

charisma (魅力/魔力) ——这个单词你认识吗?

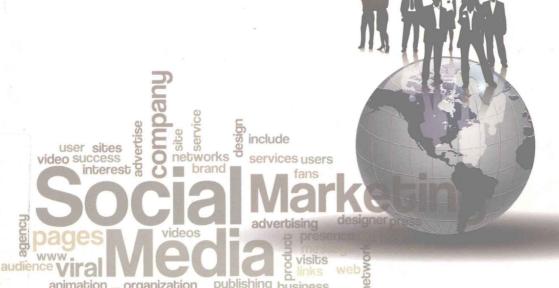
# 这样和老外说

# 最有气场

英语应该这样说 ——只要气场近了,事儿就成了。

崔喜哲 等编著

气质和英语再好,是你一个人的事;有气场,才有凝聚力和辐射力。 73条"吸引力法则",打造你的超强英文沟通气场,让你的生活更稳、职场更顺。



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# 这样和老外说,最有气场

崔喜哲 等编著



#### 内容提要

气场很玄妙,它是无形的,却随时可以让人感受到它的存在。它不需要说话,也 不需要特地说明,就能为你打开与人交往的第一扇大门。

在讲中文时,你可以散发出足够强大的气场。可是在老外面前说英文的时候,你会不会总害怕说错话而显得气场萎靡呢?其实,不够自信会加重语言表达的障碍。而充满自信时,你会更愿意开口表达,越说越棒。本书就是从态度、表达、知识三个方面来教你营造在老外面前讲英文时的气场,帮助你修炼成敢说、想说、能说的气场魅力达人。

气质再好,是你一个人的事:有气场,才有凝聚力和辐射力。

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# 序 言 Preface

每一个生命都有其气场,它是我们身上无形的精神符号,它不需要说话,也不需要特地说明,却掌管着你与人交往的第一扇大门。你可以利用气场来震慑别人,也同样可以用气场让别人喜欢和崇拜你。

听起来,"气场"似乎是个很玄的东西,但实际上我们每个人都在不自觉地利用气场判断人。比如,现在有两个年龄相同、穿着完全相同的白 T 恤和牛仔裤的年轻人站在你面前,其中一个是学生,另一个是白领。十之八九的人一眼就能分辨出来,如果再让他们开口说话,相信没有人会判断失误。你或许说不上具体的理由,但就是有那么一种感觉实实在在地存在着。他们所给你的不同的感觉,就是他们自己的气场。

那么气场和英语又有什么关系呢? 试想,你讲汉语、讲英语的时候,气场一样吗? 在老外面前,你是不是总害怕自己说错话呢? 事实上,当你的气场萎靡,不够自信时,会加重语言表达上的障碍,更加害怕表达自我。而如果你的气场是自信而充满阳光时,你会真诚地表达自己,口语越说越棒。也就是说,我们讲话是需要气场的,需要有足够的气场激发表达的意愿。所以,我们要尽量给自己营造更强的气场,争取早日修炼到英语的最高境界"Debate"。

在这本书中,我们从态度、表达、知识三个方面来提高你讲英文时的气场。

首先是态度,自信对气场的改造简直是惊人的。只有多说让你自信的语言,少一些贬抑自己的话,才能从潜意识里为自己增加能量,提升气场。

其次是表达,最地道的表达方式会让你更有底气,再也不必担心对方是否听得懂。当 你的英语口语不再是文绉绉的书面语时,相信你更愿意开口表达,也会更自信。

然后是知识,它不仅包括工作生活中各种场景下所需要的表达方式,还包括欧美国家人士的思维及生活习惯。并不是会说英文,就能把英文说好的,毕竟各国文化迥异万分。

总之,通过书中一个个话题的阐述,通过在以上三方面的强化,我们力争在让你英语 口语方面敢说、想说、能说,并且一开口就能说出气场,说出魅力。

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# **Chapter 1**

## 自信地展示你自己, 体现存在感

想要在老外面前有气场?就从让他们注意你的存在开始吧。 当然,在此之前,你自己必须有强烈的存在感。对中国人来说, 这并不容易,在我们的文化中,就连皇帝也要称呼自己"寡人"、 "孤",我们创造出了包括"鄙人"、"贱妾"在内的一个个谦称, 但是西方人是怎么做的呢?

