

■ 英语畅销书系

第12印



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葛志宏 吴燕燕 编著

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& Business 900

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Part I
Commercial English

商业英语

Lesson 1 Greeting

问 候

(At the Cosmetics Department 在化妆品部)

Key Sentences (重点句子)

1. Welcome to our shop.
欢迎到我们商店。
2. Can I help you?
您想买什么东西?
3. We've lots of brands here.
我们这里有许多品牌。
4. Which kind do you like better?
您最喜欢哪一种?
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。
7. 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。

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？

14. 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。

17. Anything I can do for you?

您想买什么？

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 natural 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?

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 /kɒz'metɪk/

n. 化妆品

suitable/'sju:təbl/

a. 合适的

moisturize/ˌmɔɪstʃəraɪz/

vi. 增加水分

factor/'fæktə/

n. 因素，要素

balance/'bæləns/

vt. 平衡

perfume/'pə:fju:m/

n. 香料，香水

particular/pə'tɪkjʊlə/

a. 特别的，讲究的

imported /im'pɔ:tɪd/

a. 进口的

well-known /wel 'nəʊn/

a. 有名的

home-made /'həʊm 'meɪd/

a. 国产的