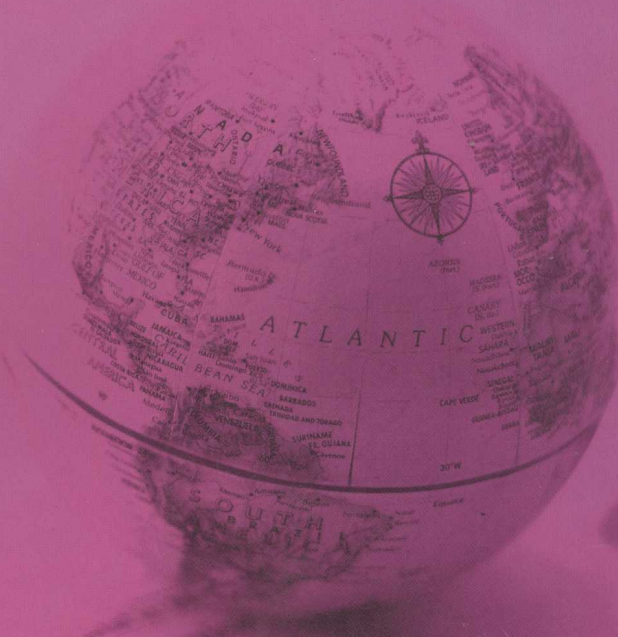


二十一世纪高职高专英语教材

灵通高职高专英语 Lingo College English

3



听说教程

Listening & Speaking Course

凤凰出版传媒集团

译林出版社

Lingo Media 国际集团 (加拿大)

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前言

《灵通高职高专英语》是由译林出版社与加拿大Lingo Media国际集团合作,严格按照教育部颁布的《高职高专教育英语课程教学基本要求》(以下简称《基本要求》)编写的一套专供全国高职高专院校使用的英语教材。该教材从高职高专教学实际出发,立足于培养学生的英语综合运用能力。本套教材具有以下主要特点:

1. 与加拿大Lingo Media国际集团紧密合作,注重引进、吸收北美应用型学院CBE (Competency-Based Education, 以能力为基础的教育)教育理念,将应用能力的培养与必要的语言基础训练有机结合起来,充分体现了“以应用为目的,以必须和够用为度”的原则。全部文本均由加拿大Lingo Media国际集团提供,语言地道,选材新颖生动。

2. 充分考虑和尊重目前高职高专教育体系的实际,针对学生英语基础差距大、英语课时有限的状况,力求简易和实用,在强化语言基础知识的同时,注重语言交际技能的培养;同时为不同基础的学生设置了两个起始点:英语基础较好的学生从第一册开始学习,入学水平较低者从预备级开始学习。学生学完第二册可达《基本要求》规定的B级水平;第三册学完,可达A级水平。

3. 在教材的选择上与时俱进。精心筛选了包括2008年奥运会在内的最具时代性的各类题材进入教程,同时也考虑到学生的兴趣所在及接受倾向,让学生在学习语言的同时,随时接受最新的资讯、信息,了解当前世界的热点、焦点话题,融知识性、实用性与趣味性于一体。

4. 针对中国学生普遍善于用英语表达西方而拙于表达中国的现实,本系列教材在确保学生接受原汁原味的西方文化的同时,独辟蹊径,注重用地道的英语表达当代中国现实,以培养学生在国际交往中准确表达自己身边事物的能力。

5. 《听说教程》打破目前英语教材编写中听说与读写主题配套的常规模式,突出功能意念,循序渐进地训练专科层次学生所需的听说技能。全教程以功能、意念、情景和话题为框架,以任务方式为路径(Task-Based Approach),针对学生的薄弱环节和实际需要,听说穿插进行,密切结合,有的放矢地开展交互式教学;有效解决了语言输入和输出的关联问题。

本套教材共分四册:预备级、一、二、三册。每册十个单元。

《听说教程3》每个单元围绕一个主题展开,各个单元划分板块如下:

(1) Warm-Up Listening

听力热身练习。此项内容紧扣“高等学校英语应用能力考试”历年来的听力试题,既忠实于原题的构思,又兼顾题材的新颖和学生的实际水平,深入浅出,采用大量源自生活、风趣生动的对话和短句,既让学生熟悉了考试题型,又有效地活跃了课堂气氛,充分调动了学生学习的积极性。