在英语当中,你 (you)、我们 (we)、他们(they)、他 (he)、她 (she),这些代词都是不需要大写的,但是只有一个字要大写——1,"我"就要大写。你有没有想过为什么呢? 打造你的气场,从自信地做一个大写的我开始吧。

### Lesson 1

### 自我介绍要自信,你是主角

不管是在面试等较为正式的场合,还是在酒吧等较为随意的场所,当你需要用英文介绍自己时,请丢下伴随了你多年的"谦虚"吧。自我介绍是一个展示自己的最佳机会,虽然不需要细致地谈自己的生活情况或者工作经验,也不应该吹嘘自己或过于自负,但一定要让对方知道你相信自己,知道自己的优点。当然,要想在短短的自我介绍中表现出强烈的气场,必然要伴随着坚定的语气和自信的表情。

### 即何提升在老外面前的气场

自我介绍有时候就是简单的一段话,甚至一句话。如果只有简单的一句话,那么你的眼神和语气就格外重要。目光坚定,双眼直视对方,干脆利落地说出你的名字,可以瞬间增强你的分量。

如果是一段话的自我介绍,第一句话很关键,不用说得很复杂,可以是一个简单句,但一定要铿锵有力,展示出自信和实力。"sorry, my English is poor." 这类话是万万要不得的。

下面我们来看一段老外的自我介绍:

Hello, everyone. My name is Greg Wolfe and I'm joining the dot Commonweal blog with this post. I thought the best way to start would be to let you know a little about myself — and what interests me.

I've been an occasional — very occasional — contributor to Commonweal in recent years. A few book reviews and an article which the editors, in their infinite wisdom, entitled "I Was a Teenage Conservative." (My proposed title was the more dignified but perhaps less racy "Portrait of the Editor as a Young Man.")

Trying to find time to write is a bit of a challenge as I wear a few hats.

One of my jobs is to edit IMAGE journal, a literary quarterly celebrating its 20th anniversary this year. IMAGE also runs a variety of other programs including the Glen Workshop and its own group blog, Good Letters.

I also direct a low-residency MFA in Creative Writing program at Seattle Pacific University where IMAGE is based.

My interests lie primarily in the area of literature and the arts, as well as aesthetics and cultural criticism. I'm not as good on tax policy or the geo-politics of the Middle East, but I quess as a blogger I'm already an expert on absolutely everything.

注意到了吗?那些在中国人看来不无"嚣张狂傲"的语句,却散发着强烈的气场。我们所

受的教育,恐怕很难自己说出"already an expert on absolutely everything."这样的句子。但是,当你和一名老外交谈的时候,为了不输气场,你一定不可过度谦虚,要把握"不卑不亢,彰显实力"的原则。



#### 帮你增强气场的表达



#### 1. 很荣幸作自我介绍

It's my great honor to introduce myself to you here.

I'm very happy to introduce myself to you here.

I feel very honored to introduce myself to you here.

It is a privilege to be speaking to you today.

I am very proud to be addressing you this evening.

Now I will introduce myself briefly.

#### 2. 用一句话介绍自己

Excuse me, my name is Sydney Carson.

I'd like to introduce myself, my last name is Shen.

First, let me introduce myself, David Emory, director of the English department.

Just call me Bob.

I don't think we met before, I'm Nancy.

I'm in the personnel department of MD company.

#### 3. 描述自己的性格和能力

Mature, dynamic and honest. 思想成熟、精明能干、为人诚实。

Be highly organized and efficient. 工作很有条理, 办事效率高。

Willing to learn and progress. 肯学习进取。

Good presentation skills. 有良好的表达能力。

Excellent ability of systematical management. 有极强的系统管理能力。

Bright, aggressive applicants. 反应快、有进取心。

Ambitious attitude essential. 有雄心壮志。

Willing to assume responsibilities. 须勇于挑重担。

Strong determination to succeed. 有获得成功的坚定决心。

Ability to work well with others. 能够同他人一道很好地工作。

Mature, self-motivated and strong interpersonal skills.

思想成熟、上进心强, 并具有极丰富的人际关系技巧。

Initiative, independent and good communication skill.

积极主动、独立工作能力强,并有良好的交际技能。

Willing to work under pressure with leadership quality.

愿意在压力下工作,并具领导素质。

Ability to work independently, mature and resourceful.

能够独立工作、思想成熟、应变能力强。

A stable personality and high sense of responsibility are desirable.

