



There's never a new fashion but it's old.

—Geoffrey Chaucer

时尚从来不是什么新事物，这是一种经典。

——杰弗里·乔叟

Unit 1

Fashion and Culture

Objectives

Wake Up Your Ears	能听懂简单的天气用语。
Open Your Mouth	能简单讲述酒吧里的活动。
Enrich Your Mind	Text A: 本文是一篇关于英国酒吧文化的文章。酒吧是英国文化的一个缩影，通过学习英国的酒吧文化，学生可以了解一些西方文化知识。 Text B: 本文介绍了一种新的时尚潮流——买二手货或便宜货，并分析了人们之所以喜欢它们的原因。
Keep Your Feet on the Ground	了解定语从句的关系词并掌握限制性、非限制性定语从句的用法。
Try Your Hands	了解并掌握邀请函和回函的基本格式和主要句式。
Lighten Your Brain	英文歌曲: We Are Never Ever Getting Back Together 幽默故事: Present for Girlfriend



Section A

Wake Up Your Ears



Part One Listening Tips

天气是人们最感兴趣的话题之一，在一些社交场合，谈论天气已经成为一种习惯。这主要是因为：一、谈论天气不涉及个人隐私，不必担心冒犯他人；二、谈论天气可以打破僵局，很快与对方结识。学会表述千变万化的天气，你就不必担心如何开始与人交谈了。

Part Two Listening Practice

A Dialogue

Listen to the dialogues and choose the best answer to each question from the four choices marked A, B, C and D.

Word Tips

Switzerland /'swɪtsələnd/ <i>n.</i> 瑞士	clear up (天气) 放晴	chilly /'tʃɪli/ <i>adj.</i> 寒冷的
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- A. They forgot to buy an umbrella.
C. They were told it would rain.

B. They were caught in the rain.
D. They were given an umbrella.
- A. It was warm.
C. It was not sunny.

B. It was sunny.
D. It rained heavily.
- A. Snowy days.
C. Warm days.

B. Beautiful days.
D. Wet days.
- A. She is not going to visit Switzerland.**
C. She likes snow.

B. She likes the climate in Switzerland.
D. She is going to visit somewhere else.
- A. Join the man for a walk.
C. Stay home to do housework.

B. Go to the park.
D. Stay inside.

Script

- W: I wish we had taken an umbrella.
M: I'm sorry. I thought it would not rain today.
Q: What happened to the two people?

Q: What was the weather like yesterday?
- W: It looks like it's going to be sunny.
M: Yes, it's much better than yesterday.

3. W: Beautiful day, isn't it? I wish it would stay this way for the weekend.
M: As long as it doesn't snow!
- Q: What kind of weather for the weekend does the woman prefer?

5. What does the weatherman do once in a while?

He may make a mistake once in a while.

○ Script ○

Everybody talks about the weather, but nobody does anything about it. It is true. People usually begin their talks with “Isn’t it a nice day?” “Do you think it will rain?” “What a fine day!” etc. Many people think they can tell what the weather is going to be like. But they hardly agree with each other. One man may say “Do you see how cloudy it is in the east? It’s going to rain tomorrow.” Another man will say “No, it’s going to be fine tomorrow.” People often look for the weather they want. When a farmer needs water, he looks for something to tell him it’s going to rain. He won’t believe anything else. When friends have a travel, they are sure the weather is going to clear up very quickly. Almost everyone listens to what the weatherman says, but he doesn’t always tell us what we want, and once in a while he makes a mistake. Still, he probably comes closer to being correct than anyone else.



Section **B**

Open Your Mouth



Activity A **Matching**

The following are the names and pictures of some pub games. Write their names under the corresponding pictures.

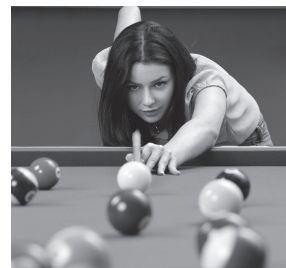
cards pool table football darts dominoes dice



① table football



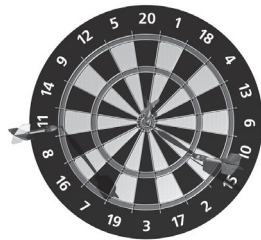
② dice



③ pool



④ dominoes



⑤ darts



⑥ cards

Activity B **Discussion**

1. Have you been to any pubs? What do you go to the pubs for?
2. Have you played the games above? What other pub games do you know?



Section Enrich Your Mind

Part One Texts

Background Information

There are over 60 000 pubs in the UK, and almost every street in Britain has at least one. Pub is as much a heritage as British historic castles. Thousands of years ago when Britain was conquered by Roman, Romans built network of roads to facilitate their transport and communication, and pubs began to appear along the roads as resting shelters for weary travelers. From then on, pub culture has become an indispensable part of British culture. Pubs have followed and reflected British life via the names. Before King Henry VIII, pubs related to religion often had names such as “Crossed Key”, “White Lion” pubs, dated from the time of Edward IV, represent royalty. Pubs named after famous people are common. Some typical names are The White Swan, The King’s Arms and The White Horse. Signs which hang outside the pubs are obvious features of British pubs. According to the legislation of King Richard II in the year 1393, every pub is compulsory to put a sign. In the past, most pub signs consisted of pictures rather than words, given the fact that the majority of citizens were illiterate. But nowadays pub signs have evolved and both pictures and words are involved to intrigue patrons.

Text A

在英国，无论男女老少，酒吧都是他们生活中必不可少的一部分，甚至很多英国人在下班后不急于回家，而是直奔酒吧与朋友一起喝上一杯。因此，对于那些想要融入英国社会并且想了解英国文化的人来讲，最简单易行的方式就是走进一家英国酒吧，全身心地感受英国独特的酒吧文化。

British Pubs

- 1 If you go to Britain, a pub is a landscape you can see in even the tiniest village. Many pubs in Britain have a long history, and in the early days pubs in the countryside offered travelers low-priced **accommodation**. In addition to this, pubs also offer some native food.

2 Today, few British pubs offer accommodation, but most offer **filling** meals. You can **taste** different kinds of local traditional food there and find an **array** of beers. Young people in growing numbers are attracted to pubs.

3 Pub culture **originated** in **promoting sociability**. While waiting at the bar for service, you are allowed to chat with other people who are also waiting to be serviced. The bar counter is properly thought to be the best site in Britain where friendly conversation with strangers is entirely appropriate and quite normal behavior.

4 **Seek** a **companion** and talk with him or her about the weather, the beer or the pub at an appropriate moment, offer the new companion a drink. This **exchange** is important, because in doing so, you may feel part of the pub crowd and **thereby** get to know more about Britain.

5 A pub is not only an important cultural location and a place where adults chat and make friends with each other, but also a **commuting** gathering place. After a day's work, people find a lot of entertainment there.

6 Pub games are the most **representative**. The British **indulge** in several pub games, including cards, pool, table football, and darts. Many pubs have dart teams, including ladies' teams. Another traditional activity to kill the time is the pub **quiz**. The pub quiz always starts with five or six rounds of questions, and each round has a **theme**. The themes are often quite general, like sports or history, but sometimes can be very **specialized**, like TV **monsters**.

7 The pub is a central part of British life and culture. If you go to Britain, it's a good chance to experience the local and traditional pub culture. Don't miss it! It won't make you **disappointed**.

(Words: 341)



Structure Analysis

Part	Paragraph	Main idea
1	Para. 1~Para. 2	British pubs have a long history and change gradually as time goes by.
2	Para. 3~Para. 4	A pub is a good place where people can chat and make friends.
3	Para. 5~Para. 6	People may find many entertainments in pubs.
4	Para. 7	Pub is a central part of British life and culture.

Chinese Version

英国的酒吧

1 如果你去英国的话,即便是在最小的村庄里,你也可以看到酒吧这道亮丽的风景。英国的很多酒吧历史悠久。早些时候,乡下的酒吧为旅行者提供便宜的住处。此外,酒吧里还备有当地的特色食品。

2 如今,提供住宿的酒吧为数不多了,但你在多数的酒吧都可以饱餐一顿。你可以品尝到种类繁多的

当地传统食品, 还可以看到琳琅满目的啤酒。越来越多的年轻人为之吸引。

- 3 在提升社交能力的需求下, 酒吧文化应运而生。当你在酒吧等候服务的时候, 你可以跟那些同样正在等候服务的人攀谈。在英国, 吧台被认为是最适合与陌生人交谈的地方, 在这儿, 与陌生人亲切交谈是完全适宜、非常正常的行为。
- 4 在适当的时候, 寻找一位伙伴, 与他或她就天气、啤酒亦或是酒吧本身聊上几句, 为你的新伙伴买杯饮料。这样的交流很重要, 因为这样你可以感觉自己融入到了酒吧的人群中, 并由此更好地了解英国。
- 5 酒吧不仅仅是重要的文化据点和成年人聊天、交友的地方, 它也是人们下班后聚会的常选之地。一天的工作结束后, 人们在这里可以找到更多的乐趣。
- 6 酒吧游戏是诸多娱乐活动中最具代表性的一种。英国人热衷的一些酒吧游戏有扑克牌、台球、桌上足球和掷镖。许多酒吧有包括女队在内的掷镖队。另一种传统的消遣项目是酒吧问答比赛。酒吧问答比赛通常以五到六轮的问题开始, 每一轮都有一个主题。这些主题通常是比较普通的, 如体育运动或者历史之类; 但有的时候也可能非常特别, 如电视里面的坏人。
- 7 酒吧是英国人生活和文化中的主要部分。如果你到英国去, 这是一个亲身去体验当地传统的酒吧文化的绝佳机会。千万不要错过! 你一定会失望的。

Word List

▲ **accommodation** /ə,kɒmə'deɪʃn/ *n.* 住处; 住宿

e.g. Accommodation is expensive in this city. 这个城市住房很贵。

They provided comfortable accommodations for visitors, including bed and breakfast. 他们为旅客提供舒适的住宿和早餐。

filling /'fɪlɪŋ/ *adj.* 能填饱肚子的

e.g. This cake is very filling. 这种糕点很能填饱肚子。

taste /teɪst/ *vt.* 品尝

n. 味道; 鉴赏力

e.g. Have you ever tasted bitter melon? 你吃过苦瓜吗?

This soup has the taste of chicken. 这汤里有鸡肉的味道。

She has rather poor taste in books. 她对书籍的欣赏水平相当低。

★ **array** /ə'reɪ/ *n.* 大堆, 大群

e.g. We have quite an array of leather shoes. 我们有一大批各类皮鞋。

★ **originate** /ə'ɪdʒɪneɪt/ *vi.* 起源, 发端于

vt. 创立, 创建; 发明

e.g. The quarrel originated in misunderstanding. 此口角起源于误解。

Locke originated this theory in the 17th century. 洛克于17世纪创立了这个理论。

Who originated the concept of stereo sound? 立体声是谁发明的?

▲ **promote** /prə'məʊt/ *vt.* 促进, 推动; 提升, 晋升

e.g. The society's aim is to promote peace and understanding between nations. 该协会旨在促进国与国之

间的和平与理解。

She has been promoted to vice manager. 她已被提升为副总经理。

★**sociability** /,səʊʃə'bɪləti/ *n.* 社交性; 善于交际

e.g. The Englishman prizes privacy; the American prefers sociability. 英国人珍视独处; 美国人则喜欢社交。

John is very good at sociability. 约翰非常善于交际。

seek /si:k/ *vt. & vi.* 寻找; 寻求; 争取

e.g. They sought shelter from the rain. 他们寻找避雨的地方。

We shall continue to seek for a solution to this problem. 我们将继续探索解决这个问题的办法。

They are seeking funding. 他们正在争取资金。

companion /kəm'pæniən/ *n.* 伙伴; 旅伴, 伴侣

e.g. He was a delightful companion, full of wit and humor. 他是一个很惹人喜爱的伙伴, 十分机智幽默。

My fellow travelers were good companions. 和我同行的人都是好旅伴。

exchange /ɪks'tʃeɪndʒ/ *n.* 交流; 交换

vt. 交换

e.g. We need to promote an open exchange of ideas and information. 我们需要思想和信息的公开交流。

The exchange of prisoners during the war is unusual. 战时很少交换俘虏。

The two prime ministers exchanged views on questions of common concern. 两位总理就共同关心的问题交换了意见。

thereby /ðeə'baɪ/ *adv.* 由此, 因此; 从而

e.g. He became a British citizen, thereby gaining the right to vote. 他成了英国公民, 因此获得了投票权。

Regular exercise strengthens the heart, thereby reducing the risk of heart attack. 经常锻炼可以增强心脏机能, 从而减少心脏病发作的危险。

▲**commute** /kə'mju:t/ *vt. & vi.* 上下班往返, 经常往返 (于两地)

e.g. Mary has to commute five miles to work. 玛丽每天得走五英里的路去上班。

He commutes from Beijing to Nanjing every week. 他每周乘车往返北京与南京。

▲**representative** /,reprɪ'zentətɪv/ *adj.* 有代表性的

n. 代表

e.g. The mansion is quite representative of Spanish art. 这幢大厦充分代表了西班牙艺术。

Mozart was one of the representatives of Vienna classical music school in the 18th century. 莫扎特是18世纪维也纳古典乐派的代表人物之一。

★**indulge** /ɪn'dʌldʒ/ *vi.* 沉湎, 沉迷, 沉溺 (于……)

vt. 迁就

e.g. Children like to indulge in candy and ice-cream. 孩子们贪吃糖果和冰淇淋。

▲表示A级词汇 ★表示超纲词汇 B级词汇不标注

If you will indulge me for one moment, I think I can explain the matter to you. 你要是容我把话说完, 我想我可以把此事给你解释清楚。

★**quiz** /kwɪz/ *n.* 问答比赛; 测验

vt. 盘问, 询问; 对……进行测验

e.g. Many people like to watch television quiz shows. 许多人喜欢看电视智力游戏节目。

We will have a quiz tomorrow morning. 我们明天早晨要小测验。

Four men are being quizzed by police about the murder. 警察就这起谋杀案正在盘问四个男子。

You will be quizzed on Chapter 6 next week. 下星期将考你们第六章。

theme /θi:m/ *n.* 主题

e.g. Do you know the theme of the 2012 London Olympic Games? 你知道2012年伦敦奥运会的主题吗?

★**specialized** /ˈspeʃəlaɪzd/ *adj.* 专门的, 专用的, 专业的

e.g. We need some specialized tools to open this broken door. 我们需要一些专用工具来打开这扇坏了的门。

★**monster** /ˈmɒnstə/ *n.* 怪物, 恶魔; 丑恶的东西

e.g. I saw a horrible monster in the forest. 我在林中见到一头可怕的怪物。

This machine is a real monster. 这个机器真是个庞然大物。

disappointed /ˌdɪsəˈpɔɪntɪd/ *adj.* 失望的, 沮丧的

e.g. He was disappointed at losing the race. 输掉了比赛他很失望。

Useful Phrases and Expressions

in addition to 除……之外

e.g. In addition to the names on the list, there are six other applicants. 除名单上的名字外, 还有六个申请人。

In addition to these five books, I have also bought three tapes of English. 除了这五本书外, 我还买了三盘英语磁带。

originate in 起源于

e.g. The custom originated in the small town. 这个风俗起源于这个小镇。

Coffee originated in Africa, not Latin America. 咖啡源自于非洲而不是拉丁美洲。

make friends (with) 成为……的朋友

e.g. The Internet brings you an infinite space to make friends. 网络带给你一个无限的交友空间。

It is hard for him to make friends with others. 他很难和别人交朋友。

indulge in 沉迷于

e.g. Don't let yourself indulge in vain wishes. 不要沉溺于空虚的希望。

They often indulge in playing cards. 他们常常沉迷于玩牌。



Notes

- 1 ***While waiting at the bar for service, you are allowed to chat with other people who are also waiting to be serviced.*** 当你在酒吧等候服务时，你可以跟那些同样正在等候服务的人攀谈。

本句中while后省略了you're。在以when, whenever, while, till, until, once等引导的时间状语从句中，若其主语与主句的主语相同，且谓语动词为be，则其主语和动词be通常省略。

e.g. You can't do your homework while watching TV. 你不能一边看电视一边做作业。

A friend is never known till needed. 患难之中见真交。

- 2 ***Don't miss it! It won't make you disappointed.*** 千万不要错过！你一定不会失望的。

make在句中意为“使，让”，为使役动词。使役动词是表示使、令、让、叫等意义的不完全及物动词，常见的使役动词有have, get, make, let, leave等。使役动词常用于“使役动词+宾语+宾语补足语”结构中，其宾语补足语的形式有动词不定式、分词、介词短语、形容词和名词等。

e.g. Don't shout! You'll have the neighbors complaining. 别大声嚷！你会遭四邻抱怨的。

We made him President of the union. 我们推选他为联合会会长。

Reading Comprehension

Choose the best answer according to the text you have read.

