

职教英语教学丛书

商贸英语900句

(第二分册)

商业英语

上海市东辉职业技术学校组织编写

• 主编 沈建新



• 华东理工大学出版社

商贸英语 900 句

(第二分册)

商业英语

English 900 for Commerce

BOOK II

Commercial English

上海市东辉职业技术学校组织编写

主 编 沈建新

华东理工大学出版社

(沪)新登字 208 号

商贸英语 900 句

(第二分册)

商业英语

上海市东辉职业技术学校组织编写

主编 沈建新

华东理工大学出版社出版发行

(上海市梅陇路 130 号 邮编 200237 电话: 4104306)

新华书店上海发行所发行经销

上海展望印刷厂印刷

开本 787×1092 1/32 印张 8 字数 172 千字

1995 年 4 月第 1 版 1995 年 12 月第 2 次印刷

印数 5001—11000 册

ISBN 7-5628-0566-0/G · 81 定价 8.60 元

前 言

《商贸英语 900 句》(English 900 for Commerce)是供职业技术学校及中等专业技术学校使用的教材。全书共三分册,第一分册为“日常英语”,第二分册为“商业英语”,第三分册为“外贸英语”,每册有基本句型 300 句,共 20 课,按每课 6 学时计,120 课时授完一册。

本教材为适应职业技术学校培养学生成为外向型复合人才之需,以口语为主,配以必要的词汇、短语、基本句型操练及练习,使学生在二年内能进行日常会话、商业及贸易交谈,并为进一步发展语言运用能力和交际能力打下扎实的基础。为便于教学,本书还配有同步录像及教师用书。

本教材在编写过程中得到校长万善正先生的关心和本校英语老师贺晓红、庄从容、夏锦梅、吴玉清等的帮助,在此表示衷心的感谢。由于成书时间仓促,肯定有许多不足之处,恳请同行们批评指正。

编 者

1995 年 3 月

CONTENT

Lesson Twenty-one	What Can I Do For You	(1)
Lesson Twenty-two	Recommendation	(12)
Lesson Twenty-three	At the Watch Counter	(22)
Lesson Twenty-four	Helping a Customer in Shopping	(32)
Lesson Twenty-five	This Pair Looks Good on You ...	(42)
Lesson Twenty-six	At the Grocer's	(51)
Lesson Twenty-seven	At a Leather Goods Counter	(61)
Lesson Twenty-eight	At the Household Electric Appliance Department	(75)
Lesson Twenty-nine	How Beautiful They are	(87)
Lesson Thirty	AT the Art and Craft Store ...	(101)
Lesson Thirty-one	Dining at a Restaurant	(113)
Lesson Thirty-two	Good Tidings for Ladies	(125)
Lesson Thirty-three	Will People Buy It?	(136)
Lesson Thirty-four	Advertising a New Product ...	(149)
Lesson Thirty-five	After-Sales Service	(160)
Lesson Thirty-six	At the Fair	(172)
Lesson Thirty-seven	A Trade Negotiation	(183)
Lesson Thirty-eight	Making a Deal	(195)
Lesson Thirty-nine	Signing a Contract	(208)
Lesson Forty	Changing Money	(219)

Lesson Twenty-One

What Can I Do For You

Useful Sentences

- 301. Could I have a look at these pens?
- 302. Have you got anything cheaper?
- 303. This is not quite what I want.
- 304. I'm sorry to trouble you.
- 305. I'd like to buy a white shirt.
- 306. I'll be glad to show you some.
- 307. Here's one in your size.
- 308. That's a little more than I wanted to pay.
- 309. Don't you have any less expensive shirts?
- 310. I think I can find some for you.
- 311. Here are some for forty-five.
- 312. This one will be all right.
- 313. I'll take this.
- 314. Are you sure one will be enough?
- 315. That's all I need just now.

Dialogue I

What Can I Do For You?

(Jim is a shop assistant. He is in the shop now. John, a customer, comes in. He wants to buy a pen.)

