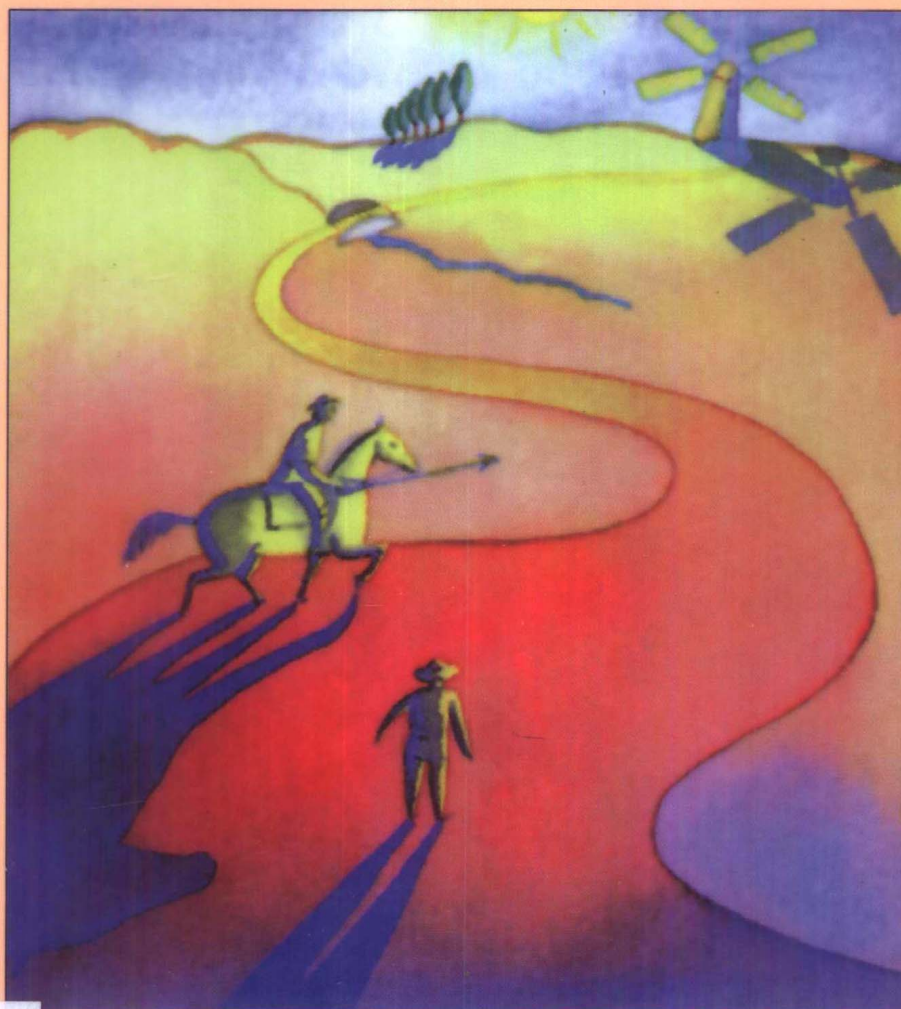


大学新英语听说教程

Quest

*Listening and Speaking
in the Academic World*



Laurie Blass



上海外语教育出版社

Shanghai Foreign Language Education Press



麦格劳-希尔教育出版集团

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Book

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出版前言

随着改革开放的不断深化和国际交往的日益扩大,我国对大学生英语能力的要求也越来越高,越来越具体。最近国家教育部对《非英语专业英语教学大纲》进行了修订,各高校英语教师也纷纷对大学英语教学方法进行积极的探索。在教育部关于“一纲多本”开展教材建设的精神指导下,各家出版社相继推出了数套教材,以求对我国大学英语教学提供有力支持。

在这一背景下,为了给大学英语教学提供更多可以选择的教学材料,我社推出了这套《大学新英语系列教程》。本书原名 Quest,由美国著名的麦格劳-希尔教育出版集团于 1999 年出版。全书课文以主题划分单元,基本涵盖了大学普通文化教育涉及到的所有学科,如生物、历史、心理、艺术、考古和经济等。由于本书语言水平与我国大学阶段英语教学的要求相符,因此它可以为我国的大学生提供一个既能接触到原汁原味的当代美国英语,又能熟悉各专业基础知识和语汇的方便途径,是一套不可多得的好教材。