1. What can you learn from the first paragraph?
 - A. All pubs in Britain have a long history.
 - B. In Britain, you can't find pubs in villages.
 - C. In the early days, pubs in Britain offered accommodation.**
 - D. Pubs in Britain don't offer food.
2. What do British pubs offer nowadays?
 - A. They offer meals.**
 - B. They offer accommodation.
 - C. They offer room service.
 - D. They offer housekeeping service.
3. Which of the following is TRUE about pub games in Britain?
 - A. Pub quiz is the most representative entertainment in British pubs.
 - B. There are not many kinds of pub games in British pubs.
 - C. British people are interested in pub games.**
 - D. British people don't like playing darts.

4. A good chance to experience British culture is _____.
- A. to go shopping in department stores B. to read in the library
C. to go to pubs D. to chat with people
5. According to the passage, people can do a lot of things in a pub except that _____.
- A. you can make friends B. you can chat with strangers
C. you can play pub games **D. you can play all kinds of sports**

Text B

不要再为买了二手便宜货而羞于启齿啦！知道吗？现在这也是一种新时尚哦！赶快来做个新时尚达人吧！

Bargain Is the New Trend

- 1 Stepping into the most popular clothes stores in Britain or the US, you may be surprised by what's **hanging** from the **rails**. There'll be coats with **rips** in the pockets and shoes **scuffed** at the **heel**—lasting **traces** of the items' **previous** owners.
- 2 Yes, these clothes are second-hand. But if you're a young **fashionista**, you certainly won't view them as **second-rate**.
- 3 Several years ago, before the **recession** hit the Western world, the clothes at second-hand clothing markets were seen as worn and **old-fashioned** and the **customers** more so. It's pretty safe to say that, back then, if you could afford to shop elsewhere, you would. But today, as young people don't have much cash in hand, second-hand clothing has made a comeback.
- 4 "I don't see shopping in second-hand shops as a worse choice at all," said 24-year-old Fran Hall, a recent graduate of King's College London. "You can find some great stuff there and people are always impressed if they like something you're wearing and you tell them it's from a second-hand shop," Fran continued. "I guess people just think about what a great bargain you've got."
- 5 The trend for **vintage** clothing goes some way to explain the rise of second-hand items. Although vintage pieces haven't necessarily been worn before, they do all come from a previous **era**. Old items are in fashion and it's quite common to find many stars wearing vintage items that have a story behind them.
- 6 It's not only bargain **basement** fashion stores that have become popular. In the UK's Poundland shops, which stock everything from make-up to dog biscuits, business is **prosperous**. Each shop stocks about 3 000 products, including 800 big-name **brands**, and most importantly, every item is priced at £1 (11 *yuan*) or less.



7 How do the shops make money if they sell at such low prices? **Manufacturers**, it seems, are willing to bring down prices in return for big **volume purchases**. Of course, success is also down to the huge numbers of customers the stores attract. And surprisingly perhaps, the millions of shoppers that pass through Poundland come from all classes. Accordingly, the shops perform just as well in both rich and poor neighborhoods.

(Words: 368)

Structure Analysis

Part	Paragraph	Main idea
1	Para. 1~Para. 2	Second-hand clothes become more and more popular.
2	Para. 3~Para. 5	The reason of the rise of second-hand items.
3	Para. 6~Para. 7	UK's Poundland shops attract both rich and poor people with low prices.

Chinese Version

便宜货是一种新的流行趋势

- 1 走进英国或美国最尖端的潮流服饰店,你可能会讶异于店里摆放的物品。袋口开裂的外套,鞋跟磨损的鞋子,这些都是它们前任主人留下的痕迹。
- 2 是的,这里出售的是二手服装。但如果身为年轻的时尚潮人,你一定会不会小觑它们。
- 3 几年前,当西方国家还未遭遇经济衰退时,二手服装市场的服饰一度被视为低劣且过时的,而去过那里的顾客也会被人嗤之以鼻。可以这样讲,那个时候如果你能去其他地方买衣服,就决不会到那里去。可如今,年轻人捉襟见肘,二手服装也就正式回归了。
- 4 24岁的伦敦国王学院应届毕业生弗兰·豪尔表示:“我一点儿不觉得在二手商店购物是退而求其次的选择。”弗兰说道:“你可以在那里淘到很多好东西;如果有人喜欢你身上的穿着,你告诉他们这是从二手商店买的,他们便会对此留下深刻印象。我猜他们会想你这是捡了多大一个便宜呀!”
- 5 在某种程度上,人们对古董衣的推崇也是二手服饰兴起的原因之一。尽管古董衣不见得就是被人穿破的衣服,但毕竟都有些年头了。复古物品大行其道,越来越多的明星开始穿着有故事的古董衫。
- 6 备受人们追捧的不仅仅是那些可以讨价还价的地下时装店。在英国,经营范畴从化妆品到宠物饼干无不涉猎的百货折扣连锁店Poundland,也是生意兴隆。每家Poundland商店大概经营3 000种商品,其中包括800个大品牌。而最为重要的是,每件商品的标价仅为1英镑(合11元人民币),甚至更少。
- 7 如此低价,商家怎么赚得钱呢?或许是生产厂商愿意为大宗采购而降低价格。当然,商家之所以大获成功也离不开庞大的顾客群。而更令人惊讶的是,光顾Poundland的数百万顾客来自社会的各个经济阶层。因而,这些店面在富人区和穷人区一样生意火爆。

 **Word List**

bargain /'bɑ:ɡɪn/ *n.* 便宜货

vt. 讨价还价

e.g. This jacket is a real bargain at such a low price. 这件夹克衫这么便宜, 真划得来。

We refuse to bargain over the price. 我们拒绝在价格上讨价还价。

trend /trend/ *n.* 趋势

e.g. Price is recently in trend of rising. 最近, 物价有上涨的趋势。

hang /hæŋ/ *vi.* 悬挂

e.g. All the shirts hang together in the same wardrobe. 所有的衬衫都挂在同一个衣橱里。

It's very dangerous to hang out of the window. 把身子探出窗外是非常危险的。

★**rail** /reɪl/ *n.* (固定在墙上用来挂东西的) 横杆

e.g. We installed a stainless steel towel rail on the wall. 我们在墙上装了一个不锈钢的挂毛巾的横杆。

★**rip** /rɪp/ *n.* 裂口

e.g. She sewed up the rip in his sleeve. 她缝好了他衣袖上的裂口。

★**scuff** /skʌf/ *vt.* 磨损

e.g. I scuffed the heel of my boot on the step. 我的靴子后跟在台阶上磨坏了。

heel /hi:l/ *n.* (鞋、靴子等的) 后跟; 脚后跟

e.g. My heel has come away from the rest of the shoe. 我的鞋后跟从鞋子上脱落了。

His new boots have given him blister on his heel. 他的新靴子使他的脚后跟起了泡。

▲**trace** /treɪs/ *n.* 痕迹

e.g. They disappeared without leaving a trace. 他们不见了, 没有留下一点痕迹。

previous /'pri:vɪəs/ *adj.* 先前的, 以往的

e.g. We've had no previous dealings with this company. 我们以前和这家公司没有商业往来。

Have you had previous career experience? 你过去有过工作经验吗?

★**fashionista** /,fæʃnɪ'stə/ *n.* 超级时尚迷

e.g. She's a real fashionista, one who can tell Gucci from Pucci. 她是个能区分普奇和古奇的真正的时尚达人。

second-rate /,sekənd'reɪt/ *adj.* 二流的, 平庸的, 普通的

e.g. I bought the shoes in a second-rate department store. 我在一家二流的百货店买下那双鞋的。

They gave a second-rate performance and the audience were disappointed. 他们的表演实在太平庸了, 观众大失所望。

★**recession** /rɪ'seʃn/ *n.* (经济) 不景气; 后退

e.g. In the recession, our firm went through a bad time. 我们公司在经济衰退时期历尽艰辛。

His factory closed down during the period of economic recession. 在经济衰退时期, 他的工厂倒闭了。

old-fashioned /'əʊld'fæʃnd/ *adj.* 过时的

e.g. An old-fashioned bell tinkled as he pushed open the door. 当他推开门时, 一口旧式的钟丁零零地响了起来。

customer /'kʌstəmə(r)/ *n.* 顾客

e.g. The salesman hurried the customer to make a choice. 售货员催促顾客赶快做出选择。

★**vintage** /'vɪntɪdʒ/ *adj.* (过去某个时期) 典型的, 优质的

e.g. She loaded up his collection of vintage wines into crates. 她把他收藏的陈年佳酿装进板条箱里。

▲**era** /'ɪərə/ *n.* 时代, 纪元

e.g. We are living in the information era. 我们生活在信息时代。

The October Revolution ushered in a new era in the history of mankind. 十月革命开创了人类历史的新纪元。

★**basement** /'beɪsmənt/ *n.* 地下室

e.g. It is rather damp in the basement. 地下室很潮湿。

▲**prosperous** /'prɒspərəs/ *adj.* 兴旺的; 繁荣的

e.g. After their misfortunes the family slowly became prosperous. 灾难过后, 那个家庭又慢慢地兴旺起来。

It used to be a very prosperous town. 这个城镇过去很繁荣。

▲**brand** /brænd/ *n.* 品牌, 牌子

e.g. This is a very good brand of tea. 这种牌子的茶叶很好。

manufacturer /,mænju'fæktʃərə/ *n.* 制造商

e.g. The manufacturer's name is on the bottom of the plate. 制造商的名称在盘子的背面。

▲**volume** /'vɒljʊ:m/ *n.* 数量; 音量; 卷册

e.g. We needed to increase the volume of production. 我们需要提高产量。

He turned down the volume. 他调低了音量。

The bookseller took down a volume of Shelley's poems. 书店售货员拿下来一卷雪莱的诗集。

purchase /'pɜ:tʃəs/ *n.* 购买的物品

vt. 购买

e.g. His only big purchase has been a used Ford. 他买的唯一一个大件就是一辆二手福特。

They purchased the land for \$1 million. 他们以100万美元买下了这块土地。

Please ensure that you purchase your tickets in advance. 请您务必提前购票。

Proper Nouns

Poundland 一镑店 (成立于1990年, 是英国最大的廉价商品连锁店)

King's College London 伦敦国王学院 (伦敦大学的创校学院之一)

Useful Phrases and Expressions

view sb./sth. as 把……视为

e.g. They view activists as little more than meddlers. 在他们眼中, 积极分子不过是爱管闲事的人罢了。

Don't view things as static and isolated. 不要静止地、孤立地看待事物。

make a comeback 东山再起

e.g. The star plans to make a comeback after three years rest. 那位息影三年的影星打算复出。

He lost the last election but hopes to make a comeback next time. 他上次竞选失败, 但是希望下次卷土重来。

in fashion 流行, 时兴

e.g. The style of cloth is in fashion nowadays. 现在这种布料正流行。

This kind of dress is now in fashion. 这种衣服现在很时髦。

be willing to do sth. 愿意……

e.g. He was willing to make any sacrifice for peace. 他愿意为和平作出任何牺牲。

I am willing to admit that I do make mistakes. 我愿意承认我确实会犯错。

in return for sth. 作为对……的回报

e.g. I'll sell at a discount in return for a speedy sale. 为了尽快售出, 我会打折销售。

I wish I could do something in return for the kindness I have received from him. 我希望我能做点什么事来回报他对我的友好。

be down to sb. 依赖, 仰仗(某人)

e.g. It's down to you to check the door. 检查门是否关好是你的事。

She claimed her problems were down to the media. 她声称她的问题是媒体造成的。

pass through 经过, 路过

e.g. We pass through four countries on our way to Greece. 我们在前往希腊的途中经过了四个国家。

The crowd backed away to let the wounded man pass through. 人群向后退, 让受伤的人通过。



Notes

Old items are in fashion and it's quite common to find many stars wearing vintage items that have a story behind them. 复古物品大行其道, 许多明星开始穿着有故事的古董衫。

本句包含了一个形式主语句和一个限制性定语从句。形式主语句it's quite common to find many stars wearing vintage items中, it为形式主语, 真正的主语是动词不定式后的部分。限制性定语从句that have a story behind them修饰先行词vintage items。

Reading Comprehension

Decide whether each of the following statements is true (T) or false (F) according to the text you have read.

(F) 1. Nowadays, people are unwilling to buy in the second-hand shops.

(T) 2. According to Fran Hall, shopping in second-hand shops is a good choice.

- (F) 3. The rise of second-hand items is the reason of the popularity of vintage clothing.
 (T) 4. The success of Poundland lies in the great number of customers.
 (F) 5. Poundland shops perform better in rich neighborhoods.

Part Two Focus Exercises

A Words and Their Formations

Fill in each of the blanks with the appropriate form of the word from the list.

Example

care (v./n.) careful (adj.) carefully (adv.) careless (adj.) carelessness (n.)

- Now listen _____ everybody, I will repeat the sentence only once.
- Carrie doesn't _____ how far she has to walk.
- You should be _____ when talking with that sick man.

Key carefully care (v.) careful



Exercises

originate (v.) origin (n.) original (adj.) originally (adv.)	<ol style="list-style-type: none"> Our <u>original</u> plan was to go to Britain, but it was too expensive. The family had its <u>origin</u> in Canada. We <u>originally</u> intended to stay in Paris for just a few days.
promote (v.) promotion (n.) promotional (adj.)	<ol style="list-style-type: none"> This year's sales <u>promotions</u> haven't been very successful. He has been <u>promoted</u> to general manager. Many companies often launch <u>promotional</u> events and activities to advertise their goods.
norm (n.) normal (adj.) abnormal (adj.) normally (adv.)	<ol style="list-style-type: none"> I <u>normally</u> travel by public transport. People who commit crimes like that aren't <u>normal</u>. We were very surprised at his <u>abnormal</u> behavior.

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entertain (v.) entertainer (n.) entertainment (n.) entertaining (adj.)	<ol style="list-style-type: none"> 1. It seems that this story is very <u>entertaining</u>. 2. I like to <u>entertain</u> friends with music and refreshments at home. 3. This hotel is famous for its <u>entertainment</u>.
represent (v.) representative (n./adj.) unrepresentative (adj.) representatively (adv.)	<ol style="list-style-type: none"> 1. The committee includes <u>representatives</u> from industry. 2. Monsters in dreams often <u>represent</u> fears. 3. We would like you to change the samples because what we have received are <u>unrepresentative</u> ones.
prosper (v.) prosperous (adj.) prosperity (n.)	<ol style="list-style-type: none"> 1. The increase in the country's <u>prosperity</u> was due to the discovery of oil. 2. We are bound to <u>prosper</u> beyond other countries. 3. Farmers are looking ahead to a <u>prosperous</u> year.
manufacture (v./n.) manufacturer (n.) manufacturing (adj.)	<ol style="list-style-type: none"> 1. The workers in that factory <u>manufacture</u> furniture. 2. <u>manufacturing</u> industry was worst affected by the fuel shortage. 3. Germany is a major <u>manufacturer</u> of motorcars.
locate (v.) located (adj.) location (n.)	<ol style="list-style-type: none"> 1. The town is a good <u>location</u> for the old to enjoy the last years of their lives. 2. The general tried to <u>locate</u> the enemy's camp. 3. The city is <u>located</u> in the northeast of China.
purchase (v./n.) purchaser (n.) purchasable (adj.)	<ol style="list-style-type: none"> 1. The <u>purchaser</u> of the house will pay the deposit next week. 2. I'm afraid you find a wrong person if you think I'm <u>purchasable</u>. 3. The receipt is your proof of <u>purchase</u>.
afford (v.) affordable (adj.) affordability (n.)	<ol style="list-style-type: none"> 1. There are few <u>affordable</u> apartments in big cities. 2. A family on a budget can't <u>afford</u> meat every day. 3. In the US, the broad message is that <u>affordability</u> for first-time buyers has already been reduced.

B Phrases and Their Uses

I. Match each phrase in Column A with its corresponding Chinese meaning in Column B.

A	B
high-priced accommodation	一个时代的结束
local traditional art	前一年
have conversations with strangers	记忆痕迹
know about a city	创立自己的时尚风格
experience different cultures	流行趋势
create one's own fashion	当地传统的艺术
memory trace	昂贵的住宿
the end of an era	体验不同的文化
previous year	了解一个城市
popular trends	与陌生人交谈

II. Fill in each blank with an appropriate phrase given below, changing the form if necessary.

in addition to	chat with	originate in	indulge in	view... as
pass through	make friends with	bring down	in fashion	in return for

1. In addition to French, he has to study Japanese.
2. Tom attended school a week ago, but he found it hard to make friends with other students.
3. These people were viewed as their most dangerous rivals.
4. Miniskirts were in fashion in the late sixties.
5. It's pleasant to chat with good friends every day.
6. Could you pass through the gate again please?
7. I'd like to give him some present in return for his kindness.
8. Financial policies have played a part in stock markets during the last three years.
9. The price of petrol was brought down recently.
10. The boy has indulged in playing computer games recently.

