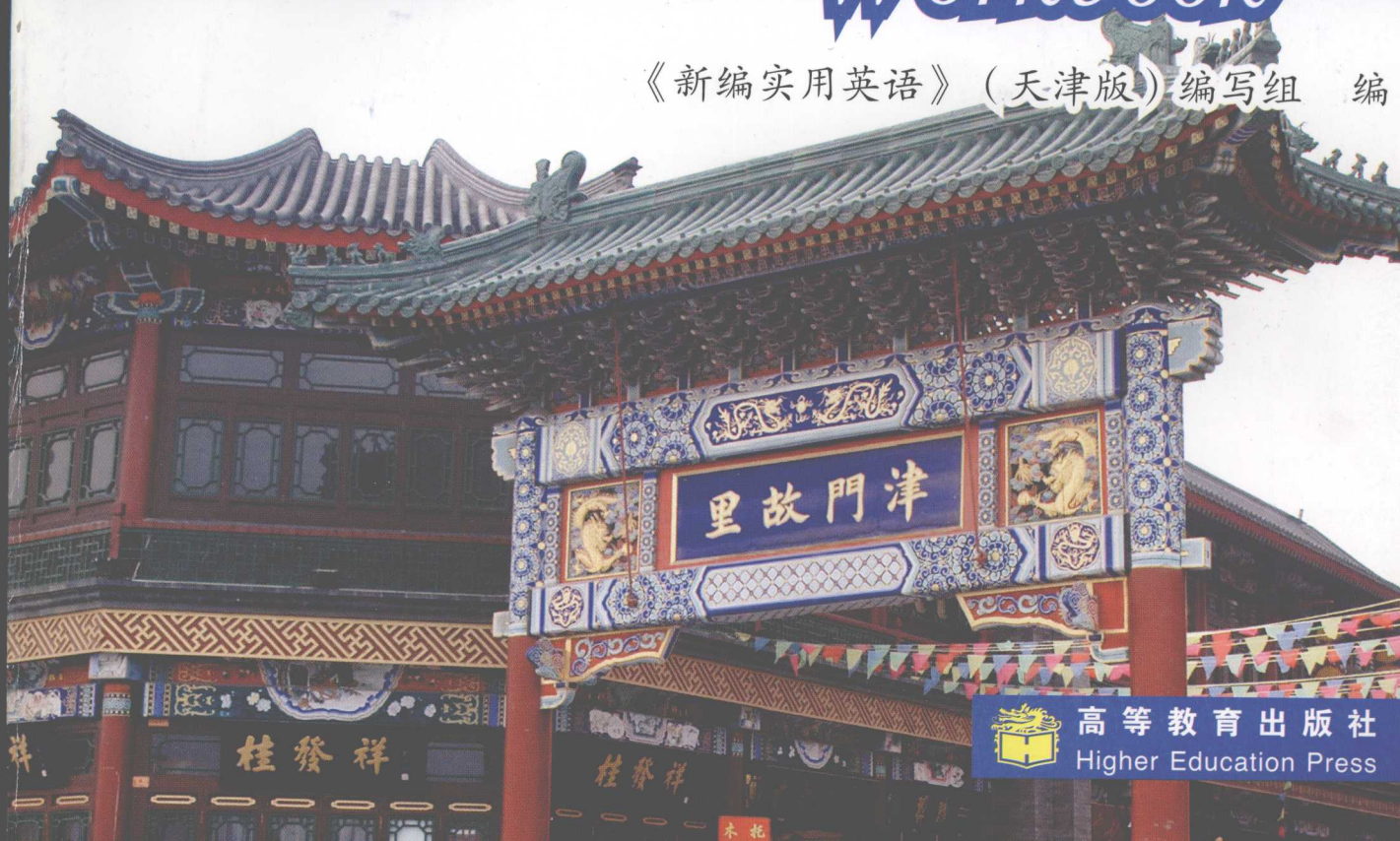
New Practical English

新编实用英语

学学·练练·考考

Workbook

《新编实用英语》(天津版)编写组 编



高等教育出版社
Higher Education Press

内容提要

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Workbook 3

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内容提要

《新编实用英语》(天津版)系列教材以《高职高专教育英语课程教学基本要求(试行)》为依据,在《新编实用英语》的基础上结合天津市的具体实际改编而成。本套教材贯彻了“学一点、会一点、用一点”、“听、说、读、写、译并重”和“边学边用,学用结合”的原则;注重听说技能训练,注重实用文体阅读能力的培养,将提高应用语言基本功的能力与涉外交际实际相结合。

《新编实用英语——学学·练练·考考》(天津版)第3册是《新编实用英语——综合教程》(天津版)第3册的同步自学练习用书。本书紧扣《新编实用英语——综合教程》(天津版)第3册各个单元的教学内容与结构,力求巩固和扩大教材所设计的听、说、读、写、译等语言知识和用法,是配合主教材并供自主学习的好伴侣。

在写作部分,本书除增编了相关语法和写作知识的归纳小结外,还融入了有关政治、经济、历史、文化、商贸和科技等方面具有天津地方特色的内容。

本书共8个单元,每个单元都由“听、说、读、写、乐”5部分组成。本书附有练习答案、课文译文,以及词汇表。本书还配有录音带和多媒体课件。

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《新编实用英语——学学·练练·考考3》(天津版)

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前言

《新编实用英语》(天津版)是在天津市教委的直接领导和天津市各高职院校主管教学领导的支持和指导下,在《新编实用英语》的基础上,由天津高职高专院校具有丰富教学经验的一线教师结合天津对外交流的实际编写的一套高职高专英语教材。

《新编实用英语》(天津版)由《综合教程》、《学学·练练·考考》、《教师参考书》以及配套的多媒体学习课件、电子教案等组成。

