

对外经济贸易英语精品系列教材

外经贸英语

(修订本)

隋思忠 主编

ENGLISH

*Foreign Trade and Economic
English*

中国对外经济贸易出版社

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隋思忠 主编

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修订本前言

《对外贸易英语》一书，作为全国外经贸系统干部职工学习用书，自1989年出版以来，受到广大外经贸工作者的欢迎。此书以没有学过英语或只有初级英语基础的读者为对象，力图把基础英语和外贸专业英语结合起来，体现少而精，精讲多练的原则，以适应读者需求。

十几年来，我国外经贸事业有了迅速发展，广大外经贸工作者的外语水平也有了很大提高。近几年国际商务通讯方式、方法在不断更新，计算机的应用也越来越广泛，电子商务、网上贸易更是方兴未艾。这一切促使我们对该书进行了修订，并更名为《外经贸英语》。我们的宗旨是：“面向现代化，面向世界，面向未来。”

此次修订有以下特点：

1. 基础英语起点拔高了。该书读者应具有一定英语基础。
2. 课文作了重大调整，充分体现了“适用”和“够用”。如充实了“合同”、“信用证”等课文，增补了“支付”、“提单”、“电子商务”、“WTO”等课文。
3. 语法部分重新作了精心设计，对商务英语中的介词搭配，后置定语以及外销员考试中的重点难点语法问题着墨较多。
4. 增加了“最低日常交际用语表”，以帮助读者提高日常交际以及商务谈判的口语能力。
5. 增加了外经贸常用词语及常用句型。
6. 删去了原书中的电报及电传内容，增加了电子商务、电子邮件、网上贸易等内容。
7. 语言本身就是一种技能，商务英语尤其如此。只有大量操练才能做

到“张口就说”、“提笔就写”。为了给读者创造尽量多的练习机会，我们编写了“习题册”与该书配套。

8. 本书附有自 1990 年第 1 次外销员资格证书考试以来，历年考试试题及答案。

此次修订由隋思忠任主编（原编著之一），参加修订工作的有陈祥国、王俊。在此，对原书的参编者冯祥春、蒋耀宗、程同春表示感谢。

本书可供广大外经贸工作者及有志于从事这方面工作的大、中专在校生使用，也是准备外销员岗位证书考试的必备教材。欢迎广大读者对本书提出宝贵意见。

编 者

2002 年 5 月

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Unit 1

Listen and Speak: Greetings and Responses

A: How do you do?

(你好!)

B: How do you do?

(你好!)

A: How are you?

(你好吗?)

B: Fine, thank you. And you?

(很好, 谢谢。你好吗?)

(Not very well. I have a slight cold.)

(不太好。我有点感冒。)

A: Good morning!

(早晨好!)

B: Good morning!

(早晨好!)

A: How are you doing?

(近况如何?)

(How is everything with you?)

(一切都好吗?)

B: Not bad, thank you.

(还行, 谢谢)

(About the same as usual.)

(和以前差不多。)

(Just so-so.)

(马马虎虎。)

Text

China's Reform and Opening-up Policy

As a developing country, China is still backward economically although it has made great achievements in the past few decades. In order to speed up the development of its economy, it decided to open its door to the outside world and invigorate the national economy through reform. Since then, great reform movement has been well under way in all fields and China has embarked on a gradual switch from the planned economy to what we now call the socialist market economy.

As a result, China's economic intercourse with other countries has been increasing with each passing day. Businessmen from various parts of the world are coming to China one after another to seek cooperation with Chinese partners. Some of them wish to negotiate joint venture projects. Some intend to invest in industrial units. Others inquire about the possibility of transfer of technology. As a matter of fact, there are already a number of enterprises jointly run by Chinese and foreign partners.

As an important channel to earn foreign exchanges, China's tourism is in development. In China, there are many scenic spots and places of historic interest, which attract tourists from different parts of the world. When you go on a tour to some big cities of China, you will see quite a few guest hotels which are designed specially for foreign tourists. Beijing's successful bid for the 2008 Olympics Games will undoubtedly make China the most attractive place in the world.

