



最新 流行英語會話

New Current Spoken English

蔡京生編著

新聯書社印行

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PART ONE 第一章

Business English 商業英語

SHOPPING (1) 購 物

- A: This is a pleasant surprise.
B: For me too. How's life with you?
A: No complaints. That's a nice hair do you have.
B: I am glad you like it. What are you doing here?
A: I'm picking up a few things.
B: Do you mind if I join you?
A: Of course not. You know I always enjoy having you with me.
B: Let's take a look here.
A: Why not? We might get a good bargain here. You never know?
B: Yes, the prices here are more reasonable.
C: May I help you? Miss.
A: Can I see some nylon stockings?
C: Here is a wide selection.
A: I think these will do. How much do I owe you?
C: That will be fifteen dollars.
A: Can you come down a little?
- 見到你真是喜出望外。
我也是呢？近況如何？
還過得去，你的髮型挺可愛的。
真高興你喜歡它。你在這兒幹嘛？
我想選購幾樣東西。
我和你一起去，你介意嗎？
當然不會，你知道我總是喜歡和你在一塊兒。
讓我們在這兒看看吧！
好啊！我們在這兒可能買到廉價的東西，也說不定呢？
嗯！這兒價格相當公道。
我能為你幫忙嗎？小姐。
我看看尼龍襪行嗎？
這兒有很多可以選購的貨色。
這些還蠻不錯，要多少錢？
一十五元。
能便宜點嗎？

C: I'm afraid that's the best we can do.

我想這是我們所提出的最低價格了。

A: Okay. Please have them wrapped up for me.

好吧！請爲我包起來吧。

C: Right away. Is there anything else you might need?

馬上包好！你還需要些什麼嗎？

A: That will be all for the moment.

暫時沒有別的東西買。

C: It's a pleasure to do business with you. Please come again.

與您做買賣真是榮幸，歡迎你再惠顧。

A: I sure will. You're very helpful.

一定，一定。你真能幹。

B: How much did you pay for the stockings?

你買這些襪子多少錢？

A: Fifteen dollars. Why?

十五元。問這個幹嘛？

B: Good gracious. You have been taken for a sucker.

天哪！你上當了。

A: Well, I don't think it's too bad.

嗯！我不認爲有那麼糟。

B: Let's have a snack. What do you say?

讓我們用些點心吧！你以爲如何？

A: I'm not hungry, but I guess it's all right.

我不餓，但是也沒關係。

B: What will it be?

你要喝點什麼？

A: I can use some coffee.

我需耍些咖啡。

B: How do (would) you do like it?

要什麼樣的咖啡？

A: I like it black.

我喜歡不加牛奶的。

B: It's getting late. I have to get to the office.

時間不早了。我得去上班了。

A: Don't rush off.

別急著走！

B: I'm afraid I have to leave. It's been nice talking to you.

我想我非走不可了。與你談話真是賞心樂事。

A: We must get together again real soon.

我們會馬上就再會面的。

B: Let's do that. Keep in touch.

好！好！保持聯繫吧！

A: I'll do that.

一定！一定！

B: See you around.

回頭見。

A: You bet.

當然，當然。

SHOPPING (2) 購物

- A: How much is this necktie?
B: One hundred dollars.
A: Fine. I'll take it. Please wrap it as a gift.
B: Yes, sir.
A: I want to get a box of candy.
C: What kind do you want?
A: Some chocolates. For a friend.
C: These are very good.
A: How much are they?
B: Thirty dollars.
A: All right. I'll take them.
D: Can I be of any assistance?
A: I want to buy an electric fan. What do you recommend?
D: This one is very good. It's \$400.
A: That's too expensive. Do you have one for around \$250?
D: This one is only \$300.
A: That'll be fine.
D: Just a moment, Please. I'll get your change.
A: I want to get one of these shirts. Do you have them in blue?
E: I'm sorry, sir. Only white, brown, and green.
F: Shall we deliver it, sir?
A: Well, how long will it take?
F: Where are you staying, sir?
A: The Ambassador.
- 這領帶多少錢?
一百元。
好,我買一條,請包起來,是送人的。
是,先生。
我要買一盒糖。
您要那一種的?
巧克力。是送朋友的。
這種很好。
多少錢?
三十元。
好吧。我就買這種。
我能為您効勞嗎?
我想買一座電風扇。那一種比較好?
這種最好。每架四百元。
太貴了,有沒有二百五十元左右的?
這一種只要三百元。
我就買這種吧。
請等一下,我去找錢。
我想買一件這種襯衣。有沒有藍色的。
對不起,先生。只有白色、棕色和綠色的。
要我們替您送到府上嗎,先生?
要多少時間?
您住在那裡,先生?
國賓飯店。

