

胡上达 胡修能 周安石 编著

说英语话商务

商务英语 会话精选



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内 容 简 介

本书是为商务、经营、财经、贸易、金融等行业的从业人员掌握英语口语而编写的,是一本很好的英语商务、经济方面的自学教材,可随身携带,及时翻阅。

全书共 20 章,前 16 章内容包括世界贸易、国际经济、商务、商机、金融、银行业、保险业、餐饮业、宾馆业以及环保、通信等。此外,本书在最后 4 章为读者提供了许多生活常用的英语词语和会话,以便大家在与外宾、外商谈话中应急使用。

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前 言

本书是为商务以及与商务有关的各个方面,如财经、金融、银行、贸易、经营、市场、保险、证券、WTO(世界贸易组织)等行业的从业人员(包括公务员、企事业单位的人员、企业家、服务人员等)掌握英语口语而编写的,以便他们在接待外宾及与外国有关人员商谈各种商务问题时,直接与外国人交流。这本《说英语话商务》的口语书,便于有关人员学习、参考,并可随身携带、及时翻阅以解决急需。

本书不同于各高等院校所编各种商务英语口语教材,也不同于电视英语和因特网教学内容以及其他商务英语口语方面的书籍。本书与上述各种书相比,具有三方面的特色与亮点:一是精华内容比较全,其他书有的、必要的内容本书都有;其他书没有的精华本书也有。二是英语会话风格不同,本书是根据编著者在英、美所搜集的大量英语口语常用语句与句型,并在总结留英、留美华人掌握口语的经验基础上编写的,从而很容易被我们中国人接受,比其他教材更具有实用价值,能使各种商务领域里各层次的从业人员更迅速地掌握商务英语会话。三是在学习英语口语的同时,也能学习到一些商务及与商务有关的知识。

全书共分20章,前16章都是与商务有关的内容,包括国际贸易、世界贸易组织(WTO)、国际经济、商务、商机、金融、银行业、保险业、餐饮业、宾馆业、旅游业、市场、经营、环保、通信、交通等。在同外商从事各种商务活动的口语交谈中,不可能只说商务英语,不可避免地要涉及一些生活方面的对话与词语。为此,本书最后4章顺便给读者提供了英语口语中最常用的词组、语句、对话、习惯

用语和成语等,以便大家在与外国人交谈中,结合当时谈话需要灵活运用或临场应急等。这部分内容对初学口语者非常有用。初学者可以先选择一些简短的语句进行学习与背诵,最好从本书最后一章(即第二十章)“英语口语常用简易词语”开始学起,这将有利于逐步掌握全书商业英语口语的内容。

本书由胡上达、胡修能、周安石编著;李果滋、周京、周来、周嘉、朱嵘、余小明、段超、叶欣等审核。并经英籍、美籍华裔学者审改。在本书编写过程中,承姚竹贤、钱小静等同志帮助,特此表示深切的谢意。

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Chapter 1 Business Economy with International Track

第一章 商务经济与国际接轨

I Welcoming the Glorious 2008 and Entering the Whole World

Overall

迎接光辉的 2008 年，全面进入整个世界

Dialog 1.1

会话 1.1

1. A: Why are you so happy?

你为什么这么高兴?

B: I'm delighted with the arrival of the year 2008.

我高兴的是 2008 年来到了。

2. A: What? What did you say?

什么? 你说什么?

B: I said: "I'm delighted with the arrival of the year 2008."

我说: "我为 2008 年来到而高兴。"

3. A: What's special in 2008?

2008 年有什么特别的呀?

B: A great grand occasion will be holding in Beijing 2008.

2008 年有一个特别大的盛会在北京举行。

4. A: What's the great occasion you are talking about?

你说的是什么盛会?

B: The Beijing Olympic Games will be held in 2008.

北京奥运会在 2008 年举行。

5. A: Which session of the Olympics will be held in Beijing?

哪一届奥运会将在北京举行?

B: It's the 29th Session of Olympics.

第 29 届奥运会。

Dialog 1.2

会话 1.2

1. A: Could the Olympics in 2008 bring benefits to China?

2008 年的奥运会能给中国带来好处吗?

B: I think such a great event will bring China more opportunities and challenges, especially for (in) the business area.

我想这样一个盛会将给中国带来更多的机遇和挑战,特别是在商务领域。

2. A: How about its inevitable consequences (results)?

其必然的结果会怎么样?

B: The Chinese economy and open policy will be developing more rapidly.

中国的经济和开放政策将会发展得更加迅速。

3. A: Anything else?

还有别的吗?

B: China not only had entered the WTO earlier, but also will enter the whole world in all aspects from 2008.

从 2008 年开始,中国不仅早已加入世贸组织(世界贸易组织 WTO, World Trade Organization),而且会进入整个世界。

4. A: According to what you said (your idea), China had been the member of the WTO.

按你上面的说法,中国已经是世贸组织的成员国喽。

B: Yes, China is a member of the WTO.

是的,中国是世贸组织的成员国。

5. A: When and where did the People's Republic of China enter the WTO?

中华人民共和国是在何时何地加入世贸组织的?

B: It was on November 10th 2001, in Doha, Qatar.

是在 2001 年 11 月 10 日,卡塔尔的多哈。

6. A: How long (time) did China apply to join (for entering) the WTO?

中国申请加入世贸组织用了多长时间?

B: 15 years. It was a long experience. Pre-Premier Zhu Rongji said, "We negotiated from (since) the black hair to (until) the gray hair. It should be enough now."