Everywhere in China, markets are thriving. Service trade has sprung up like bamboo shoots after a spring rain. The reform and open-door policy is giving rise to the prosperity of China's economy.

Useful Phrases and Expressions

opening-up policy	对外开放政策
make great achievements	取得很大成就
in the past few decades	在过去的几十年中
in order to (do)	为了
speed up	加速
(be) under way	在进行中
in all fields	在所有领域
planned economy	计划经济
market economy	市场经济
as a result	作为……结果
with each passing day	一天天地
from various parts of the world	从世界各地
one after another	一个接一个
joint venture	合资经营
transfer of technology	技术转让
as a matter of fact	事实上
foreign exchange	外汇
(be) in development	在发展中
scenic spots and places of historic interest	名胜古迹
go on a tour (to)	旅游; 参观
quite a few	相当多
service trade	服务业
spring up like bamboo shoots after a spring rain	雨后春笋般涌现
give rise to	引起; 使发生

Notes

1. As a developing country, China is still backward economically although it has made great achievements in the past few decades.
作为一个发展中的国家, 中国经济在过去的几十年中虽然取得了很大成就, 但仍然还是比较落后。

注意，在句中出现 in the past (或 last) few decades (或 days/ years……) 等时间状语时，谓语动词一般要用现在完成时。如：

Where have you been in the past days?

这几天你上哪儿去了？

I haven't heard from him in the last few years.

这几年我一直没有他的音信。

In the past few months we have been making our efforts in pushing the sale of your products.

过去几个月中，我们一直都在努力推销你方产品。

2. In order to speed up the development of its economy, it decided to open its door to the outside world and invigorate the national economy through reform.

为了加快经济建设，中国决定打开国门，实行改革，搞活国民经济。

3. Since then, great reform has embarked on a gradual switch from the planned economy to what we now call the socialist market economy.

从此，一场伟大的改革在各行各业兴起。中国也逐渐由过去的计划经济向社会主义市场经济转轨。

4. As a result, China's economic intercourse with other countries has been increasing with each passing day.

结果，中国与其他国家的经济往来与日俱增。

as a result (作为……的结果) 是连词词组，只能与句子搭配。如：

We have improved our packing and as a result, our products have enjoyed wide popularity in the market.

我们改进了包装，因此我们的产品在市场上普遍受到欢迎。

as a result of ... (作为……结果) 是介词词组，只能与名词搭配。如：

As a result of limited supply, we can't accept any fresh orders.

由于供应有限，我们不能接受新订单。

with the result that…… (结果是；因此) 也是连词词组，that 后面也只能接句子。不过，这种词组往往只出现在句中，而 as a result 常出现在句首。如：

We have contacted them again with the result that they accept your counter-offer.

我们再次与他们联系，结果他们接受了你方的还盘。

5. Other inquire about the possibility of transfer of technology.

有些询问技术转让的可能性。

inquire 表示“询问”，常与 about 搭配。在商务英语里 enquire 表示“询购”或“询盘”常与 for 搭配。如：

The company you inquire about is a newly-established one.

你们打听的那家公司是新成立的。

They enquire for Men's shirts.

他们询购男式衬衫。

We have conveyed their enquiry for Men's shirts to our Shanghai Branch.

我们将他们的男式衬衫询盘转给了上海分公司。

6. As a matter of fact, there are already a number of enterprises jointly run by Chinese and foreign partners.

事实上已经有了许多中外合作经营的企业。

类似的表达方法还有 in fact (事实上), in reality (事实上), actually (实际上), practically (实际上) 等。

7. Beijing's successful bid for the 2008 Olympics Games will undoubtedly make China the most attractive place in the world.

北京的申奥成功无疑会使中国成为世界上最具吸引力的地方。

Grammar

时态小结 (The Summary of Tenses)

时态是英语动词的一种重要形式，用来表示动作或状态发生的时间。英语有十六种时态，最常用的有九种。现列表如下：

1. 要记住这几种时态的基本用法及构成：