

国际商务师业务外语辅导：接待外贸客户时的实用口语
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class="mar10"> 在外贸客户接机后的次日，Brian 在公司里，为外贸客户 Johnathan 介绍自己的老板-Mr. Sun.....。 B: Mr. Sun, I'd like you to meet Mr. Johnathan Mitchell, sales manager for Northern Reflections of Canada. (Sun extends hand first. Sun and Mitchell shake hands) Mr. Mitchell, Mr. Steven Sun, general manager of Apex Trading. 孙先生，让我为你介绍加拿大 Northern Reflections 的业务经理 Jonathan Mitchell 先生。(孙先生先伸出，两人握手) Mitchell 先生，这是 Steven 孙先生，Apex 贸易公司的总经理。 S: It's very nice to finally meet you, Mr. Mitchell after so many phone calls and faxes. (offers his business card first) I'd like you to have my business card. 多次电话、传真往返之后，非常高兴终于见到您， Mitchell 先生(先递出名片)，请收下我的名片。 J: Thanks very much, Mr. Sun. Please accept mine. (offers his own card) and please, call me Johnathan. (both look at cards for a few seconds, then put them in wallets-not pockets.) 谢谢您，孙先生。也请收下我的名片(递上自己的名片)，叫我 Johnathan 就行了。(两个人都看了一下对方的名片，放入皮夹而非口袋中) B: If you don't mind, Johnathan, while you and Mr. Sun get acquainted, I'd like to check the arrangements for the meeting. 如果你不介意，Johnathan 在你和孙先生互相认识时，我先失陪，看看会议安排得如何。 J: You're certainly on top of things, Brian. Brian，一切当然在你掌握之中! S: (looking at Brian) You'll find

Mr. Talyer-Brian - is a force to be reckoned with at Apex Tradig. (看着Brian) Talyer先生,您会发现Brian是Apex贸易公司的大将。 B: Thanks for the vote of confidence, Mr. Sun. Ill be right back. (leaves room) 孙先生,谢谢你的信任票,我马上回来。(走出房间) J: He appears to be a top-notch young man, Mr. Sun. Talent and enthusiasm like that are hard to find. 孙先生,他看起来是个有为的青年,难找到像他这样有才干、有热忱的人。 S: Dont I know it. Hes doing a great job for us. And please, call me Steven. 我完全同意,他在公司表现不凡,请叫我Steven就行了。 J: Steven, can you tell me in a nutshell what the retail market is like in Taiwan? Steven,你可以简单地告诉我台湾零售市场的现况吗? S: Well, as per capita income goes up and up, the growth sector seems to be in the to-end. 唔,由于每人的平均收入不断地增高,市场的发展领域似乎偏向于高价位商品。 J: Retail is going upscale here? Taiwan is certainly growing more quickly than I had imagined. 此地的零售走入高价位了?台湾的发展比我想像得要快多了。 S: Yes. Things certainly have changed since I was a boy. Weve developed very quickly. 没错,现在的台湾和我小时候完全不一样了,这里发展得非常快速。 J: Do you think the trend will continue? 你想这种趋势还会维持下去吗? S: I dont see why not. We do have some problems, but we are still willing to work hard-and wages arent too high at this point. 我不觉得有什么不行!虽然是有一些问题,但我们仍愿意勤奋工作,而且现阶段工资仍不算太高。 J: Everything Ive seen so far is very impressive. Very impressive indeed. 到目前为止,我所看到的一切都令我印象深刻,真的十分深刻。 情境短语 1. get acquainted (with...)(

和.....)认识，熟悉..... 这个常用的短语暗示双方从不认识到熟识，“get”可换“become”。若是短语之后，要加上被认识的对象，以介系词“with”连接。例：Our boss got acquainted with a couple of real estate agents in the golf Club. (我们老板在高尔夫俱乐部里结识了几位做房地产的商人。)

2. on top of things 完全掌握 字面的意思是将问题克服，高高踩在上面，引申为“控制全局”。例：The new manager was always worried he wasn't on top of things. (新经理一直担心自己无法掌握全局。)

3. (a) force to be reckoned with 值得注意的人物 “(a) force”，“力量”，可以指一个团体、事物或个人。“reckon”在此的意思为“认定”。“a force to be reckoned with”是形容“有成功的条件而值得注意的人物、团体”。例：The new company will be a force to be reckoned with in the future. (这家新公司未来值得大家注意。)

4. Dont I know it. 我完全同意! 当此句型以句点(.)而非问号结尾时，表示完全同意对方的意见，为口语用法，强调的是肯定的含意。意思为“我怎会不知道!?.我当然明白这一点!”。例：You say the discount rate is too low? Dont I know it! (你说这折扣打得太少?我完全同意!)

5. in a nutshell 简言之 “nutshell”原为“坚果壳”，又指“极小的容器”，故“in a nutshell”这个副词短语的意思是“简言之”。例：Bob told us in a nutshell what happened in the managers meeting. (Bob简略地告诉我们经理们开会的情形。)

6. growth sector 成长领域 这个经济学上的名词是指经济成长特别快速的领域，“sector”是“区域.部门”的意思。例：The leisure and entertainment industry is a growth sector in Taiwan. (休闲娱乐业是台湾目前的成长领域。) 欢迎进入

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