《新编实用英语——学学·练练·考考》(天津版)共3册,每册8个单元,每单元由“说”(Talking Face to Face)、“听”(Being All Ears)、“读”(Maintaining a Sharp Eye)、“写”(Trying Your Hand)、“乐”(Having Some Fun)5部分组成。具体内容如下:

1. Talking Face to Face: 包含2个紧扣交际主题的对话样例,供学生学习模仿,并配有几个短小的交际话题进行模拟练习,供学生边学边练,以增强其交际的能力。

2. Being All Ears: 本部分是对 Talking Face to Face 的扩展与补充,目的是体现“听力训练的范围要广于说的训练”的原则,并为阅读作铺垫。

3. Maintaining a Sharp Eye: 本教程打破先教课文后进行语言训练的传统模式,把阅读作为外语教学训练的归结,并通过阅读开拓眼界,进一步提高学生的语感和交际能力,为其自主学习创造充分的条件。

4. Trying Your Hand: 写作部分包括应用文写作(Applied Writing)和一般写作(General Writing)两部分。前者培养学生阅读和模拟套写《高职高专教育英语课程教学基本要求(试行)》规定的常用应用文的能力;后者则按句子写作、功能写作和篇章写作等层次进行训练。这一部分除增编了相关语法和写作知识的归纳小结外,还融入了天津的政治、经济、文化、历史、商贸和科技等带地方特色的内容。

5. Having Some Fun: 每课选配一个精悍的幽默小故事,培养学生学习、体味和欣赏英语和英语文化的能力。

本书附有两套自测试题、练习答案、课文译文以及词汇表。

《新编实用英语——学学·练练·考考3》由教育部原高职高专教育英语课程教学指导委员会主任委员、大连理工大学孔庆炎教授和高等学校英语应用能力考试委员会主任委员、上海交通大学刘鸿章教授任总主编。重庆大学余渭深教授任主编,刘寅齐、邹晓玲任副主编,黄玉兰、宋又新、邓世伦、全冬、晏生宏、黎静等人参加编写。

《新编实用英语——学学·练练·考考3》(天津版)仍由孔庆炎、刘鸿章任总主编,中国职业技术教育学会教学工作委员会外语教学研究会(高职)副主任委员、天津市高等学校教学名师、天津职业大学曹玉泉教授任副总主编。天津市对外经济贸易职业学院钟晓菁任主编,马竞、侯孟青、洪津等参加编写。

本书在编写期间,得到天津市教育委员会各级领导和天津市高职院校主管教学学校长们的多方指导和帮助,在此一并表示衷心地感谢!