个性稳重、具高度责任感。

Work well with a multi-cultural and diverse work force.

能够在不同文化和工作人员的背景下出色地工作。

Highly-motivated and reliable person with excellent health and pleasant personality. 上进心强又可靠,并且身体健康、性格开朗。

The ability to initiate and operate independently. 有创业能力,并能独立地从业。

Positive active mind essential. 有积极、灵活的头脑。

Ability to deal with personnel at all levels effectively. 善于同各种人员打交道。

Have positive work attitude and be willing and able to work diligently without supervision.

有积极的工作态度,愿意和能够在没有监督的情况下勤奋地工作。



#### 超人气实战情景对话



#### 1. 简短的一段话介绍

Hi, everybody. I just want to make a brief introduction. I don't know how many of you know me. I'll be taking over the marketing division when John Jacobs retires. I've just come over from American Vendors, Inc., where I was the Director of Sales from 1985 until this year.

#### 2. 面试时的自我介绍

Good morning/afternoon/evening, my name is Jack Brown. It is really a great honor to have this opportunity to introduce myself. I would like to answer whatever you may raise, and I hope I can make a good performance today.

I am 22 years old, born in Beijing, northeast of china, and I am currently a senior student at Capital Institute of Physical Education.

My major is sports training of basketball.

In the past 3 years, I spend most of my time on study. I have passed CET6 and I have acquired basic knowledge of sports training both in theory and in practice.

Besides, I have attended several sports meetings held in Beijing. I am also the volunteers of China Tennis Open, Chinese Badminton Masters. Through these I have a deeply understanding of my major—sports training.

I have lots of interest, such as singing, dancing, drawing and so on.

Thank you!

Chap

. 4

#### 3. 在对话中介绍自己

Nancy: Hello, let me introduce myself. My name is Nancy.

Simon: Nice to meet you, I'm Simon. I don't think I've seen you around before.

Nancy: No, I just start working here in IBM. I'm in the sales department.

Simon: What do you do there?

Nancy: I'm in market research, and you?

Simon: I've been in IBM for years. I'm Mr. Hill's personal assistant. He is the after-sale

service director. He's such a nice boss, I like working for him.

Nancy: Really, I don't believe I've met him. Is he here now?

Simon: Yes, that's him over there, the tall and handsome one. Would you like me to

introduce you?

Nancy: Thanks, That would be lovely. You're right; he is kind of nice looking.

### Lesson 2

### 牢记帮你提升自信的语句

你应该相信,一个人的信念、能量是可以改变气场的。如果你对着镜子笑着说"我很漂亮", 你就会真的觉得自己今天特别漂亮; 反之,你一天的情绪都会很差。自信对气场的改造简直是 惊人的。只有自己感觉良好,才能由内而外地散发出魅力气场,让众多人都认同你。

所以, 你可以不漂亮, 可以不英俊, 但你一定要非常自信, 自信的人才最有魅力。现在, 就来学习一些可以提升自信的句子吧。

### 如何提升在老外面前的气场

自信不仅对增强你的气场至关重要,它对提高你的英语水平同样功不可没。首先你必须在 开口的时候 try to relax。如果你不紧张,就会把注意力放在发音上,而且能充满自信,即便你 并不确定自己说的英文是否足够地道。

然后, try to respond to what people say to you. 当他人和你用英语交流时,你要特别集中注意力,尽力去理解对方。如果有的词你不理解,不要紧,因为往往可以从对方的肢体语言上看出个大概来。和他人交流时要自然大方,一定别紧张。

另外,不要用自己的母语去翻译对方所说的话。这样不仅会花去很多时间,也会使你变得犹犹豫豫。假如不小心忘词,别担心,你可以学学美国人,试着用"um","You know","er" 这样的词去填充。虽然你很想让自己看起来气场强大,但语速不要太快。宁慢勿快,让对方听清你讲的话。有理不在声高,我们没必要用语速来证明自己。

最后,记住下面这些可以帮你增强自信的关键词吧,它们是: absolutely, certain, certainty



#### 帮你增强气场的表达



#### 1. 气场超强的六句话

- (1) Nothing to it. 容易极了!
- 一般用于回答"你干得了吗?"、"你行吗?"等问题。比如: Nothing to it, of course.
- (2) You bet your life! 我可以打包票!