C Translation

I. Choose the best translation for each sentence according to the context.

1. Today, few British pubs offer accommodation, but most offer filling meals.
 - A. 如今，提供住宿的酒吧为数不多了，但你在多数的酒吧都可以饱餐一顿。
 - B. 如今，提供住宿的酒吧为数不多了，但大多数都提供免费午餐。
 - C. 如今，只有很少的英国酒吧提供住宿，但大多数都提供填饱肚子的食物。
 - D. 如今，英国的酒吧几乎都不提供住宿，但是大多数都提供免费午餐。

2. Pub culture originated in promoting sociability.
 - A. 在提升社交能力的需求下，酒吧文化应运而生。
 - B. 酒吧文化起源于社交能力的提升。
 - C. 在提升的社交中产生了酒吧文化。
 - D. 社交能力的提升产生在酒吧里。
3. The pub quiz always starts with five or six rounds of questions, and each round has a theme.
 - A. 酒吧问答比赛通常以五到六个围绕同一主题的问题开始。
 - B. 酒吧问答比赛通常有五到六轮的问题，每个问题有个主题。
 - C. 酒吧问答比赛通常以五到六轮的问题开始，每一轮都有一个主题。
 - D. 酒吧问答比赛始于具有同一主题的五到六轮的问题。
4. The trend for vintage clothing goes some way to explain the rise of second-hand items.
 - A. 古董衣潮流可以解释二手服饰的兴起。
 - B. 人们对古董衣的推崇也是二手服饰兴起的原因。
 - C. 古董衣潮流过了一阵才能用来解释二手服饰的升起。
 - D. 人们对古董衣的推崇要过一阵子才能用来解释二手服饰的兴起。
5. It's not only bargain basement fashion stores that have become popular.
 - A. 不仅仅只有廉价的地下时装店才能流行起来。
 - B. 不仅仅只有那些可以讨价还价的基本款时装店可以流行起来。
 - C. 颇受人们追捧的不仅仅是那些可以讨价还价的基本款时装店。
 - D. 备受人们追捧的不仅仅是那些可以讨价还价的地下时装店。

II. Complete the sentences according to the Chinese information in the brackets.

1. His clothes were not appropriate for (不适合) that formal occasion.
2. She was willing to (愿意) fulfill her plan at any price.
3. He lost the last election but hopes to make a comeback next time (希望下次能够卷土重来).
4. It's impossible for you to (对于你来说是不可能的) get there in two hours. (用it引导的形式主语句)
5. The prosperity which/that had never appeared before (以前从未有过的) took on in the countryside. (用限制性定语从句)

Section **D**

Keep Your Feet on the Ground



Attributive Clause I (定语从句 I)

所谓定语从句，即在句中用一个具有主谓结构的完整的句子来充当定语，修饰前面的名词（短语）或代词。定语从句分为限制性定语从句和非限制性定语从句。被定语从句修饰的词称为先行词。定语从句一般置于先行词之后。定语从句由一定的关系词（关系代词或关系副词）来连接，关系词在定语从句中起两个作用：一是连词作用，即将定语从句和句子的其余部分连接起来；二是代词作用，即用来重复指代先行词的含义，在定语从句中做句子成分。

一、引导定语从句的关系词

关系词	作用	先行词	例句
that, who, whom (只做宾语)	主语、宾语、表语	人	Where is the girl who/that sells the tickets? (who/that 做主语) He is the man who/whom/that you are looking for. (who/whom/that 做宾语) He is not the man that he used to be. (that 做表语)
that, which	主语、宾语、表语	物、时间、地点、原因	The flight that/which has just left is for London. (that/which 做主语) The film that/which we saw last night is wonderful. (that/which 做宾语) China is not the country (that) it was. (that 做表语)
whose	定语	人、物	Do you know the man whose English is excellent?
when	状语	时间	July and August are the months when the weather is hot.
where	状语	地点	She will go home where she can have a rest.
why	状语	原因	Do you know the reason why he left early?

二、限制性定语从句

限制性定语从句对其先行词起限定、修饰的作用。它与主句的关系很密切，不能用逗号隔开，如果将其去掉，会影响句子意思的完整性。其用法如下：

1. 当先行词前带有表示类别的不定冠词时，其后用限制性定语从句。

e.g. He is a man who deserves our trust. 他是那种值得信赖的人。

2. 当先行词前带有定冠词，特指上文提到的人或物时，其后用限制性定语从句。

e.g. She is the girl who told me the news. 她就是告诉我那个消息的女孩。

3. 当先行词前有all, any, some, every, no等不定代词时，其后通常用限制性定语从句。

e.g. Any man who smokes cigarettes is risking his health. 任何抽烟的人都是在危害自己的健康。

三、非限制性定语从句

非限制性定语从句与主句之间用逗号隔开，与主句的关系比较松散。它对先行词没有限定、修饰的作用，只起补充、说明的作用，即使将其去掉，也不会影响句子的意思。非限制性定语从句的先行词可以是单个的词或词组，也可以是整个主句。其用法如下：

1. 当先行词是专有名词或被物主代词或指示代词修饰时，其后用非限制性定语从句。

e.g. My house, which I bought last year, has got a lovely garden. 我去年买的那幢房子带一个漂亮的花园。

2. 非限制性定语从句还能将整个主句作为先行词，对其进行修饰，这时从句的谓语动词要用第三人称单数。

e.g. Liquid water changes to vapor, which is called evaporation. 液态水变为蒸汽，这就称为蒸发。

Test Yourself

I. Determine whether relative clauses in the following sentences are restrictive or non-restrictive. Then punctuate the sentences where necessary and translate them into Chinese orally.

1. My wife who works as a journalist is an excellent cook.

My wife, who works as a journalist, is an excellent cook.

我妻子很会做菜，她是一名记者。

2. She is a woman who is beautiful and kind.

她是那种既美丽又善良的女人。

3. The man (whom) she's getting married to is an engineer.

她的结婚对象是一位工程师。

4. She had eight children three of whom lived to grow up.

She had eight children, three of whom lived to grow up.

她有八个孩子，其中三个有幸活下来并且长大成人。

5. There is no man that has no shortcoming.
人无完人。
6. He invited us to dinner which was very kind of him.
He invited us to dinner, which was very kind of him.
他能邀请我们吃晚饭真是太好了。
7. Peter Smith who lives in Bradford rang you earlier.
Peter Smith, who lives in Bradford, rang you earlier.
住在布莱福特的彼得·史密斯打电话给你了。
8. They explained the reason why they had hated us before.
他们解释了之前仇恨我们的原因。

Restrictive Relative Clauses: 2, 3, 5, 8

Non-restrictive Relative Clauses: 1, 4, 6, 7

II. Fill in the blanks with proper relative pronouns (and commas where necessary).

1. The British police who/that carry guns are highly trained.
2. I gave her a piece of cake , which she ate greedily.
3. I don't like having to talk to people whom/that I've never met before.
4. I'll show you the photographs that/which I took on my last holiday.
5. Those who know how to use time will learn most.
6. He admires Mrs. Brown , which surprises me.
7. Politicians who/that deceive the public are a dishonorable bunch of people.
8. My cat , who likes to sleep in front of the fire all day, is getting a little overweight.

III. Combine each group of sentences into one containing a relative clause.

1. You sent me a present. Thank you very much for it.
Thank you very much for the present (that) you sent me.
2. He changed his mind. It made me very angry.
He changed his mind, which made me very angry.
3. I was sitting in a chair. It suddenly collapsed.
The chair (which/that) I was sitting in suddenly collapsed./The chair in which I was sitting suddenly collapsed.
4. Peter had been driving all day. He suggested stopping at the next station.
Peter, who had been driving all day, suggested stopping at the next station.
5. She said that the men were thieves. This turned out to be true.
She said that the men were thieves, which turned out to be true.



Section **Try Your Hands**

Letter of Invitation & Reply (邀请函及回函)

邀请函和回函是社会交往中常见的通信形式，主要用于日常交往、商务活动和外事活动中，可分为正式和非正式两种。正式邀请函一般用于正式的、大型的社交活动中，如重要会议、正式晚宴等。非正式的邀请函主要用于非正式的社交场合，如请朋友吃饭、看电影等。



Notes

邀请函和回函与其他信函一样，通常由信头、信内地址、称呼、正文、结尾礼词和签名等几部分组成。其中，在非正式的邀请函和回函中，信内地址经常省略。

1. 邀请函

邀请函需说明邀请的原因和活动的地点、时间及安排等；邀请函的语言要简短而热情。

2. 回函

回函分为接受邀请的回函和谢绝邀请的回函。回函中应明确表明接受邀请还是不接受邀请，不能含糊其辞，语言要简短而诚恳。回函的格式一般要与收到的邀请函的格式一致，即正式的邀请函要采用正式的回函，非正式的邀请函则采用非正式的回函。

接受邀请的回函一般包含以下内容：

- 1) 感谢对方的邀请，并重述邀请函中的主要内容，如时间、地点等。
- 2) 表示高兴地接受邀请，并简要说明自己的打算。
- 3) 表示期待赴会。

谢绝邀请的回函一般包含以下内容：

- 1) 感谢对方的邀请。
- 2) 说明自己无法应邀的原因，并对无法出席表示遗憾，有时可提出下次再接受邀请的希望。
- 3) 祝愿自己未能参加的活动顺利进行。



Sample Writing

假设你是双击网络有限公司的Susan Harris，给Lockwood健康协会写一封邀请函，邀请该协会副会长Jeremy Simmons于下周一前来公司参观。参观期间，将安排他与公司总经理会面，讨论相关商务事宜(可自拟)。

Double Click Networks Shop 4
WN Shopping Center
Ph: (02) 9520 1995
Fx: (02) 9520 1992

发信人公司名 发信人地址及联系方式

March 12, 2013

Lockwood Health Association
23 Main Street
Lockwood, NJ

收信人地址

Dear Sirs,

邀请函内容

We are cordially inviting Jeremy Simmons, Vice President to visit on Monday, April 3. During this trip he will meet with our company, general manager to discuss the sale and distribution of products. I appreciate your prompt attention to this matter.

Sincerely,
Double Click Networks Ltd
Susan Harris

回函范例1：接受邀请

Dear Mr. Zhao,

Thank you very much for kindly inviting my wife and me to your house-warming on Saturday, October 10. We are delighted to accept the invitation and would arrive at your new house at 9:30 am. It's been a long time since we were together. We look forward to a happy day in your house!

接受邀请，表示感谢

Yours truly,
Liu Yong

回函范例2：拒绝邀请

Dear Jason,

I am so sorry that I cannot come to your birthday party and share the joy of being together with old acquaintances. I have to attend an important examination on that very day.

I do appreciate your inviting me and hope I will have the opportunity to meet you and the others someday in the near future. I hope you'll have a good time at the party!

Sincerely yours,

Jane Hill

委婉拒绝邀请，给出理由，表达谢意与祝愿

Useful Sentence Patterns

发出邀请

1. This is to formally invite you to our cocktail party on the coming Friday evening. 现正式邀请您参加周五晚上的鸡尾酒会。
2. Your presence is requested at the reception. 请您出席招待会。
3. We should be very pleased if you could honor us with your presence. 如蒙光临，我们将不胜荣幸。
4. You are cordially invited to the dinner party. 真诚地邀请您参加这次宴会。
5. We hope you will be able to share this happy occasion with us. 我们希望您能和我们一起分享这一幸福时刻。

接受邀请

1. Thank you for inviting us to your marriage service on Sunday. We are pleased to accept the invitation. 感谢您邀请我们参加您周日的结婚典礼。我们非常高兴接受邀请。
2. I am really grateful for your inviting me and hope I can meet you in the near future. 我真的很感激您的邀请，并希望能在不久的将来见到您。
3. It will be a great honor to attend the press conference. 非常荣幸能参加这个记者招待会。
4. Nothing could give us more pleasure than accepting your kind invitation. 我们最为高兴的莫过于接受您的盛情邀请。
5. I am much pleased/delighted to accept your kind invitation to your get-together. 我很高兴接受你们的盛情邀请，参加你们的聚会。

拒绝邀请

1. I wish I could attend the cocktail party on Saturday, but unfortunately, I have a schedule conflict. 真希望我能够参加周六的鸡尾酒会，但是很遗憾，由于有时间上的冲突，我不能参加。
2. Unfortunately, the pressure of urgent business will not allow me to be present on your wedding banquet. 很遗憾，因有要事在身，我无法参加您的婚宴。

3. Most unfortunately, we are obliged to decline your kind invitation to the opening ceremony on account of a previous engagement. 很遗憾，由于有约在先，我们无法接受您的盛情邀请参加开幕式。

4. Please accept my sincere regrets for not being able to join you at your graduation ceremony. 不能参加你的毕业典礼，我甚为遗憾。

5. I regret/am so sorry that my schedule will not allow me to attend the gathering. 很遗憾/抱歉，我已另有安排，无法参加聚会。

Writing Practice

Read the letter below carefully and write two letters to answer the invitation, one of which is to accept the invitation while another is to decline the invitation.

December 16, 2012

Dear Jessica,

I am hoping that you can take part in the Christmas party on the evening of December 24. The party will begin at 7:30 pm. Many of our university classmates will come, and it will be a very nice gathering. I do hope you can come.

Yours,
Emma Brisly

○ Reference writing ○

Accept the invitation:

December 21, 2012

Dear Emma,

It is very kind of you to invite me to the Christmas party. I am delighted to accept the invitation and I will be there on December 24 at 7 pm.

It's delightful to see our university classmates again. I will expect that day from now on.

Yours,
Jessica

Decline the invitation:

December 21, 2012

Dear Emma,

Many thanks for your kind invitation to me to the Christmas party on December 24 at 7 pm. However, unfortunately, I will have a journey to Beijing on December 22 and will be there for about one week. Therefore, I am unable to attend the party, much as I would have liked to do so.

I hope there will be another opportunity in the near future to meet you and the other classmates. Hope you'll have a good time at the party!

Yours,
Jessica



Section **F** Lighten Your Brain



Part One An English Song

Activities

1. Listen to the song and fill in the blanks with the exact words you have just heard.
2. Listen to the song again and sing along.

We Are Never Ever Getting Back Together

by Taylor Swift

I remember when we ①broke up the first time
Saying this is it I've had enough
'cause like we hadn't seen ②each other in a month
When you said you needed ③space ... what
Then you ④come around again and say
Baby I miss you and I ⑤swear I'm gonna change
Trust me
Remember how that ⑥lasted for a day
I say I hate you, we break up, you call me, I love you

Oh woo-oh
We called it off again last night
But oh woo-oh, this time I'm telling you
I'm telling you
We are never ever ever getting back together
We are never ever ever getting back together
You go talk to your friends talk to my friends talk to me



But we are never ever ever ever getting back together
Like...ever

I'm really gonna miss you ⑦picking fights
And me falling for it ⑧screaming that I'm right
And you would ⑨hide away and find your piece of mind
With some **indie** record that's much cooler than mine

Oh, oh, you called me up again tonight
But oh woo-oh, this time I'm telling you
I'm telling you
We are never ever ever getting back together
We are never ever ever getting back together
You go talk to your friends talk to my friends talk to me
But we are never ever ever ever getting back together
I used to think that we were forever, ever
And I used to say never say never
So he calls me up and he's like "I still love you"
And I'm like
I mean this is ⑩exhausting ... you know... like we are never getting back together
Like... ever

We are never ever ever getting back together
We are never ever ever getting back together
You go talk to your friends talk to my friends talk to me
But we are never ever ever ever getting back together
Oh woo-oh oh
You go talk to your friends talk to my friends talk to me
But we are never ever ever ever getting back together



Notes

indie *adj.* 独立制作的

Background Tips

We Are Never Ever Getting Back Together (《我们再也回不到一起》) 是美国乡村音乐小天后 Taylor Swift (泰勒·斯威夫特) 在2012年8月新发布的专辑 *Red* 中的第一首主打歌。这首歌一经推出就打破记录, 成为上榜首周全世界单曲销量第二的歌曲, 并创造了女歌手单曲单周销量第一的世界新纪录! 歌曲延续了她一贯的风格, 清新, 旋律轻快, 朗朗上口。

Part Two A Funny Story

Present for Girlfriend

At a **jewelry** store, a young man bought an expensive **locket** as a present for his girlfriend. "Shall I **engrave** her name on it?" the **jeweler** asked.