本教程包括一套读写教程和一套听说教程,每套教程各分为三册,由浅入深地传授有关语言技能。全书材料取自报刊、教科书、广播、访谈和课堂讲座等,语言源于生活且实用。更加难能可贵的是该书的读写听说技能训练与各单元主题结合紧密、富于趣味,体现了行之有效的教学经验和方法。

希望这套教材的引进出版能够进一步丰富我国大学英语教材的园地,使我国的大学英语教学能更上一层楼。

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unit

CURRENCY CROSSRATES

	Dollar	Pound	SF	Peseta	DFL
Belgium	32.517	49.914	24.495	.24836	18.388
Canada	1.3695	2.1021	1.0316	.01046	.77440
ECU	.82645	1.2686	.62256	.00631	.46734
France	5.4030	8.2936	4.0701	.04127	3.0553
Germany	1.5755	2.4184	1.1868	.01203	.89082
Italy	1584.0	2431.4	1193.2	12.099	891.72
Japan	99.51	152.74	74.967	7600	56.240
Netherlands	1.7684	2.7145	1.3321	.47347	3.5311
Spain	136.67	200.487	98.492	973.54	736.59
Switzerland	0.1275	0.1979	0.0957	.00127	.00957
U.K.	0.6936	1.0000	0.4937	.00506	.03756
U.S.	1.0000	1.4603	0.7363	0.00736	0.05480

Global Business

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chapter **One**

Doing Business Internationally



In this chapter, you'll listen to information about global business and discuss the importance of recognizing cultural differences in doing business internationally.

Part One Introduction: The Ways of the World



Greeting



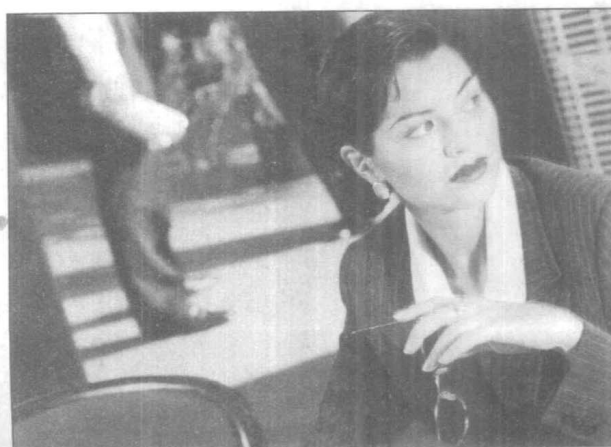
Tipping



Business
entertaining



Giving gifts



Showing up
for appointments

A. Predicting. **Pair** You are going to read some advice on business **etiquette** (manners) in New Zealand. The author wrote this advice for Americans who do business overseas.

Before you read, discuss with your partner whether you think New Zealanders are likely to be the same as or different from people in your culture in the situations included in the chart. Put a check (✓) next to your answers.

Same?	Different?	Situations
		Tipping (for example, a taxi driver or at a restaurant)
		Greeting business people whom you don't know well
		Being on time for a business appointment
		Places where people entertain business guests (e.g., at home, in a restaurant)
		Appropriate gifts for a business person to bring to someone's home
		Appropriate conversation topics

B. Reading. Read the following information about etiquette in New Zealand. As you read, try to answer this question:

- Why do business travelers need this kind of information?

Etiquette in New Zealand

General Advice

- Tipping is not common, and people often refuse to take tips.
- Be prepared to be formal until others have created a more relaxed atmosphere.

Greetings

- 5 • Shake hands when you meet or leave someone. Wait for women to give you their hand first.

Appointments/Punctuality

- Make appointments in advance and try to arrive a bit early.

Hospitality/Gift Giving

- 10 • Visitors usually invite customers to lunch at a hotel or restaurant. Otherwise, business meetings will be at the host's office.
- If you are invited to a New Zealander's home for a meal, you can take a modest gift of chocolates or wine, although it is not necessary.
- 15

Conversation

- New Zealanders like to talk about national and international politics, the weather, and sports. They appreciate visitors who understand their culture.
- 20 • Don't talk about racial issues.
- Do not include New Zealand as part of Australia or "AustralAsia and the South Pacific."