Jim: Good morning. What can I do for you?

John: Good morning. Could I have a look at these pens?

Jim: Certainly. These are \$ 5 each and these are \$ 10.

John: Have you got anything a bit cheaper?

Jim: How about these?

John: (after looking them over) No, they' re not quite what I want, sorry to trouble you.

Jim: No trouble at all.

Dialogue II

In The Clothing Store

Cleek: Good afternoon, Sir. May I help you?

Customer: Yes. I' d like to buy a white shirt.

Cleek: Yes, Sir. I' ll be glad to show you some, what size, please?

Customer: Fifteen and a half, thirty-four.

Cleek: Here' s one in your size. This is a very fine shirt.

Customer: How much is it?

Cleek: These are five ninty-five each?

Customer: That's a little more than I wanted to pay. Don't you have any less expensive shirts.

Clerk: Yes. I think I can find some for you. Here are some for four fifty. And then we have some here for three ninety-five.

Customer: This one will be all right. I'll take this one.

Clerk: Are you sure one will be enough?

Customer: Yes. That's all I need just now.

Notes

1. "fifteen and half"指胸围尺寸, "thirty-four"指衣领尺寸, 在此为英寸。
2. "These are five ninety-five each."是指营业员日常用数字的读法, 即 five hundred and ninety-five each.

Word List

1. assistant [ə' sistənt] *n.* 助手, 营业员
shop assistant 店员, 营业员
2. customer [' kʌstəmə] *n.* 顾客
3. cheap [tʃi:p] *a.* 便宜的, 廉价的
4. trouble [' trʌbl] *vt. n.* 麻烦

Drill

1. What can I do for you?
Can I help you?
Is there anything I can do for you?
2. Could I have a look at these pens?
Can I have a look at these shirts?
May I have a look at these books?
3. Have you got anything cheaper?
better?
bigger?
in good quality?
in different color?
4. This is not quite what I want.
I need .
I look for .
5. I'm sorry to trouble you.
I bring you trouble .
I get you in difficulty.
6. I'd like to buy a white shirt.
I have a cup of coffee.
I have a look at the shirt.
I get a new copy of the book.

7. I'll be

glad
happy
pleased

 to

show
get
bring

 you some.

8. Here's one

in your size
in your color
you want
you need

.

9. That's

a little
much
far
a great deal

 more than I want to

buy
pay
obtain
get

10. Don't you have any

less expensive shirts
shirts in good quality
shirts in different sizes
shirts in light color

 ?

11. I think I can

find some
get some
try anything different
look for something different

 for you.

12. This one will

be all right
fit me
suit me
be perfectly all right

.

13. I'll

take
get
buy

 this.

14. Are you sure one will be

enough
OK
all right
satisfactory

 ?

15. That's

all I need
what I want
so much I need

 just now.

Practice

Dialogue I

(Jane is an assistant. She works in a shoe shop. Jim, a customer, enters the shop. He wants to buy a pair of tennis shoes.)

Jane: Can I help you?

Jim: Size 38, please.

Jane: Here you are. How do you like this pair?

Jim: They don't look as nice as that pair on the shelf. May I have a look at them?

Jane: Of course. (Take down the pair of shoes.) These are new styles.

Jim: Do they cost just a little more than the other pair?

Jane: Yes, they cost just a little more. But they are of better

quality.

Jim: How much are they?

Jane: Four yuan and thirty fen.

Jim: All right, I'll take this pair. Here is five yuan.

Jane: Here you are, and here's the change. Is there anything else?

Jim: No, thanks. Good-bye.

Jane: Good-bye.

Dialogue II

A: Let's go shopping

B: Good idea. What do you want to buy?

A: I don't know. I'll have to look first

B: Then, let's try Macy's department store. They have a lot of good things there.

A: OK, let's go.

Dialogue III

A: I need a new sweater (羊毛衫). Where's good place to go to buy a sweater?

B: Why don't you try the night market at Nangjing Road?

A: Yeah, I'll go there tonight. Want to go with me?