由于本书的改编是一种新的尝试,实际编写中会有不当和疏漏之处,希望广大使用者批评指正,以使本教程为天津市高职高专英语教学做出应有的贡献。

编者

2007年3月

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Unit 1

Launching a New Product

Section 1 Talking Face to Face

Speak More by Yourself

Sample 1

Eye-Protecting Lamp Show!

Got sore eyes? Buy our eye-protector!

Different from other ordinary lamps, our Model G Eye-Protecting Lamp protects people's eyes from possible harm. Especially beneficial to little kids. Can be operated easily. Extremely energy-saving. Worth the money you pay. Good after-sales services.

Date: May 1 – May 5, 2007

Place: 18# Weiguo Rd, Tianjin

Organizer: Dunkan Lighting Company

Sample 2

Quality Cutting Tools!

Want top quality cutting tools? Come to Oriental Machinery!

Oriental Machinery is a well-established factory specializing in cutting tools. It supplies machine tools of all types and sizes. Model E and Model F are our latest developments. Made of imported materials. Excellent and stable performance. For special orders and designs, we only charge about 3% extra.

Tel: 022-66688888

Fax: 022-66688899

Manufacturer: Oriental Machinery, Tianjin, China

1. Read aloud the following dialogues based on the samples provided above. You could practice role-play with your partner, changing the information into your own.

Dialogue 1

Li Hong: Good morning, ladies and gentlemen. Welcome to this exhibition of our products. I'm Li Hong, sales manager of the company. Now I'd like to give you a brief account of our new product — the Model G Lamp.

A: Excuse me. What kind of customer is this new lamp aimed at?

Li Hong: Well, there is no specific target. Generally speaking, it's good for people of all ages, especially for young kids.

B: What special features does this lamp have?

Li Hong: It is different from ordinary lamps, whose strong light may be harmful to people's eyes. This lamp is particularly designed to protect people's eyes from possible harm. So, we call it an Eye-Protector or an Eye-Protecting Lamp.

A: Can the brightness of the light be controlled?

Li Hong: Yes, that's one of the features of this lamp. Look here. We have a special knob that does the job.

B: How about the price? Is it very expensive?

Li Hong: Well, the price is a little higher than that of ordinary lamps, but still **reasonable**. I'm sure you'll find it worth the money.

B: Thank you.



合理的, 公道的

Dialogue 2

Mr. Lee: I understand that you're interested in our **machine tools**, Mr. Wang.

Mr. Wang: Yes. We're thinking of placing an order. We'd like to know what you can offer along this line.

Mr. Lee: Well, as you know, we have many years' experience in manufacturing. We supply various types and sizes. What are you particularly interested in?

Mr. Wang: I find your Model E and Model F quite good. I'd like to know more about their quality and performance.

Mr. Lee: Both models are of top quality and their performance is excellent and stable. Second to none.

Mr. Wang: Do you take special orders? I mean, if I gave you some **specifications**, could you make machine tools to suit?

Mr. Lee: Yes, we can do that. That's one of our services.



机床

规格

- Mr. Wang: Do you charge extra payment for special orders?
- Mr. Lee: Yes, but only a small amount. Special orders work out at about 3% more than the regular orders.
- Mr. Wang: I see. Thanks for your help.

2. Here is a group of short dialogues. Follow the examples to fulfill the tasks accordingly.

- 1) A: May I help you, sir?
- B: Yes, do you sell alarm clocks in this store?
- A: Yes, we do. Take a look ... there's a wide selection here. What kind are you looking for?
- B: I'd like one that will wake me up with sweet music.
- A: In that case, I suggest this "Goldbell" one. It'll be perfect for you.
- B: Can you show me how it works?