这句话从字面上看意思是"你要以你的生命做赌注",既然都能让对方拿出这么大的赌注了,是不是就意味着自己志在必得、成竹在胸呢? 所以,这句话实际的意思是"我可以打包票"。

(3) I just kick ass. 我就是了不起。

西方人并不像中国人这样崇尚谦虚、中庸之道,他们提倡个人主义,以个人为生活中心。 所以,夸赞自己的语句在英语中是很平常的。如: Yep. I just kick ass.是的! 我就是了不起!

(4) I can be a notch above all the others. 我比其他任何人都略胜一筹。

据说,古时人们比赛时把一根木棍插在地上,从下往上将得分刻在木棍上。这样得分高的人的 notch (痕迹)就高于得分低的人。后来人们便借此比喻 be better 或 be higher 了。

(5) I make no bones about it. 对此,我毫不犹豫。

这句话表示对某一件事情深信不疑,表达自己坚定的立场。如:I make no bones about it. She's not a good speaker.对此我毫不犹豫。她并不擅长讲话。

(6) I have taste on fashion. 我的眼光很独到。

同样的表达还有:

I have an good eye for fashion.我对时尚有很好的眼光。

I have good taste in clothes.我对服装有很好的审美眼光。

I have a flair for good poetry.我有鉴别好诗的眼光。

#### 2. 帮你增强气场的好用句型

- (1) I can assure you ... + that 引导的从句
- 如: I can assure you of my ability to make this all work out. 我向你们保证,我能办妥这件事情。
- (2) I'm fully confident ... + that 引导的从句
- 如: I'm fully confident of our success. 我对我们的成功信心十足。
- (3) I'm convinced ... + that 引导的从句
- 如: I'm convinced that there will be a sharp increase in sales this year. 我深信今年的销量会猛增。
- (4) I have every confidence in that ... + 从句
- 如: I have every confidence in that this piece of news will make a stir among the public.

我很有信心, 这条消息将引起轰动。

(5) be bound to + 动词原形

如: It's bound to rain. 一定会下雨。

We are bound to make a hit. 我们一定会大获成功。

#### 3. 最常用的自信表达

I have no doubt about it.

I judge her to be at most 18.

I think I'm quite fit for this post.

I'm sure you'll love my idea.

I'm absolutely sure about the feasibility of this plan.

She is definitely not coming.

I'm certain that she'll leave tomorrow.

I'm positive that it's impossible to put into practice.

Undoubtedly, Gladiator is the most successful film of the year.

#### 4. 非正式场合的自信表达

It's definitely murder.

I bet she's not older than 20.

Judging by his accent, he must be a northerner.

As far as I can judge, they're lost.

I promise I'll be the best candidate for this job.

I'm sure that at least 230 people were killed in the plane crash.

I bet Manchester United will beat Newcastle this time.

I work well under pressure. If others can do it so can I.

You deserve to marry a capable and intelligent guy like me.

#### 5. 正式场合的自信表达

I would like to stress my firm conviction that we shall soon be able to find a solution to the pending problems that prevent the implementation of these principles.

You must admit this type of microwave which will appeal to many professional women who are too busy to cook. And we are convinced that hi-tech products like this are the wave of the future.

With my hard work and remarkable achievements, I feel perfectly suited for this position.

As an IT engineer for four years, my technical background and work experience are my strengths. Also, I can communicate with foreign counterparts in English without difficulty, in both technical and business fields. I believe my educational background and work experience

make me tailor-made for this post.

#### 6. 帮你增强自信的口头禅

You can be sure.

相信我, 没错的。

There's no mistake about it.

毫无疑问。

You bet.

一定是这样。

Watch and see.

瞧着吧。

It can't be otherwise.

一定是这样的。

That's for sure.

绝对是这样。

Trust me.

相信我。

I know you will say yes.

我知道你会答应的。

Surely I won't let you down.

我当然不会让你失望。



#### 超人气实战情景对话



Amy: I've decided to become a journalist for an English language newspaper.

Bob: Really? But you haven't had any professional experience.

Amy: I've been teaching college English for three years. I think my English is quite good.

What's more, I've always been interested in creative writing.

Bob: Why don't you want to be a writer, then?

Amy: I'd like to be an overseas reporter some day.

Bob: That can be a rough job, you know.

Amy: Yes. But I enjoy adventure and excitement.

Bob: I think it would be a very good start for you.

Amy: Yes. I'm positive that my dream will come true soon.

