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https://www.100test.com/kao_ti2020/646/2021_2022__E5_89_91_E6_A1_A5_E5_95_86_E5_c85_646160.htm Discussion (three very

important topics!!)(一) Trade FairYour company is attending a trade fair in a foreign country for the first time.You have been asked to help with the preparations for the trip.Discuss the situation together, and decide:What travel and accommodation arrangements you will need to make before the trip? Which kinds of business customs in the foreign country would be useful to know about, and how could one find about these before the trip. Candidate A: It is the first time for our company to attend a trade fair in Paris. So we have to do a lot of preparations before we set off. Do you think so?

Candidate B: I ' m of exactly the same idea. Firstly, I think we must arrange an appropriate schedule. For example, we should arrive a day earlier to give us time to adjust and acclimatize. Candidate A: I

agree entirely. As we know, travel fatigue, climatic changes, jet lag, foreign food, etc. will all have great effect on us. Candidate B: Yes.

And then we should book air tickets and reserve accommodations in advance. Candidate A: Yes. I think we should contact the travel agent because it can offer variety of choices and discount. Candidate

B: That ' s just what I was thinking. Then, we must remind every participant that cultural differences can cause a lot of misunderstandings and even break a deal. So they should learn more

about French culture. Candidate A: Can you put things into the

perspective? Candidate B: For instance, shaking hands with everyone

present, inviting your customers to lunch rather than dinner, avoiding talking business over the main course, etc. are all basic business customs that our participants should bear in mind.

Candidate A: I go along with you about that. I think we can invite French people to give every participant lecture to help them familiarize with French culture. Candidate B: Ok, that ' s agreed. I

' ll present our ideas to the board of directors. Nice talking with you. (二) Organizing a PR Event Your company is organizing the press launch of a new model of its car. You have been asked to help with the preparations for the event. Discuss the situation together, and decide: Who you will invite to attend your press conference. What information is needed in the press conference.

Candidate A: Our company is organizing a press conference to launch our latest model. We must make careful planning and considerate arrangements to ensure the most satisfying outcome.

Candidate B: True enough. I think the first thing we should take into consideration is the people we shall invite to the press conference.

What are your views on this? Candidate A: As I see it, we should target most important motoring magazines, national papers, major regional papers and freelance journalists, etc. Candidate B: That ' s a

good point. When the public reads positive things in their favorite magazine or newspaper, they are the journalists ' own comments and therefore much more powerful than advertising because they

aren ' t influenced by the organization. Candidate A: Yes. So, our goal is to communicate the quality and image of our cars to the motoring press. Candidate B: Then, how about the information

needed in the press conference. Would you comment on this point?

Candidate A: I think we should make sure that press information packs are accessible to everyone present. Candidate B: I wonder if

you could explain it in more detail. Candidate A: sure. The

information packs include, for example, brochures about specifications of our advanced cars, the most attractive pictures

reflecting the modern image of our cars, etc. Candidate B: I agree

entirely. What ' s more, I think welcome information and itineraries for guests should also be prepared in advance. Candidate A: Oh,

exactly. (三) Entertaining clients Entertaining Foreign Clients !

! ! ! ! Your company is entertaining a group of foreign clients for three days, including one non-working day. You have been asked

to plan a programme for the visit. Discuss the situation together, and decide: What kinds of activities would be suitable for the visit What

information it would be useful to know about the clients before

finalizing the programme Interlocutor: [Select one or more of the following questions as appropriate, to redress any imbalance or to

broaden the discussion.] What kinds of arrangements need to be

made before foreign visitors arrive? (Why?) Are there any

disadvantages for a company in having a visit from foreign clients?

(Why / Why not?) Where would you take foreign visitors in your

home town? (Why?) Would you enjoy looking after business visitors

for a few days? (Why / Why not?) What problem might there be

when socializing with foreign business people? (Why?) What are the

long-term benefits of establishing personal contacts with foreign

clients? Examination Strategies 1) 看清问题、紧扣主题、合

理分配时间 2) 和搭档注意配合, 切忌一边倒 3) 如何合理的利用准备时间 Discussion Functional Sentences 开始某个话题 Let ' s start with ... Shall we begin with ... So, the first item on the agenda is ... Linda, would you like to kick off? 结束某个话题 Right, I think that covers the first item. Shall we leave that item? If you don ' t have anything else to add, ... 转移话题 Let ' s move on to the next item ... The next question on the agenda is ... Now let ' s come to the question of ... 打断对方 Excuse me, may I interrupt? Just a moment, but ... Can I say something here? Mark, sorry, ... Sorry to interrupt, but ... 评价 同意 That ' s a good point. I agree with you. I can ' t agree with you more. I see what you mean. Yes, ... That ' s quite a good idea. That ' s absolutely true. 反对 I totally disagree with you. I couldn ' t agree less. You must be joking! 询问对方意见 What do you think about this? What ' s your opinion on this? Have you considered ... I haven ' t heard your opinion about ... 表达自己观点 I think/feel/believe that ... You mentioned that ..., but, in my view ... In my opinion, we should ... I ' d like to point out ... Let me emphasize ... My view is that ... Just let me finish. 评论 That ' s a good idea/an excellent idea. That ' s very interesting. I ' m sure we ' d all agree with that. That ' s a very good point/an important point. 要求对方澄清观点 I don ' t see what you ' re getting at. I ' m not sure what you mean. I ' m not sure what you are saying. It ' s not clear what you mean. 避免跑题 We ' re missing the point. We ' re getting off the point. Let ' s get back to the main point. It ' s not on the agenda, but ... 回应 That ' s marvelous. That ' s great. That ' s fine. OK. All right. I see your point. I understand

your concern. 更加口语化的表达方式 1. 口语化表达简单同意
Yeah! How true! Exactly! Absolutely! Well said! You got it! You bet!
That ' s for sure. My opinion exactly! 2. 表同意 I share your view
on that! Oh, yes, I couldn ' t agree with you more, you are genient!
Okey, you are the doctor. I don ' t think anyone would disagree. I
have no problem with that. I couldn ' t have said it better. I wish I
had said that. I am with you there. I think I will go along with your
proposal. 3. 部分同意 Could be! Yes, you ' ve point there. So it
seems! (似乎有点道理) So to speak! In the manner of speaking.
I agree with much of what you said. That ' s one way of looking at it,
I admit. 4. 口语化表达不同意 Not really. Not at all. Of course not.
No way. Not a chance. 5. 不同意 Do you really think so? I am not
convinced. Don ' t speak too soon. I will believe it when I see it. I
' m afraid we don ' t see eye to eye on this. That was not the case. 6.
强不同意 No, I don ' t agree. Don ' t waste your breath. You must
be joking. / kidding You can ' t be serious. You are way off base. (棒
不在垒上) You don ' t know up from down. Over my dead body. I
wasn ' t born yesterday. That ' s ridiculous. It ' s pure fiction.
Non-sense! Bullshit! That ' s out of the question! 相关推荐 :

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