(2) Basic Skills

听力基本技能训练。此项内容紧密围绕本单元主题,归纳、列举出相应的实用短语和基本句型供学生学习掌握。本部分内容由加拿大方提供,所选语汇、句型均为英美

国家当前普遍流行的表达方式。

(3) Listening Comprehension

听力训练。此项内容共分三个部分，由会话和短文构成，所有材料均由加拿大方提供，内容充实新颖，语言风趣流畅，所用语汇兼具了实用性和时代性，同时还附有生动插图，以帮助学生记忆和理解。

(4) Compound Dictation

听写练习。此项练习内容深入浅出，题材包罗万象，形式以听写句子和短文填空为主，适当插入英美经典歌曲等多元化内容，寓教于乐，充分调动了学生学习语言的兴趣和积极性。

(5) Follow-Up Speaking

全书的一大亮点。该部分突破了传统听说训练的模式，在一篇篇紧扣主题、短小精悍的会话中，巧妙地融入多种关键句型，并附有大量可灵活应用的常用短语。此外，每段会话后均附有多种可供替换的信息，熔地域性、时代性于一炉，便于学生自行练习。

《灵通高职高专英语·听说教程3》中方主编由拥有丰富英语教学经验的黄硕、吴寒担任，加方主编由Suzanne H. Robare担任。

本书遵循全新的编写思路，力求整合丰富资讯信息，但在实际编写中难免会有疏漏不当之处，望广大使用者批评指正，我们将不断改进，以期能将高职高专英语教学推至一个新的高度。

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Unit 1

Cooperation or Investment Intentions

In this unit, you will:

- Ⓐ Review terms commonly used in business.**
- Ⓑ Learn and understand conversations about cooperation and investment.**
- Ⓒ Learn how to ask for and receive information regarding business opportunities.**

Unit 1

WARM-UP LISTENING

Section A

Directions: You will hear 5 sentences. Listen to each sentence, and then decide what the best response should be.

- 1 The analysis shows that we can acquire his company at a bargain price.
a. We might want to invest in that. c. It's time for an adventure.
b. You have done what? d. Don't say that!
- 2 We submitted an application to the chairman last night.
a. If it's approved, then we can proceed. c. Where is the analysis?
b. It's his trademark. d. We must maximize the profit.
- 3 We cannot agree on this issue, and should settle our dispute through arbitration (仲裁).
a. Good idea. Let's get this in the open air. c. What is the agenda?
b. Sorry, I don't know. d. No, I can do it myself.
- 4 We can produce a household appliance that cleans the air.
a. Will it reduce indoor pollution? c. There is no profit.
b. Don't be modest. d. It does not produce an income.
- 5 I have a lot of confidence in our new enterprise.
a. I don't have any ideas. c. I prefer to export raw materials.
b. It doesn't matter. d. I'm in agreement.

Section B

Directions: You will hear 5 short dialogues. After each dialogue, you will hear a question. Both the dialogues and the questions will be spoken two times. After listening to the dialogue and the question, choose the correct answer from the four choices.

- ① W: We have finished the preliminary report.
M: Really? What conclusion have you and your team reached?
Q: What's the possible relationship between these two speakers?
a. Teacher and student. **c. Boss and employee.**
b. Patient and doctor. d. Husband and wife.
- ② M: Here's the fax you've been waiting for, ma'am. I hope you are enjoying your stay.
W: Thank you.
Q: Where does this conversation most probably take place?
a. At a beauty salon. c. At a school.
b. At a post office. **d. At a hotel.**
- ③ W: Can you tell me about some good investment opportunities?
M: Are you interested in long-term or short-term investments?
Q: What does the woman want?
a. To discuss investment opportunities. c. To spend money.
b. To save money at the bank. d. To send a fax.
- ④ W: We'd like to discuss becoming the supplier for your office equipment.
M: I don't think you could match the good price we get from our dealer, but let's talk.
Q: What does the woman want?
a. To order supplies. c. To invest in the company.
b. To sell office equipment. d. To apply for a job.
- ⑤ W: Now that we have agreed to form a partnership, what should we do next?
M: I think we should consult a lawyer to write up a partnership agreement.
Q: What have they agreed upon?
a. To form a partnership. c. To see a lawyer.
b. To invest in a new business. d. To export resources.

BASIC SKILLS

Read and memorize the following expressions.

Making Inquiries	Responding to Inquiries
We'd like to discuss a possible opportunity ...	That sounds interesting. Can you tell me more?
Can you tell me about ...	We have a prospectus ready for investors.
What are the start-up costs?	First, let's determine ...
I would like some more information ...	In other words, you would like to ...