C. Discussion. **Group** Discuss the answers to these questions.

1. Why do you think that business people need advice on behavior in different countries?
2. Do you think advice like this is useful? Or do you think it can cause more problems? Explain your answer.
3. Have you ever had a misunderstanding because of behavior differences in two cultures? If so, describe what happened.
4. Have you ever worked in a foreign country or with people from a different culture? If so, did you have any problems? What were they?
5. Have you ever done any **personal business** in a foreign country (for example, at a bank or a post office, or buying things at a store or market)? If so, did you have any problems? What were they?

D. Response Writing. In this book, you are going to keep a journal. In your journal, you are going to do response writing activities. In response writing, you write quickly about what you are thinking or feeling. Grammar and form are not very important in response writing. Your ideas and thoughts are important. You will have a time limit of ten minutes for your response writing in this book. You can buy a special notebook for your journal, or you can write your ideas on separate pieces of paper and keep them in a binder or folder.

Choose *one* of these topics. Write about it for ten minutes. Don't worry about grammar and don't use a dictionary. Just put as many ideas as you can on paper.

- Compare how a person from your culture might act in certain business situations with someone from New Zealand. If there are no differences, discuss similarities. Discuss one or more of the areas from the reading: tipping, greetings, appointments/punctuality, hospitality/gift giving, and appropriate conversation topics.
- Have you ever had a misunderstanding because of behavior differences in two cultures? If so, describe it.
- Have you ever experienced working with people from a different culture? What kind of conversation topics did you discuss?

. . . : Part Two Everyday English: Doing Business Overseas

Before Listening

A. Thinking Ahead. **Group** You are going to listen to Victor, Tanya, and Jennifer talk about **negotiation** (discussing something in order to come to an agreement). Before you listen, discuss negotiation in your groups.

1. Often people negotiate things that have to do with money. What are some other things that people can negotiate?
2. Have you ever had to negotiate something? What was it?
3. How do you feel about negotiating? Is it easy for you? Difficult?
4. If you are good at negotiating, tell your group members some of the strategies that you use when you negotiate.
5. Have you ever had to negotiate something in a foreign country or in a foreign language? What difficulties can people have in these situations?

B. Vocabulary Preparation. In the conversation, the students use some words and expressions that may be new to you. First, read each sentence and guess the meaning of the underlined words. Then choose their meaning from the definitions in the box. Write the letter in the blanks.

Sentences

- _____ 1. Did you know that you can bargain when you buy a house in the United States?
- _____ 2. I found a cheap lamp for the living room at a flea market last Saturday.
- _____ 3. Jennifer's a good poker player—she won a lot of money in last night's game.
- _____ 4. When I go on vacation, I often bring home a lot of souvenirs and trinkets for my friends.
- _____ 5. Some people say that the key to success is not giving up.
- _____ 6. The asking price for our house was too high, so we negotiated a lower one.
- _____ 7. He has a funny ritual every time he negotiates a new contract: He puts a new penny in his pocket before he goes to the meeting.

Definitions

- a. the first price the seller gives
- b. negotiate
- c. inexpensive items
- d. the most important thing
- e. a market where people sell used items
- f. a symbolic activity that people do over and over again, usually on special occasions
- g. a card game that people play to win money

C. Guessing Meaning from Context: Idioms. The students use some idioms in their conversation. Before you listen, guess the meaning of some words from the conversation. The words are underlined in the sentences. Look for clues to their meaning in the words around them.

Write your guess in the blank after each sentence. Then check your guess with your teacher or the dictionary.

1. Brandon wanted to see a science fiction movie and I wanted to see a romantic comedy. We kept going back and forth until we finally decided to see both.