The customer thought for a moment, and then said, "No, engrave it 'To my one and only love'. That way, if we ever break up, I can use it again."



Notes

1. jewelry *n.* 珠宝
2. locket *n.* 盒式项链坠
3. engrave *v.* 刻上
4. jeweler *n.* 珠宝商



**Sample Teaching Tips for Each Part****Section A Wake Up Your Ears**

Students work in pairs and briefly discuss expressions to show culture and fashion in English, then draw conclusions together by learning Listening Tips. Study word tips and do Listening Practice one by one. Check the key to the exercises together.

Section B Open Your Mouth

Teachers divide the class into groups with 4 members in each group, and ask students to do matching by studying the pictures printed in the book carefully. Students are expected to add as more details as possible.

Teachers invite some students of the groups to report answers to the whole class.

Teachers may lead the open discussion directly after the matching activity by asking several students to state their opinions.

Section C Enrich Your Mind**Part I Text A / Text B**

1. Study Word List, Useful Phrases and Expressions.
2. Students read the text for the first time, and do the Reading Comprehension to get the specific information of the texts.
3. Students learn the texts in detail. Teachers should concentrate on the useful expressions and difficult language points of the texts. This helps students to have a better understanding of the texts. In this process, teachers should pay more attention to the sentence patterns mentioned in Notes.

Part II Focus exercises**Words and Their Formations**

Study the examples together first, then do the exercises. When doing the exercises, Teachers should help students to correctly analyze the part of speech of the word filled in each of the blankets.

Phrases and Their Uses

Students do the exercises. For exercise II in this part, teachers should ensure that students know the correct forms of the words if necessary.

Translation

For Exercise I, teachers should help students to realize the correct structure of each sentence, then ask them to put the sentences into Chinese and choose the best translation from the four choices. When doing exercises II, students can refer back to the texts studied, and find the correct expressions. Teachers should tell students to use correct tense, part of speech, etc.

Section D Keep Your Feet on the Ground**Grammar—Attributive Clause I**

Before students study the rules, teachers may ask students to do a brainstorm on what they have

known about attributive clause in English grammar. Teachers teach students the rules, paying special attention to some difficult points.

Test Yourself

Teachers ask students to do the exercises, and then check the answers together.

Section E Try Your Hands

Writing—Letter of Invitation & Reply

Teachers ask students to study the sample writing and draw a conclusion on how to write a letter of invitation & reply by referring back to Notes above. Teachers may let students study the Useful Sentence Patterns briefly.

Writing Practice

Students should study the directions of the writing carefully, then do a brainstorm on how to organize the writing. Teachers should remind students of the form of the letter of invitation & reply. Teachers give students time to write the letter of invitation & reply, and invites one or two students to read their writing to the class. (Option for Teachers: This can be homework.) Teachers should make comments on their writing.

Section F Lighten Your Brain

Part One An English Song

Teachers ask students to listen to the song and fill in the blanks with the exact words that they have heard. Check the missing parts together, then play the song again and ask students to sing along.

Part Two A Funny Story

Teachers may ask students to read the story for fun.

Drive the business or it will drive you.

—Benjamin Franklin

不是你驾驭生意，就是生意驾驭你。

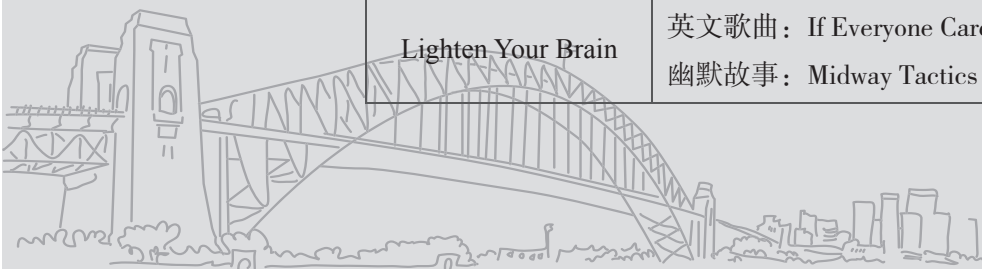
——本杰明·富兰克林

Unit 2

Business

Objectives

Wake Up Your Ears	能听懂有关外出就餐的英语表达。
Open Your Mouth	能对物品进行描述，确定该物品的价钱，并对所描述的物品进行拍卖。
Enrich Your Mind	<p>Text A: 本文讲述了一名优秀的商人所具有的品质。通过对本文的学习，我们可以了解到成功的商人依靠灵活、敏锐的头脑和科学、丰富的经营理念去决定胜负。</p> <p>Text B: 本文讲述了谈判的定义及谈判方法。通过学习本文，我们可以了解到成功的谈判不是压制，而是对话，是倾听，是一种双赢的行为。</p>
Keep Your Feet on the Ground	了解定语从句的种类并掌握其用法。
Try Your Hands	了解并掌握商务信函的写作方法及技巧。
Lighten Your Brain	英文歌曲: If Everyone Cared 幽默故事: Midway Tactics



Section A

Wake Up Your Ears



Part One Listening Tips

厌倦了一成不变的食谱？又到了重要节日要聚餐？一起出去吃饭开心一下吧！可以去饭店点菜，也可以到自助餐厅吃自助餐。当然，这个时候就不要再去看快餐店吃没有营养的垃圾食品了。到了餐馆会有服务生帮你点菜，如果是在西餐厅就餐，付账时别忘了给小费哟！

Part Two Listening Practice

A Dialogue

Listen to the dialogues and choose the best answer to each question from the four choices marked A, B, C and D.

Word Tips

reservation /ˌrezə'veɪʃn/ *n.* 预订

awfully /'ɔːfʊli/ *adv.* 非常

appetizer /'æpɪtaɪzə/ *n.* 开胃品

be on a diet 节食

non-smoking /nɒn'smɔːkɪŋ/ *adj.* 禁烟的

side salad 配菜沙拉

split /splɪt/ *v.* 分摊

dessert /dɪ'zɜːt/ *n.* 甜点

- A. In smoking area.
C. In a private dining room.

B. In non-smoking area.
D. It's not mentioned in the dialogue.
- A. About eight minutes.**
C. Less than one minute.

B. Half an hour.
D. She won't wait.
- A. Side salad and steak.
C. Fried chicken and appetizer.

D. Appetizer and steak.
B. Steak and fried chicken.
- A. The man.
C. They will go Dutch.

B. The woman.
D. Neither of them will pay.
- A. The rest of the salad.
C. Nothing.

B. Ice cream.
D. A piece of cake.

Script

1. W: Good evening. Do you have a reservation?
M: Yes. The reservation is under Lin.
W: Very good, Mr. Lin. Do you prefer smoking or non-smoking seating?
M: Non-smoking, please.
Q: Where will the man sit?
2. M: Awfully sorry, but there are no tables left now. Would you like to wait for a moment?
W: How long a wait do you think there'll be?
M: About eight minutes, I think.
W: OK, we will wait for a while.
Q: How long will the woman wait to get a table?
3. W: How would you like your steak cooked?
M: Well done, please.
W: Would you like a side salad?
M: No. Thanks.
- W: OK. I will bring your appetizer immediately.
Q: What did the man order for his meal?
4. M: What do you say we eat out in the restaurant around the corner?
W: That's a good idea!
M: Great! I'll pick you up at 6:00. And the meal is on me.
W: I prefer we split the bill.
Q: According to the woman, who will pay for the dinner?
5. M: Can you eat the rest of the salad?
W: No, thanks. I am supposed to be on a diet.
M: Why don't we have something for dessert?
W: I really shouldn't, but I'll have a little ice cream.
Q: What will the woman eat?

B Conversation

Listen to the conversations twice and choose the best answer to each question from the four choices marked A, B, C and D.

Conversation 1

Word Tips

book /bʊk/ v. 预订

confirm /kən'fɜ:m/ v. 确认

intend /m'tend/ v. 打算

a la carte 照菜单点

buffet /'bʊfeɪ/ n. 自助餐

1. A. 7:00 on Sunday night.
B. 7:30 on Sunday night.
C. 7:30 on Saturday night.
D. 7:00 on Saturday night.
2. A. A la carte.
B. Nothing.
C. Seafood buffet.
D. French food.

Script

W: Good afternoon. Alice's Restaurant. May I help you?

M: Yes. I'd like to book a table for Saturday evening, please.

W: Certainly. For how many people?

M: There will be five or six of us. Could we book a private room?

W: I'll just check. At what time on Saturday evening?

M: Our first choice would be 7:00, or perhaps 7:30.

W: Yes. We can book you a private room for up to eight people at 7:00. May I have your

name please?

M: The last name is Smith. That's confirmed then. 7:00 on Saturday night.

W: Yes. And do you intend to order a la carte or will you be having our seafood buffet?

M: Oh, we'd like the buffet please. We've heard it's very good.

W: Thank you, Mr. Smith, see you this Saturday at 7:00.

M: We will be there! Thanks for your help!

Q1: What time does the man book?

Q2: What does the man intend to order?

Conversation 2

Word Tips

graceful /'greɪsfl/ *adj.* 优雅的

salmon /'sæməŋ/ *n.* 鲑鱼

thoughtful /'θɔ:tfʊl/ *adj.* 体贴的, 关切的

high-quality /haɪ'kwɒlətɪ/ *adj.* 高质量的

to one's satisfaction 使某人满意

3. A. It's hot.

C. It's graceful.

4. A. Wine.

C. Western food.

5. **A. The man.**

C. Neither of them.

B. It's old.

D. It needs improvement.

B. Salmon.

D. Eastern food.

B. The woman.

D. The man's friend.

Script

M: Kelly, since you're the guest of honor, please sit in the honored-guest seat.

W: Thanks! This is a graceful place with good atmosphere and high-quality service.

M: Yes. And there are all kinds of food cooked to different tastes, whether western or

eastern. Would you like to order first, Kelly? I know the restaurant is famous for its salmon.

W: Well, I'm not an expert, but I do like to drink white wine once in a while.

M: I'm sure it will be to our satisfaction.

Make yourself at home. People nowadays seem not to be particular about the rules of ordering dishes.

W: I know I'm your guest here, but I'd really like to pay the bill in order to express my thanks.

M: I'm afraid I have to disappoint you, Kelly. I am the host in the invitation to this restaurant.

W: You are always thoughtful!

Q3: How is the restaurant they are in now?

Q4: What is the restaurant famous for?

Q5: Who will pay the bill at last?

C Passage

Listen to the passage three times and complete the answers with a word or a short phrase.

Word Tips

napkin /'næpkɪn/ *n.* 餐巾

fold /fəʊld/ *v.* 折叠

farthest /'fɑ:ðɪst/ *adj.* 最远的

side by side 并排

avoid /ə'vɔɪd/ *v.* 避免

lap /læp/ *n.* (坐着时的) 大腿部

silverware /'sɪlvəweə/ *n.* 银器 (尤指餐具)

beneath /bɪ'ni:θ/ *prep.* 在……下面

signal /'sɪgnəl/ *v.* 表明

unsure /,ʌn'sʊə/ *adj.* 无把握

1. What about the table manners in different countries?

The table manners in every country are different.

2. In what ways will the table manners help you?

The table manners will help you enjoy western food with your American friends.

3. What shouldn't we do when eating something in a bowl?

We should not leave the spoon in the bowl.

4. What should we do when finishing the meal?

We should place the knife and fork side by side on the plate.

5. How can one avoid making mistakes in their table manners?

By observing the way the others eat.

Script

Table manners in every country are different. What is polite in China may not be polite in other countries. These basic rules will help you enjoy western food with your American friends. First, always put the napkin on your lap first. Before you leave the table, fold your napkin and put it beside your plate. As the meal is served, use the silverware farthest from the plate first. When eating something in a bowl, do not leave the spoon in the bowl. Put it on the plate beneath the bowl. And never pick the bowl up to hold it close to your mouth. When you have finished your meal, place your knife and fork side by side on the plate. This signals that you have finished eating. Observe the way the others eat. This is the best way to avoid making mistakes when you are unsure of what to do.





B Section Open Your Mouth

Activity A Auction

Step 1—Preparation

Work in groups. Each group chooses an ordinary object and decides its price together. Write down the descriptions of the object on a piece of paper to make it extraordinary. Choose one student to be the seller of the object.

Step 2—Selling the object

Some students of the groups present their objects to the whole class and try to sell them with the best price. Other students in the class act as the buyers of the objects.

Activity B Discussion

Which group is the most successful? Why?



Section Enrich Your Mind



Part One Texts

Background Information ←

Nowadays, we are surrounded by so many successful persons. What makes them so successful? Here are some factors that are very important to a successful businessman. First, believe in your idea. Never underestimate what you can do. You may surprise yourself. Second, businessman should also have a clear view on what is happening in the market. Third, you should know everything about your business. Fourth, hire the right people. You need employees, partners and mentors you trust, who will give you honest feedback. Fifth, keep the team motivated. Appreciate and acknowledge the positive behaviors of team members so that the behaviors turn into consistent practices. Last, business is an entrepreneurship run by you. To run the business, you must have the attitude to win. To become a successful businessman, your attitude must be to “dream the sky and ensure that you are at sky”. Try and try, till you succeed.

Text A

成功的商人依靠灵活、敏锐的头脑和科学、丰富的经营理念去决定胜负。立志做一名成功的商人就应该不断学习、经受磨练，培养企业家所具有的品质。

What Makes a Good Businessman

- 1 In my opinion, “a good businessman” means a person who **conducts** his own business successfully or who is a CEO of a successful company owned by others. The qualities of a great businessman are **client** focus, respect for the **individual**, teamwork, responsible **citizenship** and honesty. Nobody, in any walk of life, can really succeed without these five qualities.
- 2 The particular **unique** quality that **leaps** out in successful business people is their **instinctive** “**entrepreneurial**” minds. Let me try to explain this in my own way.

- 3 Tell a public **servant** that a bridge is about to be built across the river. The instinctive **reaction** is **negative** thoughts about public cost and **logistical** impacts.
- 4 Tell a successful employee the same and the reaction is something like “Great, it cuts ten minutes off my travel time.”
- 5 But, an entrepreneurial mind automatically thinks in the flash of a second, and before any other thought, just for one example, “Wow, that means land prices will rise on the other side of the river.”
- 6 You see, successful business people usually have an “entrepreneurial” mind which immediately identifies “**opportunity**” in any situation. It’s a quality which can hardly be learned in **management** schools or from textbooks. It’s just a personal and very **automatic** way of thinking which I **suspect** is developed in childhood.
- 7 **Figuratively** speaking, successful business people get to be successful by exercising their entrepreneurial minds in spending hard time and cash working out exactly where the next bridge will be built across what rivers in this world. That entrepreneurial quality often results in successful people working “on” their business, not “in” their business.
- 8 So, in answer to your question “what makes a good businessman”, and **broadly** speaking, I think you just look for people who work “on” their business rather than “in” their business. They are the ones with the best entrepreneurial minds and most likely to succeed.



(Words:319)

Structure Analysis

Part	Paragraph	Main idea
1	Para. 1	Qualities that make a businessman successful.
2	Para. 2~Para. 7	What are entrepreneurial minds and how they lead businessmen to their success.
3	Para. 8	People with best entrepreneurial minds are most likely to succeed.

Chinese Version

什么成就一位优秀的商人

- 1 以我之见，“一名优秀的商人”就是一位成功驾驭自己生意的人，或者是他是一家由他人经营的成功公司里的CEO。一位优秀的商人所要具备的品质包括顾客至上、尊重个体、团队合作、负责任的公民

意识以及诚实可信。在各行各业中,没有这五种品质,任何人都不能获得成功。

- 2 在成功人士中,尤其特别引起人们关注的是他们尤其独特、与生俱来的企业家头脑的品质。请允许我用自己的方式来对此做一番解释吧。
- 3 告诉一位公务员那条河上将造一座桥。他的本能反应是与公共开支与后勤方面的有关的负面想法。
- 4 把同样的事情告诉一位成功的雇员,他的反应会是诸如“棒极了,又可以为我省去10分钟的路程了!”之类的话。
- 5 但是,一个企业家头脑会在产生任何其他念想之前,刹那间自动闪现一个想法,这里仅打个比方:“哇,这就意味着河对岸的地价又要升值了。”
- 6 你看,成功的商人经常拥有企业家头脑,这种头脑在任何情景下都能迅速发现“机遇”。企业家头脑是一种不能在管理学校或从书本上学得到的素质。这种个人的、无意识的思维模式,我认为,是从孩提时期养成的。
- 7 形象地说,成功的商业人士之所以获得成功,是因为他们能运用自己的商业头脑来花费时间和金钱去准确计算下一座桥将在何时建造在世界的哪条河上。这种企业家的素质往往使成功人士将自己的工作建立在超越于自己的企业之上,而不仅仅是局限于企业内部。
- 8 所以,对于你的“什么成就一位优秀的商人”的问题,广义上说,我认为你只要寻找那些将自己的工作建立在超越于自己的企业之上,而不仅仅是局限于企业内部的人士。他们是最有创业思想和最可能成功的人士。



Word List

conduct /kən'dʌkt/ *vt.* 管理, 处理; 指挥

e.g. They hired agents to conduct their company. 他们雇用代理人来管理他们的公司。

Do you feel able to conduct an orchestra? 您看您能指挥交响乐团吗?

