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葛志宏 吴燕燕/编著

中国书籍出版社

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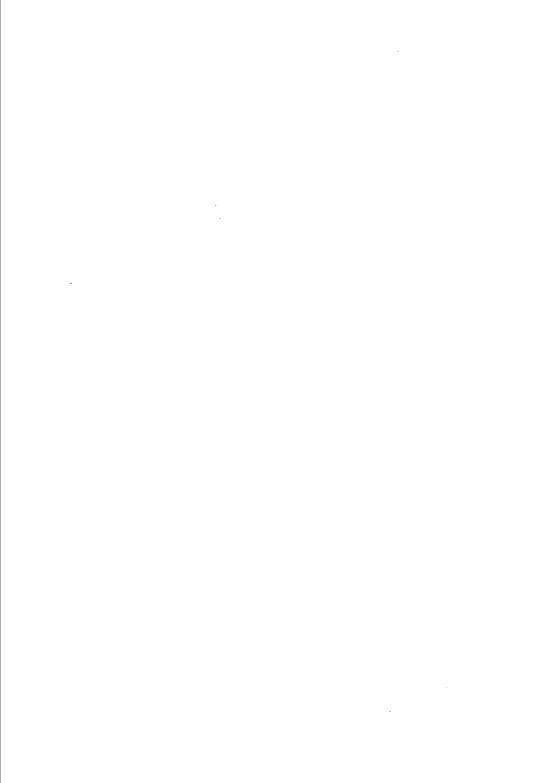
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# Part I Commercial English

# 商业英语





### (At the Cosmetics Department

在化妆品部)

#### Key Sentences (重点句子)

- Welcome to our shop.
   欢迎到我们商店。
- Can I help you?
   您想买什么东西?
- We've lots of brands here.
   我们这里有许多品牌。
- 5. I've no idea. 我不知道。
- 6. I'd like to buy one suitable to my skin. 我想买一种适合我皮肤的乳膏。
- Can you give me some suggestion?
   您能不能给我提些建议?
- 8. Chif is a perfect brand in our country. 清妃是我国的一个优秀品牌。
- 9. It contains natural moisture factor and balances the moisture of the skin.

它含有自然保湿因子,能够平衡皮肤的水分。

• 3 •

- 10. That's just what I want. 那正是我想要的。
- 11. How much does it cost? 这个值多少钱?
- 12. What next? 还要买什么?
- 13. Is there any special brand you prefer? 有没有您特别喜欢的品牌?
- I'm not very particular.
   我并不是特别讲究。
- 15. I could recommend something for you. 我可以向您推荐货物。
- 16. It's neither too strong nor too ordinary. 它不是特别刺激也不是太平常。
- 18. What do you have in the way of toilet soap? 您这儿有什么样的香皂?
- 19. Do you want an imported brand or a home-made one? 您想买进口的还是国产的?
- 20. I prefer an imported brand. 我想买进口的。
- 21. All of them are well-known in our country. 所有这些在我国都很有名气。

#### Dialogue A

- (S: salesman; C: customer)
- S: Welcome to our shop, Madam. Can I help you?

- C: Yes, please. I want some cream.
- S: We've lots of brands here. Which kind do you like better?
- C: I've no idea. Can you make some suggestion for me?
- S. Chif is a perfect brand in our country. Lots of women like it.
- C: My skin often feels dry in winter, so I'd like to buy one suitable to my skin.
- S: You may choose the moisturizing cream of this brand. It contains natrual moisture factor and balances the moisture of the skin.
- C: Yes, that's just what I want. How much does it cost?
- S: Forty-five yuan. What next?
- C: I want a small bottle of perfume.
- S: We have many brands. Is there any special brand you prefer?
- C: Oh, I'm not very particular, provided it's really good and doesn't affect the skin.
- S: I think I could recommend something for you. How about this one? It's neither too strong nor too ordinary.
- C: All right. Please give me a bottle of this brand.