Task: Tell the shop assistant you'd like to buy a nice pen as a gift for your brother's birthday.

- 2) A: How do you like this alarm clock, sir?
- B: It's quite nice. I think I'll take it. Oh, do you take credit cards?
- A: I'm sorry, sir, but we don't accept credit cards in this store.
- B: Then could you tell me another store where I can get this model and use my credit card?
- A: You could try the appliance store across the street.
- B: Thanks for your help.



Task: Ask the shop assistant where you can pay with a Peony Card.

- 3) A: I have no idea which dress to buy. Could you give me some advice?
- B: Who are you buying it for?
- A: For my daughter. She's turning 10 this Saturday.
- B: In that case, I recommend the "Mickey" brand. It's very popular with little girls at the moment.
- A: Good. Which dresses are the "Mickey" ones?
- B: They're just over there. Come with me.



Task: Ask the shop assistant to recommend a shirt for your husband.

- 4) A: How do you like this dress, sir?
- B: Very much. That's just the sort I want to buy. The style is perfect for my daughter. I'm sure she'll like it.
- A: What color do you want, sir?
- B: Do you have a pink one? Pink is her favorite color.
- A: Yes, we do ... What do you think of it?
- B: It's great! How much does it cost?



Task: Tell the shop assistant orange is your favorite color.



3. Here is the Data Bank. Practice the patterns and expressions for presenting a new product.

Data Bank

- I shall begin to present our new product by talking about its unique functions.
首先, 我要介绍的是我们新产品的独特功能。
- To conclude the presentation, I should say that the new model is the best of its kind.
在结束介绍之前, 我应该说该款新产品是同类产品中的佼佼者。
- Could I have your suggestions / recommendations?
你能给我一些建议吗 / 你能给我一些推荐吗?
- This laptop is portable and easy to operate.
该款手提电脑很轻巧, 易操作。
- The cover of the toy car is made of new, specially-treated plastic.
该玩具车的外壳是用经专门处理过的新型塑料制作的。
- The quality of our products has greatly improved, but the price remain unchanged.
我们生产的产品的质量已大大提高, 但价格仍保持不变。
- This monitor is the latest development of our company. It works by voice control.
该监控器是本公司的最新产品, 是声控的。
- This new model made by our company is boasted about for its outstanding quality and fast speed.
本公司生产的这款新产品以质优、高速的特性而著称。
- All you need to do to get it started is lightly touch the red button here.
只需轻轻触摸这个红色按钮, 它就可以启动。
- This newly-designed fishing rod is made of special material, which makes it possible for the end to bend freely.
新设计的钓鱼竿是用特殊材料制成的, 其顶端可以自由弯曲。
- By the way, do you take credit card?
顺便问问, 你们接收信用卡吗?
- You can pay in cash, by credit card or with a check.
你可以用现金支付, 也可以用信用卡或支票支付。

Section 2 Being All Ears

Listen More by Yourself



In this section you will hear two dialogues and one passage. A quick glance at the word list below will help you understand better what you are going to hear.

New Words and Expressions

pants /pænts/ n.

裤子

sole /səʊl/ n.

鞋底

oxhide /'ɒkshaɪd/ n.

牛皮

treated /'tri:tɪd/ a.

已处理过的

kit /kɪt/ n.

工具箱

storage /'stɔːrɪdʒ/ n.

贮藏箱

threader /'θredə/ n.

穿线机

sheep skin n.