▲**client** /'klaɪənt/ *n.* 客户; 委托人

e.g. The manager said (that) he believed (that) the client would come next week. 经理说他相信客户下周会来的。

If a lawyer has plenty of clients, he grows rich. 律师如果有大量的诉讼委托人, 就会财源不断。

▲**individual** /,ɪndɪ'vɪdʒuəl/ *n.* 个人, 个体

adj. 单独的, 个别的

e.g. What does it mean to be a unique human individual? 成为一个独特的个体意味着什么?

A teacher can't give individual attention to each pupil if his class is large. 如果班上的人数多, 老师就不能给予个别辅导了。

★**citizenship** /'sɪtɪzənʃɪp/ *n.* 公民的身份或义务; 公民权利 (资格)

e.g. Denny was German by birth but is now of French citizenship. 丹尼在德国出生但现在为法国国籍。

He was admitted to citizenship. 他已享有公民权。

▲**unique** /ju'ni:k/ *adj.* 独特的, 独一无二的, 唯一的

e.g. It's a unique work of art. 这是独一无二的艺术作品。

▲ **leap** /li:p/ *vi.* 跳, 跃

n. 跳跃

e.g. I leap for joy at the good news. 我一听到这个好消息高兴得跳了起来。

The boy took a leap from the window. 那个男孩从窗口跳下去。

★ **instinctive** /ɪn'stɪŋktɪv/ *adj.* 本能的; 天性的; 直觉的

e.g. He tried to conceal his instinctive revulsion at the idea. 他试图掩饰自己对这一想法本能的厌恶。

She had an instinctive taste for music. 她性喜音乐。

I had an instinctive feeling that it would prove to be important. 我的直觉告诉我那会非常重要。

★ **entrepreneurial** /ˌɒnrəprəʊ'nɜ:riəl/ *adj.* 企业家的

e.g. Entrepreneurial conduct constitutes the spirit of our company. 企业家的行事为人形成了我们公司的精神。

▲ **servant** /'sɜ:vənt/ *n.* 仆人

e.g. The servant enjoyed his master's confidence. 这位仆人深得主人的信赖。

★ **reaction** /rɪ'ækʃən/ *n.* 反应

e.g. His reaction of swiftness surprised us. 他快速的反应能力让我们吃了一惊。

negative /'negətɪv/ *adj.* 否定的; 消极的; 负面的

e.g. Now I am afraid of getting a negative response. 现在我真害怕收到否定的答复。

You can't learn anything with negative attitudes. 你用消极的态度什么也学不到。

He conducted a negative campaign against his opponent. 他对他的对手进行了负面打击。

★ **logistical** /lə'dʒɪstɪkl/ *adj.* 后勤方面的

e.g. Professional logistical assistance ensures modern marketing management. 专业的后勤支持确保您的营销管理现代化。

opportunity /ˌɒpə'tju:nəti/ *n.* 机会, 时机

e.g. You must grasp this opportunity. 你必须抓住机会。

▲ **management** /'mænɪdʒmənt/ *n.* 管理, 经营

e.g. The failure of the scheme was due to bad management. 计划的失败是由于管理不善。

automatic /ˌɔ:tə'mætɪk/ *adj.* 无意识的, 不假思索的; 自动的

e.g. Breathing is an automatic function of the body. 呼吸是身体的一种无意识的功能。

This heating system has an automatic temperature control. 这个暖气系统有自动化的温度调节系统。

▲ **suspect** /sə'spekt/ *vt. & vi.* 猜想, 怀疑

n. 嫌疑犯

adj. 可疑的, 不可信的

e.g. I suspect he was lying by the boy's abnormal behavior. 从那个男孩的反常举动中, 我怀疑他在撒谎。

As I had suspected all along, he was not a real policeman. 他并不是真的警察, 我一直就觉得不像。

You let a suspect escape. 你让一个嫌疑犯逃走。

His motives were suspect with others. 他的动机受到其他人的怀疑。

***figuratively** /'figərətɪvli/ *adv.* 比喻地, 借喻地

e.g. The word is used figuratively in the context. 该词在此上下文中做比喻用。

broadly /'brɔ:dli/ *adv.* 大体上, 基本上

e.g. Her job is broadly similar to mine. 她的工作和我的大体相似。



Proper Nouns

CEO (Chief Executive Officer) 企业中负责日常经营管理的最高级管理人员, 又称作行政总裁 (香港和东南亚的称呼) 或最高执行长 (日本的称呼) 或大班 (香港称呼)



Useful Phrases and Expressions

in any walk of life 各行各业, 社会各界

e.g. Our membership includes people in any walk of life. 我们的会员来自各行各业。

The delegation met with people in any walk of life. 代表团接触了各界人士。

leap out 引人注目

e.g. His name leapt out at me from the book. 我一眼就在书上看到他的名字。

From the point of view of the private investor, a few things leap out. 从私人投资者的视角来看, 有一些事情引人注目。

in one's own way 以 (某人) 自己的方式

e.g. He finished the task in his own way. 他用自己的方式完成了这项任务。

The little girl sang happily in her own way. 小女孩用她自己的方式快乐地唱着。

cut off 缩短; 打断 (某人并阻止其讲话)

e.g. He cut off a metre of cloth from the roll. 他从那卷布上剪下一米。

My explanation was cut off by loud protests. 我的解释被强烈的抗议声打断了。

in the flash of a second 在一刹那间, 在一瞬间

e.g. In the flash of a second, he realized that he discovered the truth. 一刹那间, 他意识到他发现了真相。

In the flash of a second, everything disappeared. 一刹那间, 一切都消失了。

work out 计算出

e.g. I've worked out your share of the expenses at 10 pounds. 我已经计算出你应分摊的费用是10英镑。

I believe that you can work out this problem by yourself. 我相信你自己能做出这道题的。

result in 导致

e.g. The bad weather resulted in traffic jam. 坏天气导致了交通阻塞。

His costly mistake resulted in severe loss. 他的严重的错误导致了重大的损失。

in answer to 作为对……的回答

e.g. It is used in answer to inquiries about health. 这个词常用以回答有关健康的询问。

She wrote an article in answer to his criticism. 她写文章答复他的批评意见。

broadly speaking 大体上说

e.g. Broadly speaking, I agree with you. 我大体上同意你的意见。

Broadly speaking, they fall into three groups. 粗略地说它们可分为三类。

rather than 而不是; 宁可……也不愿

e.g. She is a career woman rather than a housewife. 她是职业妇女而不是家庭主妇。

I prefer to walk there rather than take a bus. 我宁愿走到那也不愿意坐公交车去那。

be likely to 很可能会

e.g. He is likely to win. 他可能会赢。

I shall be likely to catch a cold if I go out tonight without my overcoat. 如果今晚不穿大衣出去, 我可能会感冒。



Notes

1 Tell a public servant that a bridge is about to be built across the river. 告诉一位公务员那条河上将造一座桥。

此句为祈使句。在该句中, that a bridge is about to be built across the river是宾语从句。在这个宾语从句里, is about to是一种将来时态的表示法, 意为“即将”。

e.g. The train is about to start. 火车马上就要开了。

He was about to start. 他即将动身。

2 Figuratively speaking, successful business people get to be successful by exercising their entrepreneurial minds in spending hard time and cash working out exactly where the next bridge will be built across what rivers in this world.

形象地说, 成功的商业人士之所以获得成功, 是因为他们能运用自己的创业思想花费时间和金钱去准确计算下一座桥将在何时建造在世界的哪条河上。

此句中, where the next bridge will be built across what rivers in this world是由where引导的宾语从句, 做working out exactly的宾语。在这个宾语从句中, what用来修饰rivers。

3 They are the ones with the best entrepreneurial minds and most likely to succeed. 他们是最有创业思想和最可能成功的人士。

ones在此句中为代词, 为了避免重复用来代替前面出现的businessmen。one作为代词可以代替前面刚出现过的同一类人或物, 其复数形式为ones。如果one不带任何前置修饰语, 而是单独使用时, 其意义通常是泛指。当one代替特指名词时, 它前面总有定冠词或其他限定词。

e.g. I have no recorder, I want to buy one. (泛指) 我没有录音机, 我想买一台。

The film is not so good as the one we saw last week. (特指) 这部电影不如我们上星期看过的那部电影好。

此外，one只能代替可数名词，如果所代替的是特指的不可数名词，那就不能用the one，而应该用that。

e.g. The study of English is as important as that (=the study) of Chinese. 学习英语与学习汉语一样重要。

Reading Comprehension

Choose the best answer according to the text you have read.

1. Which of the following statements is NOT the qualities a great businessman should have?
A. Respect for the individual. B. Honesty.
C. Client focus. D. **Selfishness.**
2. What does “cut... off” mean in paragraph 4?
A. Limit. B. Interrupt.
C. **Shorten.** D. Break.
3. What's a good businessman's reaction when he is told that a bridge is about to be built across a river?
A. He thinks it will cut 10 minutes off his travel time.
B. **He thinks that land price will become higher on the other side of the river.**
C. He thinks something about public cost.
D. He thinks that maybe there will be logistical impacts on the area.
4. Who is “a good businessman” according to the text?
A. A person who conducts his own business successfully.
B. **A person who works “on” his business rather than “in” his business.**
C. A person who is CEO of a successful company owned by others.
D. All of the above.
5. Which of the following statements is NOT true according to the text?
A. People who have the best entrepreneurial minds are most likely to succeed.
B. Students can not learn entrepreneurial mind in management schools or from textbooks.
C. Entrepreneurial mind is a personal and automatic way of thinking probably developed in childhood.
D. **Entrepreneurial mind is not instinctive.**

Text B

谈判是一种对话，在这个对话中，双方说明情况，陈述观点，倾听提案，最后达成协议。成功的谈判不是要压制对方，而是要取得双赢。

Negotiations

- 1 Negotiation describes any communication process between individuals that is intended to reach a **compromise** or an agreement to the satisfaction of both parties.
- 2 Negotiation **involves** examining the facts of a situation, **exposing** both the common and opposing interests of the parties involved, and bargaining to **resolve** as many issues as possible.
- 3 Negotiation takes place every day in our life—from national governments negotiating **border disputes**, to companies negotiating work agreements with labor **unions**, to real **estate** agents negotiating the sale of **property**, to former **spouses** negotiating the terms of a **divorce**.
- 4 Small business owners are likely to face negotiations on a daily basis when dealing with customers, **suppliers**, employees, **investors**, government agencies, and even family members. Many companies train members of their sales forces in negotiation **techniques**, and many others hire professional negotiators to represent them in business dealings. Good negotiation requires advance preparation, a knowledge of negotiating techniques and practice.
- 5 **Regardless** of the type of negotiation, experts suggest entering into it with a **cooperative** rather than a **competitive** attitude. They stress that the point of negotiating is to reach agreement rather than to win.
- 6 “Any method of negotiation may be fairly judged by three **criteria**,” Roger Fisher and William Ury wrote in their book *Getting to Yes: Negotiating Agreement Without Giving in*, “It should produce a wise agreement if agreement is possible. It should be **efficient**. And it should improve or at least not damage the relationship between the parties.” When one of the parties uses “hard” negotiating techniques or uses **threats** against the other side in order to get a more **favorable** result, it only creates **resentment** and has bad effect on future negotiations. Instead, the idea should be to find a win-win solution that satisfies the needs and interests of both parties.



(Words: 328)

Structure Analysis

Part	Paragraph	Main idea
1	Para. 1~Para. 2	A brief introduction to negotiation.
2	Para. 3~Para. 4	Negotiation happens in nearly every aspect of life.
3	Para. 5~Para. 6	Introduce the methods of negotiation.

Chinese Version

谈 判

- 1 谈判是对个体之间任何沟通过程的描述, 这种交流的的目的是为了使双方满意而达成妥协或一致。
- 2 谈判时, 要对自己在谈判中所处的形势进行研究, 要使谈判双方清楚地了解其共同的利益和分歧所在, 磋商解决尽可能多的问题。
- 3 在我们的生活中, 谈判天天都在上演——从国家政府之间谈判边界纠纷, 到公司与劳动工会谈判劳动协议, 到房产经纪人谈判对销售利益的分割, 到前配偶对离婚协议的谈判。
- 4 当小企业主与客户、供应商、雇员、投资人、政府机构, 甚至家人打交道时, 他们可能每天都面临着谈判。很多公司对他们的销售队伍进行谈判技巧培训, 另有很多公司, 雇职业谈判手代表他们的公司开展商务活动。良好的谈判需要事先准备, 对谈判技巧和谈判实践有充分的认识。
- 5 无论是何种形式的谈判, 专家建议在进入谈判时, 最好采用合作的, 而不是竞争的态度。他们强调谈判的关键是达成协议而不是赢得胜利。
- 6 “任何谈判都可以用三个标准来很好地评判,” 罗杰·菲舍尔和威廉·尤里在他们的《谈判力》一书中写道, “如果一致是可能的, 就要达成一种明智的一致。谈判应该高效率。谈判应该改善或者至少不是破坏各方的关系。”当谈判的一方使用“强硬”的谈判技巧或者威胁、恐吓另一方以使谈判对自己更有利的时候, 那么, 这只会产生怨恨, 并不利于今后的谈判。相反, 谈判应该尽可能找到双赢的解决方法来满足谈判双方的需要和利益。



Word List

***compromise** /'kɒmprəmaɪz/ *n.* 妥协, 折中
vt. & vi. 妥协

- e.g.** The agreement is a compromise, not a sell-out. 这个协议是双方妥协的产物而不是一方让步。
I refuse to compromise my principles. 我拒绝在原则问题上妥协。
I don't think it's necessary for you to compromise with him. 我认为您没必要同他妥协。

involve /ɪn'vɒlv/ *vt.* 包含; 牵涉; 使加入

- e.g.** A letter of credit will involve unnecessary extra charges. 信用证包含有不必要的额外开支。
Don't involve other people in your trouble. 别把别人牵涉进你的麻烦中去。
I got involved in a quarrel about the price. 我被卷入了一场有关价格的争吵。

expose /ɪk'spəʊz/ *vt.* 揭露; 使曝光

- e.g.** The reporter was killed because he tried to expose a plot. 这名记者因为试图揭露一个阴谋而被杀害。
Don't expose it to the sunlight. 不要把它暴露在阳光下。

***resolve** /rɪ'zɒlv/ *vt.* 解决 (问题或困难)
vi. 决定, 决心
n. 决心

- e.g.** Both sides met in order to resolve their differences. 双方会晤以努力解决分歧。

He resolved on going abroad to study. 他决定到海外留学。

Nothing can weaken his resolve to become a lawyer. 什么也动摇不了他要当律师的决心。

▲**border** /'bɔ:də/ *n.* 边界, 边境

e.g. A border clash between the two armies started the war. 双方军队在边境的冲突引发了战争。

▲**dispute** /di'spju:t/ *n.* 争论, 争端

vt. 争论, 争吵

e.g. A long dispute means that both parties are wrong. 持久的争论意味着双方都是错的。

It is ridiculous to dispute such a thing. 为这样的事情而争论简直荒谬可笑。

▲**union** /'ju:njən/ *n.* 工会; 联盟, 结合

e.g. He was elected the leader of the union. 他被选为工会的领导人。

He has changed his stance on monetary union. 他已经改变了对货币联盟的态度。

▲**estate** /ɪs'teɪt/ *n.* 房地产; 财产

e.g. He owns a large estate in Scotland. 他在苏格兰有大量地产。

He settled part of his estate on his son. 他把部分财产转让给儿子了。

property /'prɒpəti/ *n.* 财产; 所有物

e.g. The property was returned to the original owner. 财产已归还原主。

Is his car not his property? 他的车不是他的所有物吗?

