

外销员外贸外语辅导：在工艺品商店外销员考试 PDF 转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/645/2021_2022__E5_A4_96_E9_94_80_E5_91_98_E5_c28_645325.htm At the Arts and Crafts Store 在工艺品商店 Key Sentences (重点句子) Dont you think we could use one to decorate our room? 难道你不想买一条来装饰我们的房间吗? Artistic tapestry is the highest form of expression of the rug weaving art, an exquisite handicraft of superb artistry in typical Chinese style. 艺术挂毯体现了地毯纺织艺术的最高水平，是具有典型中国风格的手工艺精品。 Is this the marvellous landscape in Guilin? 挂毯上是不是美丽的桂林山水? What a lovely tapestry! 多美的挂毯啊! Which do you prefer, the linen one, the figured dacron or the brocade? 您要哪种台布，亚麻的、提花涤纶还是织锦缎的? You havent anything cheaper, have you? 你们没有再便宜一点儿的吗? Please have a look at the handembroidered one with anew design of bamboo. 请看这块手绣的有新式竹子图案的台布。 What fine needlework! 多好的绣工啊! Are you being served, sir? 先生，有人接待您吗? Id like to buy a medium - sized cloisonne vase with a light blue background. 我想买一个中等尺寸的景泰蓝花瓶，底色要淡蓝的。 617. Im sorry, sir. They are sold out. 对不起，先生，它们已经卖完了。 The background is pale blue with traditional Chinese paintings of flowers and birds. 底色是浅蓝的，还有中国花鸟画。 Its attractive. Ill take a pair. 这个很漂亮，我要一对。 Can you pack the vases and send them to New York by mail for me? 你替我把花瓶包装好寄往纽约，行吗? They are made from

different materials dolomite , tough silk , organdie etc. 它们是用不同的材料做的 , 白云石、绉、蝉翼纱等。 This is made of wild goose feather and this is made of skylark feather. 这把是用雁毛做的 , 这把是用云雀毛做的。 Dialogue A (A : Shop Assistant B : Mr Stone C : Mrs Stone) B : look , Maggie. These tapestries are beautiful ! Dont you think we could use one to decorate our room ? C : All right. (Looking at the price tags) Oh , a bit too much ! A : Artistic tapestry is the highest form of expression of the rug weaving art , an exquisite handicraft of superb artistry in typical Chinese style. Considering the fine craftsmanship they are worth much more. B : I agree. Is this the marvellous landscape in Guilin ? Whata lovely tapestry ! We are going to Guilin in two days - this tapestry is really impressive. C : I prefer to buy some embroidered tablecloths to match the tapestry. A : Which do you prefer , the linen one , the figured dacron or the brocade ? C : The brocade , please. How much is one piece ? A : Sixty yuan and sixty fen. C : Too expensive. You havent anything cheaper , have you ? A : Yes , we have. Here , please have a look at the handembroidered one with a new design of bamboo. C : What fine needlework ! Whats the price ? A : Forty yuan and fifty fen. B : IS this the sale price ? A : No , it isnt , sir. They are all first-class goods. We have price tags on each of them. Our shop holds a one price policy. We are not allowed to change the price at will. C : I see. Ill take two then. Henry , you like them ? B : Yes , I do. Eh , could you send them to our room ? A : Certainly , sir. Please write down your name and yourroom number. Dialogue B A : Are you being served , sir ? B

: I'd like to buy a medium-sized cloisonne vase with a light blue background. A : I'm sorry , sir. They are sold out. We only have some big ones now , but we are expecting to have some tomorrow. B : Oh , I am leaving China tomorrow. I don't think I have much time. A : Could you go to the Shanghai Friendship Store and get it there ? B : Let me see. How much is the big one ? A : One hundred and eighty yuan. B : That sounds reasonable. Will you show the some ? A : Yes , sir. How would you like this one ? The background is pale blue with traditional Chinese paintings of flowers and birds. B : It's attractive. I'll take a pair. I am sure my wife will like them. A : Yes. I'm sure she will , sir. B : Can you pack the vases and send them to New York by mail for me ? A : Yes , sir. Please write your name and address on this slip. B : OK. How much should I pay then ? A : Four hundred yuan altogether , including the postage and the charge for the packing. You know , we'll have to make a special box. B : All right. Here's the money. Assistant : Thank you. Dialogue C (A : shop assistant B : Mr Smith C : Mrs Smith) C : (to B) Come here , John , do you like the eggs ? (to A) Are they made of real eggs ? A : They're made of egg shells. The yolk and white are taken off. B : Let me see.... A pair of eggs is sold at two yuan and fifty fen. It's not expensive , is it , Joan ? C : No , I think we'll take two pairs. B : The small screens look lovely. (to A) What are they made from ? A : They are made from different materials-dolomite , tough silk , organdie , etc. The frames are made of mahogany. The designs are painted by hand. B : (to C) Shall we take one ? C : I think so. But shall we

buy some fans ? B : Yes. (to A) Are these all sandal fans ? A : Not all of them. Some are made of Chinese little leaf boxwood with scent sprayed on. Those made of real sandalwood are much more expensive. C : May I take a smell of them and compare which one I like better. A : Yes , please. Here you are. (After smelling them) C : This one smells better. Ill take this and buy a feather fan. Please show me some. A : Yes , this is made of wild goose feather and this is made of skylark feather. C : Ill take both of them. Please put all things I 0selected to - get her and tell me how much do I owe you ? A : Just a moment , please. Ill figure them out.

Words and Expressions
artistry n. 艺术性 ; 艺术技巧
weave vt. 织 , 编 (制)
embroidery n. 绣花 , 绣制品
shell n. 壳 ; 果壳 ; 荚
yolk n. 蛋黄 ; 卵黄
domolite n. 白云石 ; 石灰岩 ; 大理石
organdie n. 蝉翼纱
frame n. 架子 ; 框架
mahogany n. 红木 ; 核花心木 ; 红柳桉木
sandal n. 凉鞋 ; 檀香
spray vt. 喷 ; 喷涂 ; 向.....喷射 (out)
scent n. 气味 ; 香味 ; 香水 (or : perfume)
compare v. 比较 , 对照
feather fan 羽毛扇
skylark n. 云雀

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