羊皮

1. Listen to Dialogue 1 carefully and try to find the English equivalents given in Chinese.

- | | |
|----------------|---------------|
| 1) 田径跑鞋 _____ | 2) 网球鞋 _____ |
| 3) 运动鞋 _____ | 4) 名牌 _____ |
| 5) 精制橡胶 _____ | 6) 轻便柔软 _____ |
| 7) 黑白相间的 _____ | 8) 完全合脚 _____ |

2. Listen to Dialogue 1 again and select the best choices.

- The man wants to buy a pair of _____.
 - leather shoes
 - track shoes
 - running shoes
 - tennis shoes
- This store offers _____ sports shoes.
 - a large number of
 - a wide selection of
 - the right place of
 - a small variety of
- The shoes sold in the store are _____.
 - all of bright colors
 - with hard soles
 - heavy and hard
 - light and soft
- The customer thinks the first pair offered is too _____.
 - light
 - bright
 - heavy
 - dark
- The second offer doesn't suit the customer in _____.
 - color
 - fashion
 - size
 - material

3. Listen to Dialogue 2 carefully and try to judge whether the following statements are true (T) or false (F).

- ☐ 1) The new product was introduced by the marketing manager.
- ☐ 2) Liu Yi was the marketing manager of the company.
- ☐ 3) The products introduced to the customers were leather coats.
- ☐ 4) Only sheep skin jackets were offered.
- ☐ 5) The products were available in six colors.
- ☐ 6) Only some of the products were of the latest fashion.
- ☐ 7) No discounts whatsoever were allowed for the products.
- ☐ 8) Samples were exhibited in the showroom.

4. Listen to Dialogue 2 again and complete the table below.

Products presented to the customers	
Position of Mr. Liu	
Kinds of leather used	
Colors available	
Place of the showroom	
Fashion	

5. Now Listen to something more challenging and fill in the blanks with what you have heard.

Good morning, ladies and gentlemen. Thank you for coming to the presentation of our new product — Model IV Multi-function Sewing Machine. I'm Linda White, 1) _____ of the company. Now, I'd like to give you a 2) _____ to our new sewing machine.

First, it is very small. You can hold it 3) _____ of your hand. Second, it is light and portable. You can 4) _____ it in a drawer or in a cabinet. Third, it is energy-saving, but 5) _____. You can sew silk, cotton, canvas and even leather. Fourth, it is easy to operate. You can sew like a 6) _____ even if you have never sewn anything. The last but not the least, it is multi-functional. The sewing kit that comes along 7) _____ a storage unit, which contains almost everything you need for sewing — rolls of thread in various colors, 8) _____ of different sizes as well as an easy-to-handle threader. There is also a small built-in drawer attached to the 9) _____, and you can put your chalk or pencils and other small things in it.

I believe that these special features will make this new type of sewing machine a strong competitor in the market soon.

Ladies and gentlemen, that's all for the introduction. Now, let's go to the 10) _____ so that you can see it with your own eyes. This way, please.

6. Listen to the passage again and answer the following questions briefly.

- 1) What kind of product is being introduced?
- 2) How small is the product?
- 3) Is it difficult to operate?
- 4) What comes along with the product?
- 5) Where can you keep your chalk or pencils and other small things?
- 6) What does the speaker think of the market of the product?

Section 3 Maintaining a Sharp Eye

Read More by Yourself

Passage A

Buying a House of Our Own

As an old Chinese saying goes, "East or west, home is the best." Many people



consider having a house of their own the most important thing in their life. My wife and I are such people. In fact, to have a house of our own has become one of our biggest desires. Therefore, early this morning, my wife and I went to the Shanghai 2007 City Real Estate Exhibition. We had been to a dozen, or more, exhibitions and had visited many houses in the past, but we still couldn't make up our minds. So we hoped that today's exhibition would be **fruitful**.