★**spouse** /spaʊz/ *n.* 配偶

e.g. His spouse is in the USA now. 他的配偶现在在美国。

▲**divorce** /di'vɔ:s/ *n.* 离婚

e.g. Their marriage ended in divorce. 他们的婚姻以离婚收场。

★**supplier** /sə'plaiə/ *n.* 供应者, 供应商

e.g. We have refer your complaint to our supplier. 我们已将您的投诉送交给我们的供货人。

investor /ɪn'vestə/ *n.* 投资者

e.g. He is a cautious investor. 他是个小心谨慎的投资者。

technique /tek'ni:k/ *n.* 技巧, 技术

e.g. In many sports physical fitness is not as important as technique. 在许多体育运动中, 体能没有技巧重要。

Their research focuses on the learning technique of the adults. 他们的研究主要集中在成年人的学习技能上。

▲**regardless** /rɪ'gɑ:dləs/ *adv.* 无论如何, 不管怎样

e.g. All our proposals were rejected, regardless of their merits. 我们所有的建议都遭到拒绝, 不管这些建议的价值如何。

★**cooperative** /kəʊ'ɒpərətɪv/ *adj.* 合作的, 协作的

e.g. The people in the village were very cooperative. 村里人非常合作。

▲**competitive** /kəm'petətɪv/ *adj.* 竞争的; 有竞争力的

e.g. Nobody can entirely keep away from this competitive world. 没有人能够完全远离这个竞争社会。

Our prices are competitive. 我们的价格是有竞争性的。

★ **criteria** /kraɪ'tɪəriə/ *n.* 标准, 尺度; 准则

e.g. My own criterion of success is the ability to work joyfully. 我自己成功的标准是能够快乐地工作。

My motto is that I act the criteria! 我的座右铭是我行为的准则!

efficient /ɪ'fɪʃənt/ *adj.* 效率高的

e.g. The customers always appreciate efficient service. 顾客总是欣赏高效率的服务。

▲ **threat** /θret/ *n.* 威胁, 恐吓

e.g. Terrorism is a threat to the whole country. 恐怖主义是整个国家的威胁。

favorable /'feɪvərəbl/ *adj.* 有利的, 顺利的; 赞同的

e.g. The weather seemed favorable for the race. 这天气似乎很适合赛跑。

Most people were favorable to the idea. 大多数人赞成这个主意。

resentment /rɪ'zentmənt/ *n.* 愤恨, 怨恨

e.g. A feeling of resentment urged him to abandon them. 一种怨恨的情绪促使他离开了她们。

Proper Nouns

Roger Fisher 罗杰·菲舍尔 (哈佛大学谈判专家, 著有 *Getting to Yes* 等书)

William Ury 威廉·尤里 (谈判专家, 著有 *The Power of Positive No* 等书)



Useful Phrases and Expressions

be intended to 意图

e.g. The building was intended to be a museum. 这座建筑物本来是打算用作博物馆的。

These regulations are intended to prevent accidents. 这些规章制度旨在防止事故发生。

reach an agreement 达成协议

e.g. They failed to reach an agreement. 他们没能达成协议。

I'm sure we can reach an agreement soon. 我肯定我们很快可以达成协议。

take place 发生, 进行; 举行

e.g. Great changes have taken place in my hometown. 我的家乡发生了翻天覆地的变化。

The marriage will take place in May. 婚礼将于五月举行。

real estate 房地产; 不动产

e.g. She is advised to invest in real estate. 有人建议她投资房地产。

He made a bundle selling real estate. 他通过卖不动产赚了一大笔钱。

on a daily basis 每天

e.g. These workers are paid on a daily basis. 这些工人领的是日薪。

The number will change on a daily basis. 这个数字每天都会改变。

deal with 打交道; 对付

e.g. They have learned to deal with various persons. 他们学会了和各种人打交道。

They were not equipped to deal with the situation. 他们没有准备好应付这种局面。

sales forces 销售队伍

e.g. The company is running down its sales force. 这家公司正在裁减销售队伍。

We set the sales forces certain objectives. 我们对销售人员规定明确的目标。

regardless of 不顾, 不管

e.g. Regardless of danger, he climbed the tower. 他不顾危险地爬上了高塔。

I'll take the job regardless of the pay. 不管报酬多少我都要这份工作。

give in 让步; 屈服, 投降

e.g. No matter how they slander us, we will never give in. 不管他们怎样诽谤我们, 我们决不让步。

The enemy were forced to give in. 敌人被迫投降。

at least 至少

e.g. He has been there at least twice. 他至少去过那儿两次。

He should at least have come to say goodbye. 他至少也该来道个别。

in order to 为了

e.g. In order to finish this task, we'll have to work day and night. 为了完成这个任务, 我们不得不夜以继日的工作。

He got up early in order to catch the first bus. 他早起是为了赶上第一趟车。



Notes

1 Negotiation involves examining the facts of a situation, exposing both the common and opposing interests of the parties involved... 谈判时, 要对自己在谈判中所处的形势进行研究, 要使谈判双方清楚地了解其共同的利益和分歧所在.....

此句中, 出现了两个involve, 但是含义完全不同。第一个involve是动词, 意为“包含, 包括”, 其后接v.-ing形式做宾语, examining the facts of a situation, exposing both the common and opposing interests of the parties involved是它的两个并列宾语。而第二个involved是由动词involve演化而来的形容词, 做后置定语修饰parties, 意为“牵扯进来的, 有关的”; involved放在名词前, 意为“复杂的, 不易懂的”。

e.g. The Farmers' Club is an organization for people involved in agriculture. 农场主俱乐部是为农业界人士创办的组织。

This is indeed an involved sentence. 这真是个复杂难懂的句子。

2 They stress that the point of negotiating is to reach agreement rather than to win. 他们强调谈判的目的是达成协议而不是取胜。

在这个句子中, rather than是一个并列连词, 意为“是……而不是……, 与其……不如……”。本句中, rather than连接的两个不定式做句子的表语。除此之外, rather than连接的并列成分还可以是名词、代词、形容词、介词(短语)、动名词、分句、动词等。

e.g. You rather than I are going to go camping. 是你而不是我要去野营。

The sweater she bought was beautiful rather than cheap. 与其说她买的这件羊毛衫便宜不如说它漂亮。

We should help him rather than he should help us. 是我们应该帮助他而不是他应该帮助我们。

Reading Comprehension

Decide whether each of the following statements is true (T) or false (F) according to the text you have read.

- (T) 1. Negotiation is a process of communication through which both sides try to reach an agreement to satisfy both of them.
- (T) 2. Negotiation is everywhere in our life.
- (T) 3. The most important thing in negotiation is to reach an agreement but not to win.
- (F) 4. Everyone can be a good negotiator if they have a good preparation even without techniques and practice.
- (F) 5. It's advisable for one of the parties to use hard negotiating techniques in order to get a more favorable result.

Part Two Focus Exercises

A Words and Their Formations

Fill in each of the blanks with the appropriate form of the word from the list.

Example

care (v./n.) careful (adj.) carefully (adv.) careless (adj.) carelessness (n.)

- Now listen _____ everybody, I will repeat the sentence only once.
- Carrie doesn't _____ how far she has to walk.
- You should be _____ when talking with that sick man.

Key carefully care (v.) careful

Exercises

- | | |
|----------------------|---|
| automatic (adj.) | 1. <u>Automation</u> means the loss of many factory jobs. |
| automatically (adv.) | 2. It's an <u>automatic</u> washing machine. |
| automation (n.) | 3. The supermarket doors shut <u>automatically</u> . |

- | | |
|---------------------|--|
| responsible (adj.) | 1. They accepted the <u>responsibility</u> for the accident. |
| responsibility (n.) | 2. The report said that the doctor had acted very <u>responsibly</u> . |
| responsibly (adv.) | 3. Everyone should be <u>responsible</u> for his work. |

employee (n.) employ (v.) employer (n.)	1. You are the very man that I want to <u>employ</u> . 2. An <u>employer</u> cannot afford to hire incapable (无能的) workers. 3. This <u>employee</u> was dismissed for laziness.
identify (v.) identification (n.) identifiable (adj.)	1. The house is easily <u>identifiable</u> by the large tree outside. 2. I used my driver's license as <u>identification</u> . 3. I cannot <u>identify</u> my umbrella among this lot.
communicate (v.) communication (n.) communicative (adj.)	1. I am in <u>communication</u> with him on this subject. 2. My <u>communicative</u> ability has been greatly improved through the training. 3. We learn a language in order to <u>communicate</u> .
agree (v.) agreement (n.) agreeable (adj.)	1. I <u>agree</u> but I can't answer for my colleagues. 2. They were all <u>agreeable</u> to our proposal. 3. The <u>agreement</u> has been renewed for another year.
negotiation (n.) negotiate (v.) negotiator (n.)	1. The contract is still under <u>negotiation</u> . 2. The government will not <u>negotiate</u> with the terrorists (恐怖分子). 3. Obviously the <u>negotiator</u> did his very good preparation.
competitive (adj.) compete (v.) competition (n.) competitor (n.)	1. We can <u>compete</u> with the best teams. 2. Please offer your most <u>competitive</u> price. 3. He was the twentieth in the <u>competition</u> .
involve (v.) involvement (n.) involved (adj.)	1. How should we <u>involve</u> ourselves in school life? 2. I don't want to get <u>involved</u> in the matter. 3. He avoids <u>involvement</u> in politics.
favorable (adj.) favor (v./n.) favorite (adj.)	1. Volleyball is my <u>favorite</u> sport. 2. Most people were <u>favorable</u> to the idea. 3. She is all in <u>favor</u> of my suggestion.

B Phrases and Their Uses

I. Match each phrase in Column A with its corresponding Chinese meaning in Column B.

A	B
in any walk of life	尽可能多的机会
in the flash of a second	一个双赢的解决方法
broadly speaking	房产商
a management school	让双方都满意
an automatic way of thinking	协议的条款
to the satisfaction of both parties	一所管理学校
as many chances as possible	一刹那
real estate agents	广泛地说
the terms of agreement	一种习惯性想法
a win-win solution	各行各业

II. Fill in each blank with an appropriate phrase given below, changing the form if necessary.

leap out	cut off	work out	result in	in answer to
be intended to	take place	deal with	give in	in order to

1. In answer to my shouts people ran to help.
2. He was a difficult man to deal with.
3. His name leapt out at me from the newspaper when I was reading an article.
4. These regulations are intended to prevent accidents.
5. Yesterday evening, a car accident took place at the crossroads.
6. We were cut off in the middle of our conversation.
7. Stress and tiredness often result in a lack of concentration.
8. We started early in order to arrive before dark.
9. I'll work out your share of the expenses.
10. My son wants to go to the party and I'll have to give in and say yes.

C Translation

I. Choose the best translation for each sentence according to the context.

1. The qualities of a great businessman are client focus, respect for the individual, teamwork, responsible citizenship and honesty.
 - A. 伟大的商人都是关注顾客、尊重个人、团队合作、对公民负责并且诚实可信。
 - B. 一位了不起的商人所要具备的品质包括顾客至上、尊重个体、团队合作、负责任的公民意识以

及诚实可信。

- C. 商人之所以伟大是因为他们关心客户，尊重个人，注重团队合作，认真负责并且很诚实。
- D. 做一个成功的商人就要客户至上，尊重个体，注重团队合作，有公民意识，诚实可靠。
2. That entrepreneurial quality often results in successful people working “on” their business, not “in” their business.
- A. 这种企业家素质带来的结果往往是成功人士超越自己的企业工作，而不是在自己的企业内。
- B. 这种企业家的素质往往给成功人士带来这样的结果，他们的工作超越了自己的企业，而不仅仅在自己的企业内部。
- C. 让工作超越于自己的企业，而不仅仅局限在自己的企业内，这往往是给企业家带来成功的素质。
- D. 这种企业家的素质往往使成功人士将自己的工作建立在超越于自己的企业之上，而不仅仅是局限于企业内部。**
3. Good negotiation requires advance preparation, a knowledge of negotiating techniques and practice.
- A. 事先的准备，谈判技巧及锻炼构成好的谈判。
- B. 良好的谈判要有超前的准备、谈判的技巧和实训。
- C. 好的谈判要求事先准备，需要有谈判的技巧和不断的操练。**
- D. 事先准备、谈判技巧以及谈判实训，促成了良好的谈判结果。
4. Regardless of the type of negotiation, experts suggest entering into it with a cooperative rather than a competitive attitude.
- A. 不论是何种类型的谈判，专家建议以一种合作的而不是竞争的态度来投入其中。
- B. 不论是哪种谈判，专家认为应该抱着合作的态度，而不是竞争的态度。
- C. 不管哪种形式的谈判，专家认为它们合作要比竞争的态度好。
- D. 不管是什么形式的谈判，专家推荐的意见是，对它们采取的态度都是合作比竞争好。
5. Instead, the idea should be to find a win-win solution that satisfies the needs and interests of both parties.
- A. 取而代之的是，要有一个双赢的解决办法来满足两党的需求和利益。
- B. 相反，为了这个想法，应该找到一个双赢的解决方案来满足需求和双方的利益。
- C. 反之，这个想法应该是找到一个双赢的解决方法来满足双方的需求和利益。**
- D. 取而代之的是，这个想法是应该找到一个双赢的解决方法，能使双方的利益和需求都得到满足。

II. Complete the sentences according to the Chinese information in the brackets.

1. Bridges made of stone are stronger than ones made of wood (用木头造的桥). (one 做代词的用法)
2. I would stay home rather than go traveling (而不是出去旅游) on public holidays.
3. It will be very difficult for these two companies to reach an agreement (这两家公司达成协议).
4. We will do it regardless of what might happen (不管将发生什么).
5. I will be likely to (我很可能) go abroad to study English next year. (用be likely to句型)

Section **D**

Keep Your Feet on the Ground



Attributive Clause II (定语从句II)

一、关系代词的用法

关系代词	用法	例句
who, whom	who和whom都指人。who在定语从句中做主语或宾语；whom在定语从句中做宾语，在限制性定语从句中可省略。who在现代英语里也可代替whom，在定语从句中做宾语，但如果whom在从句中做介词宾语，则不能用who代替	They are the men who live here. (做主语) The person (who/whom) you should write to is Mr. Black. (who/whom做宾语，可省略) The person to whom you should write is Mr. Black. (whom做介词宾语，不能省略) His mother, whom he loved dearly, died in 1998. (whom引导非限制性定语从句，做宾语不能省略)
whose	指人或物，在定语从句中做定语，指物时可用of which代替	We lived in a house whose window/the window of which faces south.
which	指物，在定语从句中做主语或宾语；做宾语时，在限制性定语从句中可省略	Children here like the river which runs through the village. (做主语，不能省略) It is used to record the tickets (which) passengers buy. (做宾语，可以省略)
that	多指物，有时也指人，在定语从句中做主语、宾语或表语；指物时其用法和which大致相同，但也有区别	All the workers that/who come from the country work much harder. (that指人，在从句中做主语，不能省略) This is the best play that was written by Jack. (that指物，在从句中做主语，不能省略) She is the only person (that) I can depend on. (that指人，在从句中做宾语，可以省略) This is all (that) I can tell you. (that指物，在从句中做宾语，常省略) This is the situation that used to be. (that指物，在从句中做表语)

8. On April 1st they flew to Beijing, _____ they stayed several days.
A. **where** B. when
C. which D. there
9. In the dark street, there wasn't a single person _____ she could turn for help.
A. that B. who
C. from whom D. **to whom**
10. In 2010 he caught a serious illness, from _____ effect he still suffers.
A. that B. **whose**
C. which D. what

II. Correct the mistakes in the following sentences.

1. I will never forget the days which we had a good time together.
2. We are going to visit the school where my brother works there.
3. The reason which he didn't go to school is that he was ill.
4. That was the boy whom everyone thought would be the winner.
5. They have decided to stay at home, that I think, is a wise decision.

which改为when或on which

去掉there

which改为why或for which

whom改为who

that改为which





E Section Try Your Hands

Business Letter (商务信函)

商务信函是商务交际的重要工具，其功能是传递业务信息。商务信函种类繁多，包括商洽函、询问函、请求函、订货函、任命函、祝贺函、推销函等。



Notes

商务信函同私人信函一样，格式也基本相同，通常由信头、日期、信内地址、称呼、正文、结尾礼词、签名等部分构成。此外，根据需要可添加参考编号、经办人、事由、附言、附件、抄送等要素。商务信函的称呼、正文、附言与私人信函内容一致，其余部分内容如下：