Cooperation or Investment Intentions

Cooperation	Investment
There are advantages of working together. This is beneficial to both parties. If you look at the information, you will find ... We need to iron out our differences and reach an agreement.	We are prepared to invest 50 per-cent of the start-up costs. We can supply the capital. We will supply the workforce.

Researching Information	Explaining Key Points
I wonder if you could help me ... One point is unclear to me, however ... I do have a question about ... Do you have any reports or prospectuses that I could look at?	Allow me to clarify ... Please note the following information ... In conclusion, you must agree that ... As you can see from the prospectus ...

LISTENING COMPREHENSION

Section A

I. Tape Script

MAN 1: Hello! May I help you?

WOMAN: Yes, I'm Mrs. Montague, and I have an appointment with the chairman at two.

MAN 1: Yes, Mrs. Montague, I'm Mr. Liu's secretary. May I take your coat? Mr. Liu is expecting you. Mr. Liu, Mrs. Montague is here to see you.

WOMAN: Mr. Liu, how nice to meet you. I'm Cecily Montague from White and Chapman.

MAN 2: Mrs. Montague, what a pleasure to meet you! I received your prospectus last week.

WOMAN: What did you think of it?

MAN 2: It was quite interesting. It did raise some good points. That's why I agreed to see you this week.

WOMAN: I'm glad to hear it. I must admit, I was surprised to hear from you so quickly.

MAN 2: We have a quick response time to good proposals!

WOMAN: I'll have to tell that to my colleagues. They'll be glad to hear it.

MAN 2: Let's have a seat in the boardroom and go over your proposal.

WOMAN: As you can see, White and Chapman can offer certain advantages to a partnership with Liu Incorporated.

MAN 2: Yes, I can see that. The first section is clear on that, particularly the tax structure.

WOMAN: It's the tax structure that offers the most benefits to both companies.

MAN 2: I do have a question about this last paragraph.

WOMAN: Allow me to clarify that for you.

Notes for Language and Culture

partnership 合伙或合作关系; 伙伴关系; 合作企业。例如:

- enter/go into partnership with sb. 同某人结成伙伴关系; 与某人合股
- a limited partnership 两合公司, 有限合伙公司
- an unlimited partnership 无限公司
- private partnership 私人合伙公司

II. Exercises

Directions: Listen to the conversation. Then mark the answer you think is best. The conversation will be spoken two times.

Words & Expressions

White and Chapman 怀特·查普曼公司

prospectus [prə'spektəs] *n.* (企业的) 招股章程

boardroom ['bɔ:dru:m] *n.* 董事会会议室

partnership ['pɑ:tnəʃɪp] *n.* 伙伴关系, 合作

clarify ['klærəfaɪ] *v.* 阐明, 澄清

1 What does the secretary offer to do for the woman?

a. To take her coat.

c. To find her a seat.

b. To read her prospectus.

d. To prepare her some documents.

2 What are the man and the woman talking about?

a. Marriage.

c. Money.

b. A partnership.

d. A joint venture.

Cooperation or Investment Intentions

- 3 What did the woman send the previous week?
- a. A prospectus.
 - b. A partnership agreement.
 - c. An expensive gift.
 - d. An invitation.
- 4 What will be the biggest benefit to both companies if they go into partnership?
- a. The building structure.
 - b. The tax structure.
 - c. A good reputation.
 - d. Company shares.
- 5 What would the man like the woman to explain?
- a. Her experience in business.
 - b. The last paragraph.
 - c. The definition of joint venture.
 - d. A chart.

Section B

I. Tape Script

WOMAN: I think it's time we combined our businesses and formed a partnership.

MAN: Really? What are the advantages of that?

WOMAN: If we combine our resources, we can reach a bigger market.

MAN: Perhaps, but we can't rush anything.

WOMAN: So, what do you suggest we do?

MAN: First, we would need to research the market carefully.

WOMAN: Is this market research something our team can do, or should we go to an outside source for help?

MAN: One of our partners specializes in this type of research. We can handle that on our end.

WOMAN: I'm glad to hear that! Market research and analysis are expensive.

MAN: Expensive, but necessary. If analysis showed a potential for profit, we would need to decide on the type of partnership.

WOMAN: Type of partnership?

MAN: For example, a limited partnership, general partnership, or a full corporation.

WOMAN: I thought they were the same!