Guess: _____

2. It's late and I'm tired—I'm going to turn in. See you in the morning!

Guess: _____

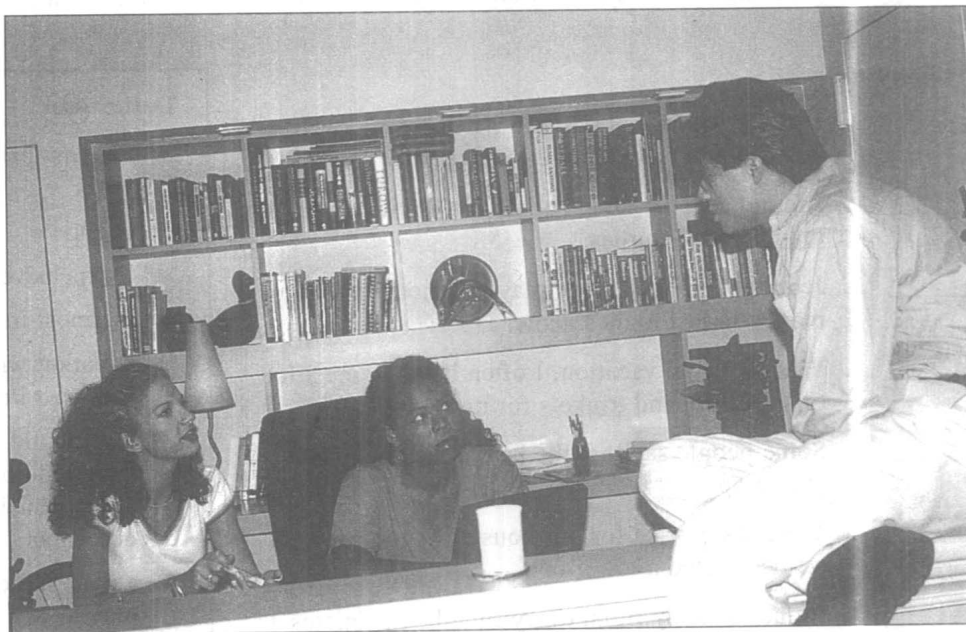
3. I don't like this old chair—I'm going to get rid of it at the flea market next Saturday.

Guess: _____

4. Every time Evan and I try to make a date, we go through the same thing: He's not free at lunchtime, and I'm not free in the evenings.

Guess: _____

Listening



A. Listening for the Main Idea. **Video/Audio** Listen to the conversation. As you listen, try to answer this question:

- What do you have to know in order to bargain in a foreign country?

B. Listening for Examples. **Video/Audio** Now listen again. This time you are going to hear only part of the conversation. Listen to Tanya and Victor's examples of the difficulties in doing personal business in a foreign country. As you listen, take notes in the chart.

	What Country Did S/he Visit?	Where Did the Problem Take Place?	What Was the Difficulty?
Tanya		bank	
Victor			

C. Listening for Details. **Video/Audio** Listen again to part of the conversation. Listen for information that answers these questions.

1. What *can* you bargain for in the United States?

2. What *can't* you bargain for in the United States?

D. Listening to an Anecdote. **Video/Audio** Tanya tells an **anecdote** (a short story) to show one way that people bargain in the United States. Listen to her anecdote and answer this question.

- Why did Tanya's dad probably get the car for the price that he wanted?

After Listening

A. Taking a Survey. **Group** Interview three people who have been to a foreign country. Ask about their experiences with doing business in their own country and in a foreign country. Write their answers in the chart.

Example: A: What have you bargained for in your country?

B: Once I bargained for a car.

<i>Your Name</i>	<i>Interview 1</i>	<i>Interview 2</i>	<i>Interview 3</i>
PART 1 Doing Business in Your Country			
1. What have you bargained for in your own country?			
2. Were you successful? If so, what was your strategy? If not, what problems did you have?			
PART 2 Doing Business in a Foreign Country			
3. What have you bargained for in a foreign country? In which country?			
4. Were you successful? If so, what was your strategy? If not, what problems did you have?			
5. Have you ever gone to a bank in a foreign country?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
6. Was it the same as going to a bank in your own country?	<input type="checkbox"/> Same <input type="checkbox"/> Different	<input type="checkbox"/> Same <input type="checkbox"/> Different	<input type="checkbox"/> Same <input type="checkbox"/> Different

(Continued)