- F: Then we can deliver it today. .
- A: That'll be fine.
- F: May I have your name **and** address, please?
- A: Yes, Here's my name card.
- F: Thank you very much. Please call again.
- A: Thank you. I will.
- A: How late are you open?
- F: Till 10 P.M.
- A: I'm looking for a watch for my friend.
- F: Yes, sir. What price range did you have in mind?
- A: I'm not sure. You see, I don't know very much about watches.
- F: I see. Let me show you some samples of various quality.
- F: Here's a nice Omega. It's our very best quality.
- F: What does it sell for?
- F: This one is \$4,000.
- A: Well, that's a little more than I wanted to pay.
- 那今天就可以送到。
- 那就麻煩你們了。
- 請問您的姓名及地址？
- 這是我的名片。
- 非常多謝，請再光顧。
- 謝謝你，好的。
- 你們營業到什麼時候？
- 到下午十點。
- 我想買隻手錶給我的朋友。
- 是的，你準備買什麼價錢的？
- 我不太清楚，因為我不太懂得手錶。
- 是的，我給您看看各種品質的樣品。
- 這是奧米茄的很精美。是最好的。
- 那要賣多少錢？
- 這一隻是四千元。
- 這似乎超出了我的預算。

HELPING THE CUSTOMER 爭取顧客

一位優秀的店員，應該熟習他所出售的貨品的品質、價格、式樣、顏色、尺寸……等，除了少數顧客指定所需要的貨品及規格之外，通常一位店員應該協助顧客去選購，此不僅只限於推銷，而進一步要做到令顧客感到完全滿意才好。

A: Good morning. Is someone taking care of you?

早安。有人來照應您了麼？

B: I'd like to see some chinaware.

不，還沒有呢。我想看一些瓷器。

A: What did you have in mind?

是的，你心目中有預定買些什麼沒有？

B: I'm looking for a dinner set. Something plain and not too expensive.

我想找一套餐具要簡單大方的，同時又不要太貴。

A: Would you mind stepping over here? We have a very wide selection.

請過來這邊好嗎？我們這兒有許多款式，你可以隨意選擇。

B: You certainly do. You must have twenty different designs or more.

真的，可不少呢。你們有二十套不同樣，也許還要多些。

A: Yes, We stock all the leading manufacturers. Are you interested in any particular brand?

是的。我們存有的都是第一流的製品，你心目中有沒有買那種特別牌子的？

B: I've heard that Ta Tong Chinaware is good.

我聽說過大同瓷器很好。

A: Yes, It's one of our best sellers. But Culture Chinaware is good, too.

是的，那是我們最暢銷的一種。但文化出品的也不錯。

B: Let me see some of each.

讓我兩種都看看。

A: Certainly, Here's a set of plain white Ta Tong.

好的，這一套純白的是大同出品。

B: I'm afraid that's too plain.

這一套我怕太單調了。

A: Perhaps this pattern in gold. We have it in silver too.

也許這套金色花樣的。同樣款式，銀色的也有。

B: Yes, this is very nice. How much is it?

是的，這套很漂亮。多少錢呢？

A: The thirty-six-piece set sells for four hundred and fifty dollars.

全套二十六件的售四百五十元。

B: How much is that in American money?

折合美元是多少？

A: At the Bank of H.K. foreign exchange rate of five dollars to the dollar, it would come to a little less than hundred dollars.

B: I'm afraid that's more than I wanted to pay. Don't you have anything around Fifty dollars?

A: Not in Ta Tong. But here's a set of Culture for Two hundred twenty about forty five dollars.

B: Oh, this is very nice. Please deliver it.

C: Miss! Miss! Would you mind waiting on me? I've been standing here for almost ten minutes!

D: (Salesgirl) I'm sorry, sir. What can I do for you?

C: Well, you could be more efficient for one thing. I'm not used to being kept waiting.