MAN: No, they are very different, and each requires a special sort of government regulation and approval.

WOMAN: I didn't realize it was so complicated!

MAN: Yes, there's more to business than meets the eye.

Notes for Language and Culture

- ① **rush** 此处的意思是“匆忙地做，匆忙达成”。常见的用法还有：
 - The bill was rushed through. 议案匆匆通过了。
 - Don't rush me; I must think it over. 别催我，我得考虑一下。
 - rush the boats 抢着上船
- ② **We can handle that on our end.** 我们自己能处理这件事。end 在此处的意思是（经营活动的）部分、方面。例如：
 - Are there any problems at your end? 你那边有什么问题吗？
- ③ **there is more to sb./sth. than meets the eye** 某人（或物）比料想的更为复杂（或有趣）

II. Exercises

Directions: Listen to the conversation. Then decide if the sentences below are true or false. Mark the correct answer with a "✓". The conversation will be spoken two times.

- | | | |
|--|-------------|--------------|
| ① The woman wants to form a corporation with the man. | true | <u>false</u> |
| ② The man does not want to do research on the market. | true | <u>false</u> |
| ③ The man does not want to rush into a partnership. | <u>true</u> | false |
| ④ The woman suggested the partnership. | <u>true</u> | false |
| ⑤ The woman is an expert in partnerships and corporations. | true | <u>false</u> |

Section C

I. Tape Script

An investment banker from Beijing took a short holiday on Hainan Island. As he sat in the sun, he saw a fisherman pull into the dock with a small catch of fish. He commented on the small size of the catch. "Oh," said the fisherman, "I just caught enough for my family's dinner, and a few more to sell." Amazed, the banker asked why the man didn't stay out longer and catch more fish. "I have enough," the fisherman replied. "I want to go home now, play with my son, eat my wife's cooking, and sit and enjoy the sun."

The banker shook his head. "Wrong, wrong, wrong," he said. "Let's set up a partnership. I will loan you money to buy more boats, and add more crew. You can stay out and fish all day—even for two or three days at a time—come back, and sell the fish. You can pay me back with interest for the investment, and we can reinvest

Cooperation or Investment Intentions

the profit in other businesses. If you're willing to work really hard, in 25 years you will be a rich man, and can retire." "Really?" asked the fisherman. "And what would I do then?" "Why," replied the banker, "then you could play with your son, eat your wife's cooking, and sit and enjoy the sun."

II. Exercises

Directions: Listen to the short passage and answer the following questions. The passage will be spoken two times.

Words & Expressions

fisherman ['fɪʃəmən] *n.* 渔夫

dock [dɒk] *n.* 码头

catch [kætʃ] *n.* 总捕获量

crew [kru:] *n.* 船员

retire [rɪ'taɪə] *v.* 退休

- ① Why did the banker go to Hainan Island?
The man went to Hainan for a **short holiday**.
- ② How many fish did the fisherman catch?
The fisherman caught just enough for his family's dinner, with **a few left/more to sell**.
- ③ Why did the fisherman catch so few fish?
He wanted to go home, play with his son, eat his wife's cooking, **and sit and enjoy the sun**.
- ④ What did the banker offer the man?
The banker offered to **set up a partnership**.
- ⑤ What were the advantages of the partnership?
The fisherman could **be a rich man/make enough money in 25 years** and then retire to sit and enjoy the sun.

COMPOUND DICTATION

Section A

Directions: Write down the sentences that you hear. The sentences will be spoken three times.

- ① What are the advantages of investing in your business?
- ② What can you offer our company to help us maximize our profit potential?
- ③ Is there a report or anything else I can read to get more information?
- ④ Please clarify that final point for me. I am not sure of its meaning.
- ⑤ I'd like to discuss the possibility of setting up a partnership with you.

Section B

Directions: Listen to the passage and fill in the blanks with the missing words. The passage will be spoken two times.

Words & Expressions

attorney [ə'tɜːni] *n.* 律师

Before you go into business with anybody, you should **stop and think** very hard about what you wish to achieve. What are your strengths and weaknesses, and those of your partner? How much time and money will each of you put into this new business? All of these **issues** must be resolved before you begin. You should have an attorney draw up a signed **partnership agreement** which explains how you and your partner can buy each other out, or stop doing business together, **without** hurting the business. And finally, you should have a clear understanding of the rights and **responsibilities** of each of the partners involved. Talking to an attorney or someone with a lot of **business experience** can help to clarify a lot of issues before they become problems.