1. 信头：商务信函一般都印有信头，包括公司的名称、地址、电话号码、传真号及电子邮件地址等，有些会将经营项目、注册商标和公司董事、经理等一并印在信头上。

2. 参考编号和日期：发信人为了在收到对方回信之后能尽快识别与自己发出的哪一封信有关，收信人在回复时为了使对方能够尽快处理自己的信件，通常都会在各自己的信笺上写上参考编号与日期，可用字母、数字等多种组合缩写形式，如Ref: 20070908, Your Ref: B905。日期可以是实际写信的日期或预定发出信函的日期。参考编号位于信头的最后一行。

3. 信内地址：通常包含收信人的姓名、头衔、公司名称和投递地址等。按照英、美人的习惯，商务信函中，必须把收信人的姓名和地址在信内再写一次，因为业务书信种类繁多，处理者不止一人，如不写清楚容易发生混乱。

4. 经办人：指公司、机关中负责某一具体事物的职员真实姓名。有些商务书信不便发给个人，需要发给公司，在这种情况下，为使收信公司迅速将信函转给经办人办理，可添加经办人的姓名，经办人姓名位于称呼上方。

5. 事由：又称为“主题”，要简明扼要，直接写明信件的重点，使人不必读完全信即可了解信的内容，如说明商品名称、数量、信用证或合同号等，事由位于称呼下方1~2行处。

6. 结尾礼词：有些结尾礼词和开头的称呼有较强的呼应关系，如开头的称呼是Dear Sir(s)或Dear Madam，则结尾礼词常采用Yours faithfully；开头的称呼是Dear Mr. Brown或Dear Mrs. Smith，则结尾礼词常采用Yours sincerely。现在常用Yours truly替代Yours faithfully和Yours sincerely。

7. 签名：一般包括公司名称、写信人的手写签名、写信人的打印签名、写信人的头衔。公司名称有时可省略。商务信函签名有以下一些约定：(1) 签名者代表公司、单位的名义时，应在结尾礼

词下方打出全部大写或首字母大写的单位名称，然后再签名；(2) 女性签名时，为便于回信人正确使用称呼，应在打印的姓名前加注Miss或Mrs.；(3) 当负责人不在而由经办人员代签名时，要加上by, for或Per Pro (PP) 字样。

8. 附件：一般包括产品目录、订单、发票、样品或样品图片、价目表、报价单等。附件在签名下注明，与签名间隔1~2行，从左侧顶格写。附件前需要写上Enclosure或其缩写Encl或Enc；如果附件不止一项，应写成Encls或Encs，并应注明有几个附件，以方便收信人查点。

9. 抄送：用于告诉收件人还有哪些人收到这封信，位于信件最后的左下角。抄送内容以CC或者CC to开头。CC是carbon copy的缩写形式，表示“复写本”的意思。

此外，与私人信函一样，商务信函正文结束前也有结束语，一般用来总结本文所谈的事项，提出对收信人的要求，另外也可附加一些客套的语句。



Sample Writing

假设你是Griggs公司的市场与销售部主任Jonathan Wilson，给 Angel Cosmetics公司副总裁Ronald Purvis写一封商务信函。

内容：

1. 告诉Ronald Purvis先生，双方公司合同号PLC-09-17542下货款已经超过一个月未支付，询问该公司延期支付的缘由。

2. 再次确认你公司已经提供给对方你们公司的账号及对方公司该支付的余额（可自拟），并随信附上上述信息的复印件，希望对方尽快处理此事。

3. 此信抄送会计Mary Smith。

Griggs Corporation

1600 Main Street

← 信头

San Francisco, CA 42976

Ref: C9526

← 参考编号

March 16, 2013

Mr. Ronald Purvis, Vice President

Angel Cosmetics Inc.

110 East 25th Street

← 信内地址

New York, NY 10021

Attn: Ms. Maggie Jones, Finance Director

← 经办人

Dear Mr. Purvis:

Sub: Request to Expedite Payment—Contract PLC-09-17542

事由

As you are usually very prompt in settling your accounts, we wonder whether there is any special reason why we have not received payment of the above account, already a month overdue.

We think you may not have received the statement of account we sent you on 30th August showing the balance of \$80 000 you owe. We send you a copy and hope it may have your early attention.

Yours truly,

GRIGGS CORPORATION

Jonathan Wilson

签名

Jonathan Wilson

Director, Marketing and Sales

Enclosure: Statement of Account

附件

CC: Mary Smith, Accountant

抄送

Useful Sentence Patterns

1. We confirm our letter of the 10th July... 兹确认本公司7月10日所发函件……
2. We are in receipt of your letter of the 7th July./Your favor of the 7th July has just reached me.
贵公司7月7日函电敬悉。
3. We thank you very much for your inquiry of the 10th of May. 我们对您5月10日的来函询价深表谢意。
4. Let us introduce ourselves as a leading trading firm in... 请容我们自我介绍, 我们是……首屈一指的贸易公司。
5. The purpose of this letter is to inform you that (of)... 为奉告……事项。
6. We hope to receive your favor at an early date./We hope to be favored with a reply with the least delay. 我们盼望于近日内接获回信。
7. We await your reply by telegraph./Please wire reply to our telegram. 回信请用电报。
8. Please accept our thanks for the trouble you have taken./We are obliged to you for your kind attention in this matter. 有劳贵方, 不胜感激。/不胜感激贵方对此事的关照。
9. We thank you in advance for the anticipated favor. 对您的关照, 预致谢意。
10. We assure you of our best services at all times. 我方保证随时为贵方提供最佳服务。

 **Writing Practice**

Write a business letter according to the following information given in Chinese.

说明：根据下面的中文信息写一封询问信。

发信人：Mark Zhang

收信人：Mr. Smith

发信日期：2012年12月22日

内容：

1. Mark在最近的广交会上认识了Smith先生；
2. Mark对Smith先生所在公司展出的新款手机很感兴趣；
3. 询问产品的详细信息，包括产品的规格、颜色、价格和功能等；
4. 说明该款手机市场销售前景很好；
5. 希望和对方建立长远的商务关系。

Words for reference

广交会：Guangzhou Trade Fair

规格：specifications

○ Reference writing ○

Dear Mr. Smith,

I am Mark Zhang and we met each other at Guangzhou Trade Fair. To be frank, I am very interested in the new mobile phones displayed by your company.

I am writing to ask for some specific information about your mobile phones. Would you please let me know something about the specification, colors, prices and of course the functions? I believe your mobile phones will make its way in the mobile phone market.

If possible, I'd like to build a long-term business relationship with your company. I am looking forward to getting your reply.

Yours truly,
Mark Zhang



F Section Lighten Your Brain

Part One An English Song

Activities

1. Listen to the song and fill in the blanks with the exact words you have just heard.
2. Listen to the song again and sing along.

If Everyone Cared

by Nickelback

From **underneath** the trees,
We ① watch the sky
② Confusing stars for satellites
I never ③ dreamed that you'd be mine
But here we are
We're here tonight
Singing **amen**, I'm alive
Singing amen, I'm alive
If everyone cared and nobody cried
If everyone loved and nobody lied
If everyone shared and swallowed their pride
We'd see the day when nobody died
And I'm singing
Amen I..., I'm alive
Amen I..., I'm alive



And in the air the fire ④ flies
Our only ⑤ light in **paradise**

We'll show the world they were ⑥ wrong
And teach them all to ⑦ sing along
Singing amen I'm alive
Singing amen I'm alive
If everyone cared and nobody cried
If everyone loved and nobody lied
If everyone shared and swallowed their pride
We'd see the day when nobody died

And as we lie ⑧ beneath the stars
We ⑨ realize how small we are
If they could love like you and me
⑩ Imagine what the world could be

If everyone cared and nobody cried
If everyone loved and nobody lied
If everyone shared and swallowed their pride
We'd see the day when nobody died
We'd see the day, we'd see the day
When nobody died
We'd see the day, we'd see the day
When nobody died
We'd see the day when nobody died



Notes

1. underneath *prep.* 在下面
2. amen *int.* (基督教) 阿门
3. paradise *n.* 天堂

Background Tips

Nickelback (五分钱合唱团) 是一个来自加拿大温哥华的乐队。2000年初, 他们的第二张独立专辑 *The State* 问世, 给当时几乎完全被国外摇滚乐侵占的加拿大摇滚乐坛带去了一丝本土化摇滚乐的清新。该乐队在2006年推出专辑 *If Everyone Cared*, 其同名主打歌曲获得了2008年格莱美奖的提名。Nickelback 是最成功的加拿大团体之一, 在全球拥有3 000万唱片销售量, 在21世纪最畅销音乐排行榜中排名第十一名, 在美国的21世纪最畅销外国音乐排行榜中排名第二, 仅次于披头士。

Part Two A Funny Story**Midway Tactics**

Three competing store owners rented **adjoining** shops in a mall.

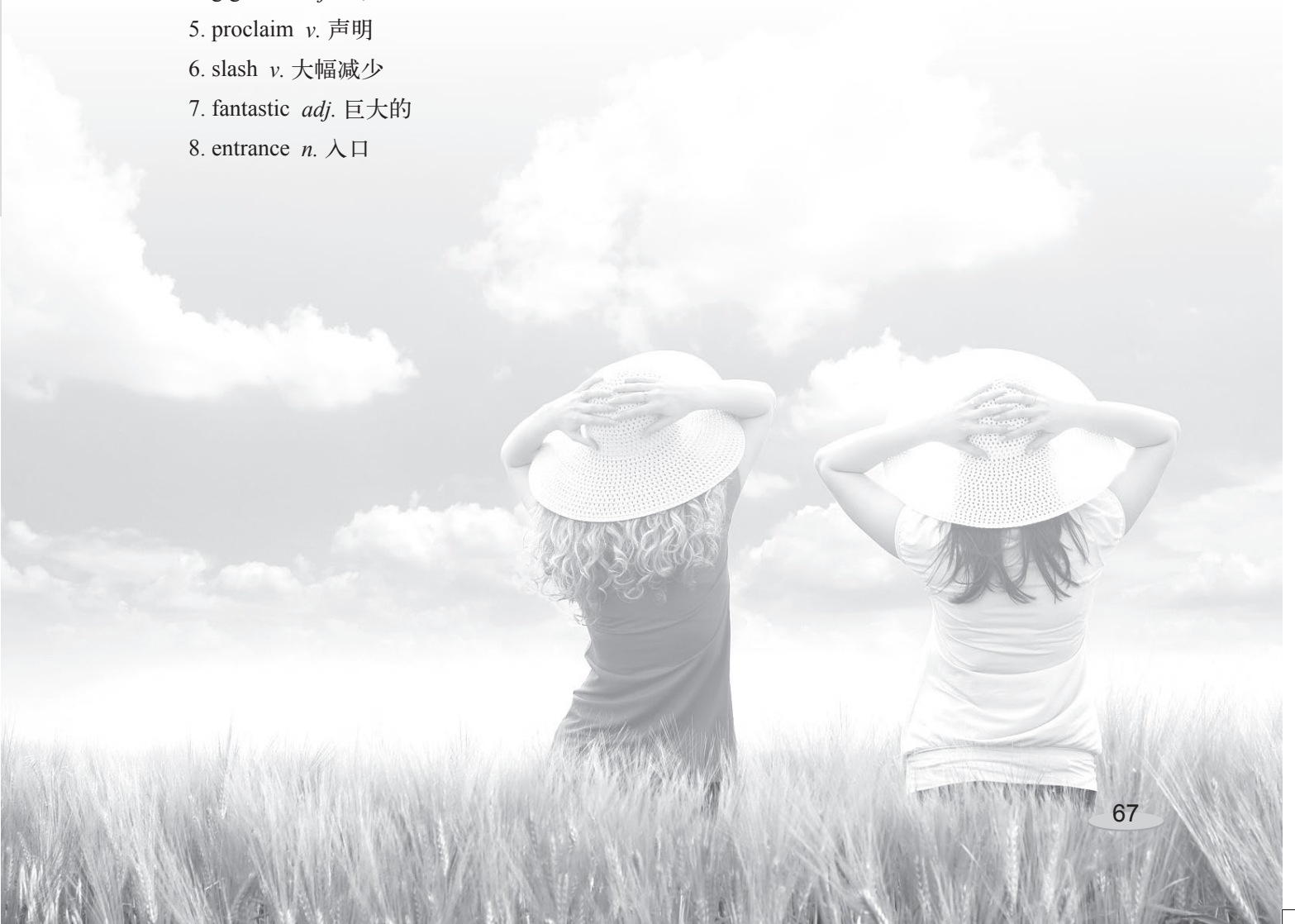
The **retailer** on the right put up huge signs saying, “**Gigantic Sale!**” and “**Super Bargains!**”

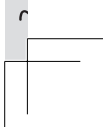
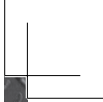
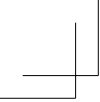
The store on the left raised bigger signs **proclaiming**, “**Prices Slashed!**” and “**Fantastic Discounts!**”

The owner in the middle then prepared a large sign that simply stated, “**ENTRANCE**”.

**Notes**

1. tactics *n.* 策略
2. adjoining *adj.* 毗邻的
3. retailer *n.* 零售商
4. gigantic *adj.* 巨大的
5. proclaim *v.* 声明
6. slash *v.* 大幅减少
7. fantastic *adj.* 巨大的
8. entrance *n.* 入口





You have to believe in yourself. That's the secret of success.

—Charlie

人必须有自信，这是成功的秘诀。

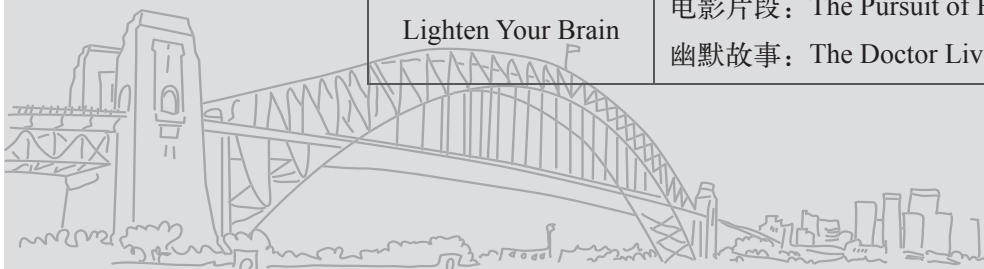
——查理

Unit 3

Success

Objectives

Wake Up Your Ears	能听懂与聚会相关的英语表达。
Open Your Mouth	了解成功人士的事迹，并能简单表达如何获得成功。
Enrich Your Mind	<p>Text A: 本文介绍了美国著名脱口秀电视节目主持人奥普拉的成功史。正是她天生的悟性、才华和坚持自我的非凡能力让她走向今天的成功。</p> <p>Text B: 本文讲述了奥运游泳冠军菲尔普斯的故事。菲尔普斯小时候患有注意力缺陷多动症，但他始终坚持自己的梦想，并通过自己不断的努力，最终实现了自己的梦想。通过学习本文，要教导学生会努力和坚持，勇于实现自己的理想。</p>
Keep Your Feet on the Ground	了解动词不定式和动名词的形式并掌握其用法。
Try Your Hands	了解并掌握询价信的基本格式和主要句式。
Lighten Your Brain	电影片段: The Pursuit of Happiness 幽默故事: The Doctor Lives Downstairs



Section A

Wake Up Your Ears



Part One Listening Tips

聚会是社交与餐饮结合的一种形式。人们通过聚会，不仅能获得饮食艺术的享受，而且可增进人际间的交往。聚会的种类多样，氛围各异，既有轻松、愉快的鸡尾酒会，又有正式、隆重的商务宴会。参加不同的聚会，要选择不同的穿着，要有得体的言谈举止，这样才能把自己打造成为社交圈里处处受欢迎的“社交能手”。

Part Two Listening Practice

A Dialogue

Listen to the dialogues and choose the best answer to each question from the four choices marked A, B, C and D.

Word Tips

small talk 寒暄，闲谈

hit the road 出发，上路

- | | |
|---|--|
| 1. A. Learn how to make small talk.
C. Try to make new friends at the party. | B. Take it easy and just go to the party.
D. Don't attend the party. |
| 2. A. Preparing in advance.
C. Inviting proper people. | B. Holding a party at the right time.
D. Loving having a party. |
| 3. A. Introduce Jack to Helen.
C. Introduce Helen to Jack. | B. Introduce Tina to Jack.
D. Introduce Tina to Helen. |
| 4. A. It's held by Dan.
C. It's held by Kay. | B. It's a dance party.
D. It has a clear theme. |
| 5. A. Get up quickly.
C. Leave the party. | B. Have a party.
D. Clean the road. |

Script

1. W: Cathy just invited me to a party at her house on Saturday.

M: Great! I'm sure you'll have a good time.

W: I'm not so sure. I don't know her friends very

well. You know, I'm not good at small talk.

M: Don't worry. You will know what to say when you meet them.

Q: What is the man's suggestion?