D: I'm terribly sorry, sir. But we're short handed today.

C: That's no concern of mine. Anyway, show me that camera. No, not that one. The next one. Yes, That's it.

D: This is our cheapest model. It's only five hundred.

C: Cheap! I should say it is. It looks like it'd fall apart in no time.

D: Well, frankly, sir, if you want to get a good camem you'll have to be willing to invest at least twelve hundred.

C: Twelve hundred! I thought these cameras were a lot cheaper. Perhaps I should buy direct from the manufacturer.

D: Pardon me?

依香港銀行外幣兌換率一元作五元計算，還不足一百元。

我怕那太貴，超出我的預算了。有沒有那種大約五十元左右的？

大同的可沒有。這一套文化的售二百二十元大約四十五元左右。

啊！這套也很好，請你替我送去吧。

喂！喂！你究竟要不要做我的生意呀？我已經站在這兒等了差不多十分鐘啦。

對不起，先生。有什麼要買的？

唔！如果你專心做生意，那就好得多了。我不耐煩等的。

真是對不起得很，先生。我們今天人手不夠呢。

那不關我的事。好吧！給我看那架照相機。不，不是這個，旁邊的一個，對了。

這是我們最便宜的一種。它祇賣五百元。

哼！便宜！也許是的，看看它的構造，好像隨時都會鬆開似的。

是的，先生，老實說：如果你要一架好相機，你起碼要購上一千二百元的。

一千二百元！我看這類照相機遠不值這個價錢。你們究竟要賺多少利潤？也許我應該直接向廠家買好得多了。

對不起，你說什麼？

C: **How much profit are you making on these cameras?** Plenty, I'll bet.

我說利潤！利潤！你們售這種照相機究竟可賺多少？我打賭，一定賺許多。

D: I'm sorry, sir. I don't know. But I believe the retail price on cameras is the same everywhere.

對不起，先生。我不知道，我相信照相機零售價價錢，到處都差不多的。

C: That's what you say. But I think I'll look into that for myself. Good-bye.

這是你說的，誰相信，我要自己親自去看看。再會。

D: Good-bye, sir. I'm sorry I couldn't be of any help.

再見，先生，對不起，我不能對你有什麼幫助。

OPENING AN ACCOUNT 開戶口

A: I'd like to open a charge account at your Department Store, please.

我想在你們的公司開一個購物記賬戶口。

B: Certainly, We at Universal will be privileged to count you among our regular customers.

當然。有你作為我們的經常主顧我們很榮幸。

A: I'm told that it's possible to shop by mail order with charge account. it's so much more convenient than making cash purchases.

我聽說可以記賬用郵寄訂貨。這比用現款方便得多。

B: Yes, that is correct. When making a purchase, whether in person, by mail, or by phone, you will need only to tell the sales clerk your account number, and the merchandize will be delivered to your door promptly at no extra cost.

是的，不錯。我們不管是親自來買，郵寄定貨或是電話叫貨，只要告訴售貨員你的賬戶號碼，東西馬上就會送上門，不另外收費。

A: What's the limit on purchases I can make at any one time?

我一次最多能買多少？

B: That depends on the results of a brief credit examination.

那要看你的信用狀況。

A: Oh, then you want me to supply you with some credit references?

喔，那你要我提供一些信用證明嗎？

B: Yes, if you please. The name of three people or concerns whom you have had financial transactions.

是的，告訴我們三個人的姓名，或者你們有經濟往來的機構。

A: Let's see. My bank, my landlord, and the electric company. Will that do?

我想想看，我的銀行，我的房東和電力公司，這樣行嗎？

B: Yes. It will take about a week to establish your financial reliability with them.

可以。我們需要一星期的時間來調查你的經濟信用。

* * * *

*

A: My name is Lin. I like to buy some stocks.

我姓林，我想買一些股票。

B: Yes, I'd heard you were going to come by. Pleasure to meet you.