#### Dialogue B

- S: Good afternoon. Anything I can do for you?
- C: Yes, what do you have in the way of toilet soap?
- S: Do you want an imported brand or a home-made one?
- C: I prefer an imported one.
- S: Well, we have Lux, Camey and Zest. All of them are well-known in our country.

- C: Then, please give me two pieces of Lux.
- S: Here you are.

#### Notes 注释

- 1. Can I help you? 根据字面,这句话的意思是"我能帮助你吗?"但作为商业用语,是在询问顾客要买什么东西的意思。
- 2. Which kind do you like better? 这句中的 better 并不作为形容词 good 的比较级形式,在此为副词,表示"更加",口语中常有这种用法,如: Which do you like better, coffee or tea?
- 3. How much does it cost? 这是个特殊疑问句,用来询问货物的价格。
- 4. I'm not very particular, provided it's really good and doesn't affect the skin.
  - (1) particular 意为"讲究的",在此指化妆方面,通常还可以指饮食方面的讲究。
  - (2) provided 为连词, 意思是"只要……"如: I'll come provided (that) I am well enough. 只要我身体好, 一定来。
- 5. Anything I can do for you? 这是个省略句,完整的应为: Is there anything I can do for you?
- 6. What do you have in the way of toilet soap?
  "way"指经营的范围,此句意为: 你们(经营)有哪些香皂?

7. Here you are 是倒装句。这是一种习惯用法,是将东西递交给对方时常用的句型。

如: Here's your change. 找给你的钱。

#### Words and Expressions

cosmetic/kɔz'metik/
suitable/'sju:təbl/
moisturize/¡moistʃəraiz/
factor/'fæktə/
balance/'bæləns/
perfume/'pə:fju:m/
particular/pə'tikjulə/
imported/im'pɔ:tid/
well-known/'wel 'nəun/
home-made/ 'həum 'meid/

- n. 化妆品
- a. 合适的
- vi. 增加水分
- n. 因素, 要素
- vt. 平衡
- n. 香料, 香水
- a. 特别的, 讲究的
- a. 进口的
- a. 有名的
- a. 国产的



### (At the Toy Department 在玩具部)

#### Key Sentences (重点句子)

- 22. What can I do for you? 您想买什么东西?
- 23. I'm leaving China soon. 我很快就要离开中国。
- 24. I think your son will enjoy playing with it. 我想您的儿子将会很喜欢玩这个(玩具)。
- 25. Show me how it works, please. 请教我怎样操作。
- 27. Turn on the switch. 打开开关。
- 28. What an interesting toy it is! 多么好玩的玩具啊!
- 29. I'll take one. 我要买一只。
- 30. I'm sure my son will be delighted. 我相信我儿子会很高兴。
- 31. Here's the money. 给您钱。

- 32. Hope you a pleasant journey. 祝旅途愉快。
- 33. So many toys on sale here. 这里卖的玩具很多。
- 34. We have a big variety of toys, such as... 我们有各种各样的玩具,如……
- 35. Will you please find one for her? 请帮我为她选一个好吗?
- 36. Shall I show you a sample of each? 是否要我每样拿一个给您看看?
- 37. They look so lovely that I can't decide which to buy. 它们看上去这么可爱,我真不知道买哪一个了。
- 38. This plush pug-dog is a new product. 这只长毛绒狮子狗是新产品。
- 39. I'll take your advice. 我接受您的建议。

#### Dialogue A

- S: Good morning, sir. What can I do for you?
- C: Yes, please. I am leaving China soon. I want to buy a Chinese toy for my son as his birthday present, but I don't know which one is the best for him.
- S: How old is your son?
- C: Four years old.
- S: This is a "Panda Trucker". It is an electric toy. I think your son will enjoy playing with it.
- C: Show me how it works, please.
- S: It's very simple. Put two batteries into this box, then turn