At the exhibition, we saw a lot of single people who had just left college and were buying their own houses. We were quite surprised by this. To add to our surprise, the seller told us that a **considerable** number of the visitors were young people. A three-minute survey reported that of the 235 people who entered, 89 of them were young people. Previously, buying a house seemed to be an issue only considered by people who were going to marry, but today's **trend** is that buyers are becoming younger and younger. These young people have **decent** jobs and **comparatively** high salaries. More importantly, they hate living in rented houses. Since the regulated house-allocation policy was finally **abolished** in the 1990s, today's youth know they can't wait for an available house. They need to buy a house on their own now. The earlier they begin to buy a house, the earlier they own it. Young **white-collar** workers have become a fresh and promising force in the real estate market. They serve as a great potential buying source to the real estate companies. As a result, developers of real estate companies are planning to **tailor** their communities to the taste of these young people. Hearing what the seller said, I sat and watched the young people who were going in and out of the exhibition for a long time. How I admired them — their ability, their self-confidence, and their courage as well. Why? Because that was what I lacked when I was their age.

Twenty years ago, when I left college, I was **assigned** to a factory and lived in the **warehouse** of the factory. The conditions there were very poor. At that time, I never dared to think of buying a house of my own. No, I had neither the courage nor the self-confidence to do so. But look at the young people nowadays. They are so lucky being able to live in a more advanced and more developed society.

After visiting many of the houses offered at the exhibition, we finally decided to buy the 80sqm house, which would cost us more than 800 000 *yuan* altogether. But we could buy it by **installments**, that is, we only needed to pay 300 000 *yuan* for the down payment. The **balance** of the money would be in annual payment of 30 000 *yuan* on a 30-year loan. We were so happy! It was the happiest day in our life. At last, we were able to buy a house of our own!

富有成效的

可观的, 相当的

趋势
体面的, 比较地

废除

白领

使适合

分配
仓库

分期付款
余款

1. Read the passage carefully and check your understanding by doing the multiple choice exercises.

- 1) According to the passage, nowadays young working people in China want to _____.
 - a. rent a house
 - b. buy their own house

- c. wait for an allocated house
d. live in a hotel
- 2) Their visit to so many different Real Estate Exhibitions shows that the author _____.
a. is looking for a cheap house
b. enjoys visiting various houses
c. is hesitating in making up his mind
d. is interested to find out about the buyers
- 3) Under the regulated house-allocation policy people could _____.
a. rent a house
b. own a house
c. buy a house
d. sell a house
- 4) According to the passage, in developing new living quarters special attention is paid to _____.
a. young university students
b. young people with decent jobs
c. all people with comparatively high salaries
d. married working couples
- 5) The author couldn't buy a new house in the past because he _____.
a. didn't have the money
b. lacked confidence
c. had neither the money nor the confidence
d. didn't need to have one

2. Choose the proper word or phrase in the box to fill in the blank in each of the following sentences, changing the form when necessary.

fruitful	abolish	survey	trend
promising	tailor	lack	decent

- 1) Julie Walters was voted “most _____ actress, 1980” for her performance in *Educating Rita*.
 - 2) A recent _____ has shown that the number of patients who suffer from measles has dropped sharply.
 - 3) Applicants with _____ behavior are more likely to get the job.
 - 4) A good speaker is one who always _____ his speech to an audience of different tastes.
 - 5) This is proving a very _____ area of research at present.
 - 6) Most young people enjoy following the latest _____ in fashion.
 - 7) Their business was defeated by their competitors because they _____ current capital.
 - 8) Some bad customs and superstitious practices should _____ as soon as possible.
3. *Put the following sentences into English, using the words and expressions learned from the passage.*
- 1) 几年前他就想经商，可一直下不了决心。(make up one's mind)
 - 2) 我将伙食费的节余部分全用来购买学习英语的新书了。(balance)
 - 3) 米勒博士被认为是地方事务中相当重要的人物。(considerable)
 - 4) 他用分期付款的方式买了一辆奥迪车 (AUDI)，圆了他多年来的汽车梦。(buy ... by installment)
 - 5) 焰火 (fireworks) 使节日的夜晚更富吸引力。(add to)
 - 6) 王先生买了一套 130 平方米的住房，首付金额为 40 万元。(down payment)

Passage B

Haier Culture, Haier Brand and Haier Idea

Haier Culture

Haier culture is a concept rooted in value where the focus is on innovation. This