B: No, I have some other things to do.

Dialogue IV

A: I'd like to look at some sweaters.

B: Yes, We have a very good selection (挑选) here. Do you have any particular style in mind?

A: No. Would you show me the grey one on the top?

B: The fabric is really very fine.

A: May I try it on?

B: Of course. Here you are.

A: This one fits me beautifully. How much is it?

B: Six hundred N. T.

A: I'll take it. Would you wrap(包装)it for me please?

Dialogue V

A: This is a bit too small on me. Do you have a bigger size?

B: Try this one.

A: The sleeves(衣袖)are too long.

B: How about this one?

A: This one would fit me perfectly.

B: And it would look good on you, too.

A: How much is it?

B: Seven hundred N. T.

A: Can you give me a 10% discount(折扣)?

B: Sorry, our prices are set.

A: Well, Okay, I'll buy it.

More useful sentences:

1. Let's go shopping.
2. Where's a good place to go to buy a sweater?
3. Here's the counter for sweater.
4. May I try it on?
5. This is a bit too small.
6. Please show me a bigger size.

7. Can you give me a 10% discount?
8. Please wrap it up for me.
9. I'd like to look at some sweaters.
10. How much is it?
11. Can you come down a little?
12. Do you accept credit card(信用卡)?
13. What size do you wear?
14. Could you measure(量)me?
15. The sleeves are too long.
16. It is too expensive.
17. I can't afford it.
18. This dress looks good on you.
19. How do I look in this dress?
20. Sorry,our prices are set.

Exercises

I . Sentence Building:

Choose the correct expression...look at...to fill the blanks.

look in

look on

1. May I _____ the green sweater, please?
2. You _____ good _____ black.
3. The dress _____ pretty _____ her.
4. How does this sweater _____ me?
5. Let me _____ you.

6. Does black _____ good _____ him?
7. _____ the sweater on the counter.
8. It's too expensive but I _____ good _____ it.
9. That is too tight on you. You don't _____ very good
_____ it.
10. Can you help me? I want to _____ that dress.

II. Complete the Conversation:

Use the context (the sentences before and after to fill the conversation.)

1. May I help you?

(1) _____

The counter for sweater is over there.

(2) _____

2. What can I do for you?

(1) _____

Let me look ... Yes, here is a size ten. What color do you want?

(2) _____

How about this one?

(3) _____

Of course you can try it on. Come this way.

(4) _____

It looks very nice on you.

(5) _____

Two thousand N. T.

(6) _____

Well, how about 1 800?

(7) _____

Yes, we accept credit cards.

III. Completes the following sentences with the appropriate words from the list:

show, cost, quality, size,
expensive, try on, shopping, fit,

1. I went _____ last week.
2. The clothes I wanted were on _____.
3. The shop assistant asked me what _____ suit I wear.
4. I hope they both _____ me well.
5. I saw one that fit, but it was too _____.
6. Everything I liked _____ too much money.
7. Do you think these shoes are in better _____?
8. If you like the color of the dress, you may _____ it _____.

IV. Put the following into English:

1. 这几双鞋不是我想买的。
2. 你能否让我看看架子上的灰色衬衫。
3. 我们店有些更便宜的钢笔可买。
4. 请告诉我你鞋子的尺码。
5. 我给你添麻烦了,很抱歉。

Lesson Twenty-two

Recommendation

Useful Sentences

- 316. Is there anything you are interested in?
- 317. We'd like to take home some new Chinese-made products and specialities.
- 318. Would you please tell us what your store has?
- 319. We have a great variety of new products in our store.
- 320. I'm sure you must know China is famous for its silk.
- 321. I've never thought of that.
- 322. Could you show me some silk product?
- 323. Would you come this way?
- 324. They are so soft and so beautifully made.
- 325. I'd like to know which size you are in.
- 326. I think this one just fits you.
- 327. Both the size and style are perfect for your figure.
- 328. I have never seen you look so pretty with this blouse on.
- 329. Could you show us some more?