Bob: I have no doubt about that. You can always do whatever you want.

# Lesson 3



### 面对 praise, 不必太谦虚



在美国,哪怕同事们在电梯里碰面,互相之间也要常找一句赞扬的话:你的上衣真漂亮,你那天开会的发言真精彩,等等。哪怕是把下属叫到办公室来批评,上司也常常是以肯定成绩开始,他们的"great"有惊喜的意思。也就是说虽然对方知道你很能干但还是对你工作的质量之高打心底里赞赏。"fine"意思是好,可以接受,在标准之上。"OK"带点失望的意味,但他

们没有工夫给你解释为什么。所以,如果听到一名老外说你"OK",别太兴高采烈了,更不要 谦虚地说"哪里哪里"。

# 如何提升在老外面前的气场

When someone gives you praise, don't say "Where, where", like in China. In the West they just say "thank you". However, it is important to use other words to express "thank you" that will show you can speak fluent English. And your English is very fluent, right?

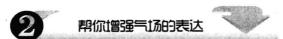
你首先要明确,美国人说话的一大特色是喜欢赞美他人。在社交场合,溢美之辞已经成为 美国人之间广泛使用的社交语言了,就像是问候一样,对这种套话大可不必过于较真,更不必 忙不迭地表示谦虚。否则,会让老美感到莫名其妙。

你需要分辨"praise"的类型,然后再做出回应。一般来说,如果对方夸你在某个方面或某件事上做的好,那是真好;如果只是泛泛地说你这个人很好、不错,那就有水分。而且,还得结合说话的内容、语气和语调来综合判断,通常平淡地说出的赞美之话可能会言不由衷,如果语气加重、语调肯定,再加上神采飞扬的面部表情,往往是真的 praise。

不管对方是哪种 praise, 我们都不要本能地根据母语社会文化规则做出不适宜的否定反应, 这是一种语用失误, 会严重影响你的气场。所以, 下面这种回答应该竭力避免:

- A: Your sweater is beautiful.
- B: It's not beautiful.

这样的回答就等于不同意对方的评价,对交际双方的关系破坏性很大,不利于人际关系的发展,说英语的人会把这种"否认"看作是对谈话对象的无礼。所以,听到对方对你的"praise",不要再谦虚地"拒绝、否定、自贬"(比如"哪里哪里,我没有那么好。")。



以英语为母语的人对 praise 趋向于接受,即便不是 Acceptances,他们也会采取 Mitigating Responses 的方式,而绝对避免 Rejections。"Oh, no, I really haven't done enough. There's still much room for improvement." 这样的句子对提升你的气场是没有帮助的。

一般来说,我们可以对对方的称赞表示感谢,或者表示同意对方的评价,或回赠称赞。例如:

- A: Your blouse is beautiful.
- B: Thanks.

也可以表示赞同:

- A: This is really a nice skirt.
- B: I'm glad you like it.

在 Mitigating Responses 的回答方式中,可以往往以各种途径来转移称赞目标,或降低对方的称赞程度,避免了"自我表扬"(self-praise),也避免了"否定他人"(other-disagreement)。

#### 1. 感谢别人的赞扬

I really appreciate it. 我很感谢。

thank you/thanks 既可以用来感谢,也可以用来作为对感谢语的回答表示一种认可。

在感谢别人的称赞时,不要因为忙于搜寻合适的词语,而忽略了语音语调。很多非母语者 在用英语表达真挚谢意时,其音调缺乏母语者表达感激之情时的热情和真诚。这一点,我们一 定要多加注意。

#### 2. 用称赞别人回应 praise

You are so kind/nice.

That's very nice of you to say so.

You look great too.

You look even better/greater.

You are so cute!

Not as good as you!

#### 3. 其他回应称赞的句子

I'm so happy you like it.

It's very kind of you to say so.

Oh, I'm so glad to hear that.



Chapter



#### 超人气实战情景对话



- Hi, Mr. Smith. How are you? A:
- B: Very well. Thank you. Oh, you look beautiful today.
- Thank you very much. A:
- A: You look smart today.
- Thank you. I had a good rest. B:
- A: You have a very clever son.
- B: Thanks.

John: Is something wrong?

Mary: Yes. My car is having problems.

John: What's wrong?

Mary: It won't start.

John: Do you want me to take a look?

Mary: No, thank you. I think I can handle it.

John: Well, if you change your mind, let me know.