15年,那是一个漫长的经历。前总理朱镕基说过:“从黑发谈到了白发,该谈成啦。”

7. A: Why did China enter the WTO so late and it was so difficult?

为什么中国加入世贸组织这样迟而又这样困难?

B: It's a very complicated question, and it's very difficult to answer. I can't answer it.

这是一个很复杂的问题,很难回答。我回答不了。

Dialog 1.3

会话 1.3

1. A: Anything new as we approach the year 2008?

随着我们进入2008年有什么新鲜事儿吗?

B: Firstly, Beijing will be holding the Olympic Games in 2008.

首先是要在北京举办2008年的奥运会。

2. A: I'd like to know about other things apart from the Olympics.

我是想知道除奥运会以外的其他事情。

B: I think many aspects must be getting on to the international track, and strengthening the international cooperation for a further step, especially for the business economy.

我想许多方面必须更好地与国际接轨,同时要更进一步加强国际合作,特别是商务经济方面。

3. A: How about the state-owned enterprises in the new international business situation?

在新的国际商务经济的环境下,国营企业怎么办?

B: Enterprises will be transformed. Management has to be reformed and technical innovations should be conducted.

企业要转型,管理要改革,还要进行技术创新。

4. A: Anything else?

还有别的吗?

B: More foreign companies will enter to everywhere of China. More technical advanced (newly-developed) domestic companies will be established (set up).

一些外国公司将要进入中国各个地方。一些新兴的国内公司将要建立起来。

5. **A:** What happen to (How about) the old enterprises and companies?

老的企业和公司怎么办?

B: Some of them will be transformed, and some will be merged and some will be shut down.

它们之中有一些将要进行改造, 有些将要合并, 有些将要关闭。

6. **A:** Then, many people will lose their jobs, won't they?

那么, 许多人将要失业不是吗?

B: Yes, some people will become unemployed, but some people will get new employment. Perhaps, people will have more opportunities by the time.

是的, 一些人将要失业, 但有些人会重新就业。也许, 到时候人们会有更多的就业机会。

7. **A:** Is it a huge challenge for finding a job?

是不是就业竞争很激烈啊?

B: Certainly, if you want to make yourself in an invincible position, you have to master a technique, and have a good knowledge of computer science and a foreign language, or present subjunctive good management skills.

一定的, 你必须精通一门技术, 掌握计算机和外语, 或善于经营管理, 才能使自己立于不败之地。

Dialog 1.4

会话 1.4

1. **A:** Is the survival and the growth (development) of enterprises (companies) under the control of the international market?

企业(公司)的生存和发展都要受控于国际市场吗?

B: Absolutely, nothing is isolated in the international economic society.

一定的(是的), 在国际经济社会中每一件事情都不是孤立的。

2. A: Does that mean anyone and all companies have to face competitions?

那么任何人和任何公司都要面对竞争吗?

B: Sure, everyone has to study and work hard to avoid being superseded. This is the objective law of competition.

那是一定的, 每一个人都必须努力学习和工作以免被淘汰。这是竞争的客观规律。

3. A: What principles does the WTO advocate to?

世贸组织倡导什么原则?

B: The WTO advocates trusting each other and the spirit of cooperation.

世贸组织倡导互相信任和合作精神。

4. A: How do they deal with disputes if they happen?

当产生分歧时他们怎么办?

B: The WTO may mediate between both sides for settling the disputes.

世贸组织可以在双方之间进行调解以解决分歧。

5. A: How will it be without the WTO's mediation?

如果没有世贸组织从中斡旋会怎么样?

B: The disputes will intensify between both sides, even leading to conflicts and wars.

在双方之间会激发矛盾, 甚至导致冲突和战争。

II Market Economy after Entering the WTO

加入世贸组织以后的市场经济

Dialog 1.5

会话 1.5

1. A: Could the WTO bring benefits to common people?

世贸组织能给普通老百姓带来好处吗?

B: All of us are consumers, and we need food, clothes, daily necessities, luxury goods and so on. But the prices of those things are influenced by interna-

tional market without exception.

我们都是消费者，我们需要食品、衣服、日用必需品、奢侈品等。但是这些东西的价格无不受到国际市场的影响。

2. A: How about the influences of the WTO?

世贸组织起到什么影响？

B: After entering the WTO, the imported commodities will be cheaper than before. Our living expenses will be reduced.

加入世贸组织以后，进口商品将比以前便宜，我们的生活费用将会降低。

3. A: What's going to happen after the foreign commodities getting 'into the domestic market?

当外国商品进入国内市场以后会发生什么？

B: The rate of unemployment will rise due to the competitions between the imported and the domestic products.

由于进口商品同国内产品的竞争，失业率将会上升。

4. A: What benefit is the WTO able to bring to the people of member countries?

世贸组织可以给成员国的人们带来什么好处？

B: International trade and market economy will stimulate the growth of the economy, which means that there will be more opportunities of employment. The WTO supervises the markets which are under its control, and the organization adheres to the principle of transparency and nondiscrimination.

国际贸易和市场经济将刺激经济增长，这意味着会有更多的就业机会。世贸组织对所控制的市场有监督作用，而且世贸组织坚持透明和不歧视的原则。

5. A: How does it affect policy?

这对政策的制定会怎么样呢？

B: The WTO will prevent each government from making harmful policies willfully, and thus helping to avoid corruption.

世贸组织可以防止各个政府任意制定不良政策，并避免贪污腐败。

6. A: Do you know the trade range of the WTO?

你知道世贸组织的贸易范围吗？