是的，我聽說你要來，很高興認識您。

- A: I'm thinking of investing some money. Buying stocks or bonds might be the safest bet. 我想投資，買股票或公債也許安全一點。
- B: Oh, yes it's just about the best way to save money. 是的，這是存錢最好的方法。
- A: The value of your investment keeps pace with the growing value of the economy in general, right? 投資會隨着一般的經濟成長而漲是嗎？
- B: That's true of stocks, but not necessarily of bonds. Most bonds, unless they have an escalation clause, do not increase in value over the years. 股票是的，可是公債不一定。除非是有增值條款，否則若干年後價值也不會增加。
- A: What do you mean by **escalation clause**? 伸縮條款什麼意思？
- B: That is to say, the **maturity value** of the bonds will **increase, or escalate**, in proportion to the **growth of the national economy**. 那是說公債到期價值按國家經濟成長的比例增加。

GREETINGS ON A VISIT 打招呼

- A: Oh, look who's here! 噢，你看誰來啦！
- B: I just dropped in to say hello. 我是專程來拜候的。
- A: How nice of you. Do come in and make yourself comfortable. 你真是有心。請進來，隨便。
- B: You have quite a place here! 你這地方真好！
- A: I'm glad you like it. Would you care for a drink? 蒙你喜歡，我真高興。喝一好嗎？
- B: Thanks. I would love one. (No, not for the moment.) 謝謝，好的。
(不要，現在不要。)

LEAVING AFTER A VISIT 告別

- B: Well, I'm afraid I've taken up too much of your time. I'd better be going. 好，對不起，耽擱了你太多。我還是走吧。
- A: Not at all. Take your time. I'm in no rush. 那裏，那裏，慢慢走嘛，我有急事。
- B: That's very nice of you, but I really think I'd better leave now. 不必客氣，我想我還是現在。
- A: Well, I'm awfully glad you dropped in. 好吧，蒙你特來探望，我非興。
- B: Thanks I had a fine time. 謝謝，我玩得真高興。
- A: Let's get together again real soon. 我們不久再敘敘嘛。
- B: Yes, let's do that. 好的，一定一定。
- B: Well, thanks for everything. 好，一切謝謝。

BEFORE A PARTY , 宴會前邀請赴宴

Ken: I'm throwing a party at my place on Saturday. I hope you make it.

Les: I'm sorry, I can't. I'm so disappointed.

Ken: Oh, that's too bad.

Les: Sorry, It's just one of those things. I have a date with my girl friend.

Ken: I'll tell you what. Why don't you bring her along?

Les: Are you sure that'll be all right?

Ken: Of course.

Les: That's really very good of you. Is there anything I can bring?

Ken: No, thanks. Just bring yourselves. Now, don't let me down.

Les: You can count on me.

星期六我在舍下請客，希望你能賞光。

對不起，我不能參加了，很是遺憾。

真是不巧，你不能設法來嗎？

對不起。是一件無法脫身的事，我已與女朋友有約。

我有辦法。你何不帶她一起來？

你真的以為帶她來沒關係嗎？

當然沒關係。

你真是客氣。我可以帶點什麼東西來嗎？

不必了，謝謝，只要你肯賞光。

一定一定。

DURING A PARTY 參加生日宴會

- B: Hello. George. It was good of you to come.
G: The pleasure's all mine. Many happy returns of the day. old man.
B: Thanks, George. But to be quite frank, I'd rather forget my birthday.
G: Don't be silly, Bill. You're still in the prime of life.
G: Well, if it isn't Mary Lee! How are you, Mary?
M: Why, George! How nice to see you. I hardly know a soul here.
G: Well, I'm in the same boat. I can't pick out any familiar faces.
M: How are you, George? Come and sit down, there's so much to talk about.
G: Of course. Tell me all about yourself.
M: Oh, here comes John. I'll tell you what, come over to my house to dinner tomorrow at eight.
G: O.K., Mary, that's a date.
M: Now, don't stand me up like you did last time.
G: Don't worry about a thing. I'll be there on time.
M: You'd better be.
- 你能夠來真給面子。
不，是你給我面子，老友，祝你生日快樂。
多謝你，但是坦白說，到了我這樣年紀，我寧願忘記我的生日。
笑話，你還很壯健呢！
哈，原來是你呀，瑪莉，近來怎樣？
唉喲！看見你真高興，我這裡一個人亦不認識。
我也是，這裡都是些陌生面孔。
你好嗎？坐下來，我們有很多話要談。
當然啦，把你的情形告訴我吧！
呀！約翰來了，這樣吧！明天晚上八時請你來我家吃晚飯。
好，就此約定。
不要像上次那樣失約。
不必擔憂，我準時到。
你必須這樣。