2. M: The hosts know how to host a party, don't they?

W: Oh yes. Peter and Anna have always loved having parties.

M: At this dull time of year, it's great to have a party.

W: Yes, as long as the right people are invited.

Q: What makes a party successful according to the woman?

3. M: Hi, Tina. Great party, isn't it? Everyone seems to be having a good time.

W: Yeah, Ben. Super! By the way, do you know that girl talking to Jack?

M: Who? Oh, That's Helen. Shall I introduce you to her?

W: That'd be nice.

Q: What will the man do next?

4. M: Hello, Kay. It's Dan. I just received the invitation to your party.

W: Hello, Dan. Can you make it?

M: Yeah, I can. Is there going to be a theme for the party?

W: No, I don't think so. Just a chance to get together and have fun.

Q: Which is true about the party?

5. M: Christina, thanks for a great party! We had a really nice time.

W: Oh, Bob, you don't have to leave already, do you? It's only 11.

M: Sorry, I have to get up really early tomorrow, so I should hit the road soon.

Q: What is the man going to do?

B Conversation

Listen to the conversations twice and choose the best answer to each question from the four choices marked A, B, C and D.

Conversation 1

Word Tips

wrap /ræp/ v. 包, 裹

1. A. He doesn't want to attend the party.
B. He doesn't know what to buy as a gift.
 C. He doesn't know when to attend the party.
 D. He doesn't know whether he should take his kids to the party or not.
2. A. A bottle of good wine.
 B. Flowers.
C. A box of Christmas candy.
 D. A Christmas tree.

Script

M: Some friends have invited me to stay with them over Christmas.

W: That's great! I guess you'll experience a western style Christmas then?

M: Yeah. By the way, I need your help. I'd like to take a gift but I'm not sure what to bring.

W: People love to bring flowers. They last a long time.

M: I'm not sure.

W: How about a bottle of good wine?

M: Unfortunately, they don't want anyone to

bring any type of food or drink. They have their food and drinks planned.

W: Then do your friends have any children?

M: Mm, two, one is 6 and the other is a little younger.

W: Well, why not give each of them a box of Christmas candy? Wrap them up and put them under the Christmas tree.

M: That's a great idea! Thanks a lot!

Q1: What is the man's trouble?

Q2: What gift will the man buy?

Conversation 2

Word Tips

hospitable /hɒ'spɪtəbl/ *adj.* 好客的

chopsticks /'tʃɒpstɪks/ *n.* 筷子

braised pork with abalone sauce 鲍汁扣东坡肉

inviting /ɪn'vaɪtɪŋ/ *adj.* 诱人的

3. A. Italy.

B. France.

C. China.

D. America.

4. A. Knife and fork.

B. Chopsticks.

C. Spoon.

D. Hands.

5. **A. Delicious.**

B. Just so so.

C. Not so good.

D. Terrible.

Script

W: It's very kind of you to have invited me.

M: It's a pleasure to have you here.

W: Thanks. People have always told me that the Chinese are very hospitable. Now I have seen it with my own eyes.

M: Would you like to use chopsticks or would you rather have a knife and fork?

W: I think I will try chopsticks and see if I can manage.

M: Very well. This is braised pork with abalone sauce. It's an entirely Chinese dish.

W: It looks inviting, and it tastes really good.

M: I'm glad you enjoy it.

Q3: Where does the man come from?

Q4: What kind of dining utensils will the woman use during the meal?

Q5: What does the woman think of the braised pork with abalone sauce?

C Passage

Listen to the passage three times and complete the answers with a word or a short phrase.

Word Tips

code /kəʊd/ <i>n.</i> 准则	embarrassment /ɪm'bærəsmənt/ <i>n.</i> 窘迫
scan /skæn/ <i>v.</i> 察看	approach /ə'prəʊtʃ/ <i>v.</i> 接近
nerve /nɜ:v/ <i>n.</i> 神经紧张	alcohol /'ælkəhɒl/ <i>n.</i> 含酒精的饮料
somewhat /'sʌmwɒt/ <i>adv.</i> 有点	

1. What should we wear when we join a party?
We should wear appropriate and comfortable clothing.
2. What is the second suggestion?
We should bring a gift to show appreciation to the host or hostess of the party.
3. How can we start conversations when at a party?
We can start the conversations by talking about general topics.
4. What can we do if we are a little nervous?
We can get something to drink to calm our nerves.
5. To whom are the four suggestions especially useful?
The four suggestions are useful to someone who is somewhat shy.

○ **Script** ○

Want to enjoy yourself at a party with people you meet for the first time? Here are a few suggestions. First, wear appropriate and comfortable clothing. Ask what kind of party you will attend and what the dress code is. In this way you can save yourself from embarrassment. Second, bring a gift to show appreciation to the host or hostess of the party. Third, scan the room and find a friendly face. Approach the person and introduce yourself. Start conversations by talking about general topics. Fourth, if you are a little nervous, get something to drink to calm your nerves. It doesn't have to be alcohol. The four tips above are especially useful to someone who is somewhat shy.

Section **B** Open Your Mouth



Activity A Matching

The following are the names of some famous sports stars. Match the names with the corresponding descriptions.

A. Roger Federer B. Li Ning C. Pele D. Tiger Woods
E. Yao Ming F. Michael Schumacher G. Kobe Bryant H. Usain Bolt

- (C) 1. a famous Brazilian football player who is honored as “The King of Football” by football fans worldwide because of his great devotion to football
- (G) 2. a great NBA player who is generally regarded as the most fabulous shooting guard after Michael Jordan and once scored 81 points at a single game
- (A) 3. a Swiss professional tennis player who has won a male record of 16 Grand Slam singles titles
- (B) 4. a famous Chinese gymnast who won six of the seven medals awarded at the Sixth World Cup Gymnastic Competition in 1982, earning him the title “Prince of Gymnastics” and is most famous for winning 6 medals at the 1984 Summer Olympics
- (H) 5. a Jamaican sprinter who is the first man to win three sprinting events at a single Olympics since Carl Lewis in 1984 and the first man to set world records in all three at a single Olympics
- (F) 6. a famous Formula One racing driver who is a seven-time world champion and according to the official Formula One website is “statistically the greatest driver the sport has ever seen”
- (D) 7. a famous American golfer who has won 14 professional major golf championships and 71 PGA events, third all time and is the youngest player to achieve the career Grand Slam
- (E) 8. a Chinese professional basketball player who is considered as one of the best centers in NBA

Activity B Discussion

I. Discuss the following questions with your partners.

1. Which of the above sports figures do you admire most? Why?
2. How can one become a successful person?

II. Describe a famous figure to your partners and ask them to guess who he or she is. Your description should be brief and clear.

Sample: He is a famous Chinese kung fu movie star. The film *Shaolin Temple* series and *Huang Feihong* series, in which he was the leading role, made him a household name. In 2007, he formed a non-profit charity foundation called the One Foundation.

Answer: Li Lianjie/Jet Li.



Section Enrich Your Mind



Part One Texts

Background Information ←

Winfrey

Winfrey (born January 29, 1954) is an American media proprietor, talk show host, actress, producer, and philanthropist. Winfrey is best known for her self-titled, multi-award-winning talk show *The Oprah Winfrey Show* which was the highest-rated program of its kind in history and was nationally syndicated from 1986 to 2011. She has been ranked the richest African-American of the 20th century, the greatest black philanthropist in American history, and was for a time the world's only black billionaire. She is also, according to some assessments, the most influential woman in the world. Winfrey was born into poverty in rural Mississippi to a teenage single mother and later raised in an inner-city Milwaukee neighborhood. She experienced considerable hardship during her childhood, saying she was raped at age nine and became pregnant at 14; her son died in infancy. Sent to live with the man she calls her father, a barber in Tennessee, Winfrey landed a job in radio while still in high school and began co-anchoring the local evening news at the age of 19. Her emotional ad-lib delivery eventually got her transferred to the daytime-talk-show arena, and after boosting a third-rated local Chicago talk show to first place, she launched her own production company and became internationally syndicated.

Phelps

In China Michael Phelps is known as the Flying Fish; in America they call him the Baltimore Bullet. Whatever you call him, American swimmer Michael Phelps looks destined to become a household name across the world after breaking the Olympic record for most gold medals in a single Games. Phelps's total of eight golds in Beijing put him one ahead of Mark Spitz's previous tally set in 1972.

Now some people are calling Phelps the greatest Olympian of all time. But whether he is or not, what is it that makes Michael Phelps so excellent?

A good place to start might be his physique. Phelps has the perfect body shape for a swimmer: his arm-span is longer than his height, he has very flexible joints, huge lungs, and his incredibly large feet (size 14 in the US, size 49 in China) act like flippers in the water. To feed his huge swimmer's body, Phelps eats an astonishing 12 000 calories a day, six times the average for a man of his age. Another important factor might be the swimsuit he wears, which has been making waves in the world of swimming. Designed by NASA, the American space agency, the suit is made of a special material which is said to help athletes swim 2% faster.

Whatever the external factors might be, hard work plays an essential role in his success.

Text A

脱口秀源于西方国家，在美国得到真正的发展。从20世纪80年代起，脱口秀节目成为一大时尚。著名的脱口秀女王奥普拉作为一名黑人是如何脱颖而出，成为当今世界上最有影响力的女性之一的呢？让我们一起来走进她的世界吧！

The Queen of Talk Shows

- 1 There are many talk show hosts on American television, but there is only one Oprah. Her unique style is copied by many, from **interviewers** to **politicians**. But none has been able to match either her **fame** or her **income**. Her **combined** talents and business **sense** make Oprah the United States' first African-American **billionaire**. Her show has received over thirty Emmys and **numerous** other **awards** for **achievement**.

Being Famous

- 2 Fame is a **major** factor in Oprah's daily life, but it took her by surprise at first. She once said, "I was walking down the street the other day, and a woman bus driver pulled her bus over, jumped off it, and ran down the street to shake my hand. The bus was full, and this was five o'clock traffic, but the **passengers** loved it. Everyone was **clapping**, and I said to myself, 'This is something. I must be somebody!'"



- 3 In the USA, over twenty million **viewers** a week watch her show. She has an Internet website packed with topics of interest for her **audience**. Her monthly book club has changed many of her viewers from TV "**couch potatoes**" to active members of Oprah's Book Club. Each book she **highlights** on this show **rockets** onto *The New York Times* best-seller list.

Building on the Positive

4 How did Oprah become so successful? She did not come from a **perfect** family. She was not born with **wealth**, not with the kind of looks that often open the doors of opportunity for women in television. Instead, Oprah was born with intelligence, talent and an amazing ability to be herself. No matter who the audience is, Oprah still **appears** to be natural and open. Best of all, she can usually say what other people would like to say themselves, if only they dared. Well spoken and warm, she seems to care about people even when she is being **blunt** with them.

5 In some way, Oprah can do no wrong. When she makes mistakes, her fans like to say, “She’s only human. She’s just like the rest of us.” When she is successful, they think, “Oprah is showing me how I can **succeed**, too.” Often funny and wise, when Oprah speaks, people listen.

(Words:370)

Structure Analysis

Part	Paragraph	Main idea
1	Para. 1	A brief introduction to Oprah—the queen of talk shows in America.
2	Para. 2~Para. 3	Oprah gets to be famous in America.
3	Para. 4	The crucial qualities for Oprah to be successful.
4	Para. 5	The attitude Oprah’s fans hold towards her.

Chinese Version

脱口秀女王

1 美国脱口秀电视节目主持人为数不少, 但却只有一位奥普拉。从采访记者到政界人士, 很多人都模仿她那独特的风格。但无论从知名度还是从收入来讲, 任何人都无法与之匹敌。奥普拉的综合才艺以及商业意识使她成为美国第一位非洲裔亿万富姐。她的节目已经获得30多个艾美奖和无数其他成就奖。

声名鹊起

2 名气是奥普拉日常生活中的重要因素, 但起初还是令她吃惊不小。她曾说, “几天前, 我正在街上走着, 一名女公共汽车司机停车跳下来, 沿马路跑过来与我握手。当时车里坐满了人, 而且正值5点钟交通高峰期, 但乘客们喜欢这样。每个人都在鼓掌, 于是我自言自语道: ‘这可不一般, 我一定是个大人物了!’ ”

3 在美国, 每周有两千多万观众收看她的节目。她有一个网站, 里面都是观众感兴趣的话题。每月一次的读书俱乐部节目把许多电视虫变成了废寝忘食的读书人, 并成为“奥普拉读书俱乐部”的活跃成

员。每期栏目里她重点推介的书籍都会人气飙升，入围《纽约时报》畅销书排行榜。

发挥优势

- 4** 奥普拉是怎样获得如此成功的？她并非来自一个完美的家庭。她不是富家子女，长相也不以助她开启电视行业的机会之门。然而，奥普拉拥有天生的悟性、才华和坚持自我的非凡能力。无论面对什么样的观众，奥普拉都能显得自然坦率。最难能可贵的是，她常能说出别人想说却不敢说的话。她善于辞令而且古道热肠，即便对人直言不讳时，也看得出是在关心他们。
- 5** 从某种程度上说，奥普拉永远是正确的。即使她犯错误时，“粉丝”们会说：“她也是凡人，她跟我们大家一样。”当她取得成功的时候，她的崇拜者会想：“奥普拉向我展示我也可以取得成功。”奥普拉话语诙谐，充满智慧，因此人们都喜欢听她说话。



Word List

***interviewer** /'intəvju:ə/ *n.* 采访者；(面试)主考官

e.g. The interviewer asked me about my future plans. 采访者问了我的未来计划。

The interviewer was prepossessed by his good manners. 他那有礼貌的态度就先给面试主考官留下了好印象。

***politician** /,pɒlə'tɪʃn/ *n.* 政界人物，政治家

e.g. A politician should be a servant of the people. 政治家应是人民的公仆。

fame /feɪm/ *n.* 名声，名望

e.g. She won her overnight fame by her first novel. 她的第一部小说使她一举成名。

income /'ɪnkʌm/ *n.* 收入，收益

e.g. It's difficult raising a family on a small income. 依靠微薄的收入是很难养家的。

***combined** /kəm'baɪnd/ *adj.* 组合的，结合的

e.g. The combined fingers form a triangle. 组合的手指形成一个三角形。

sense /sens/ *n.* 意识；感觉；意义

e.g. Athletes should first have the sense of fair play. 运动员首先要有公平竞争的意识。

I lost my sense of taste. 我丧失了味觉。

The sense of the word is not clear. 这个词的意义不明确。

***billionaire** /,bɪljə'neə/ *n.* 亿万富翁

e.g. The billionaire refused to contribute to the refugees. 那位亿万富翁拒绝为难民们捐款。

▲numerous /'nju:mərəs/ *adj.* 许多的

e.g. The Earth is only one of the numerous planets in the universe. 地球只是宇宙中众多星球中的一个。

award /ə'wɔ:d/ *n.* 奖，奖品

vt. 授予，给予

e.g. The child smiled at his teacher as he received the award. 孩子接过奖品时朝老师微笑着。

The champion was awarded the gold medal. 冠军被授予了金牌。

achievement /ə'tʃi:vmənt/ *n.* 成就, 成绩

e.g. I felt a great sense of achievement when I reached the top of the mountain. 当我到达山顶的时候, 我有一种巨大的成就感。

major /'meɪdʒə/ *adj.* 主要的; 较多的

n. 主修课程; 主修学生

vi. 主修

e.g. The city holds the major portion of the population in the country. 那个城市聚集了全国大部分人口。

Popular education is one of our major objectives. 民众教育是我们的主要目标之一。

My major is French. 我的主修科目是法语。

He is a history major. 他是主修历史的学生。

She majored in maths and physics at university. 她在大学期间主修数学和物理。

passenger /'pæsɪndʒə/ *n.* 乘客, 旅客

e.g. There are many passengers on the bus. 公交车上有很多乘客。

***clap** /klæp/ *vi.* 鼓掌; 拍手; 轻拍

n. 霹雳声; 轻拍; 拍手声

e.g. She's a good singer. Let's clap her on. 她歌唱得好, 咱们鼓掌欢迎她来一个。

I often clap my hands in joy. 我常在高兴时拍手。

A clap of thunder wakes the hills. 一声霹雳震动了群山。

I gave him a gentle clap on the shoulder. 我在他肩膀上斯文的轻拍了一下。

***viewer** /'vju:ə/ *n.* 电视观众; 观看者

e.g. I like those TV programs which enlighten the viewer as well as entertain him. 我喜欢那些既使观众得到娱乐又使观众受到教育的电视节目。

Make sure that each viewer has a clear site line to the display. 确保每一位观看者到显示器有一个清晰的视线。

audience /'ɔ:diəns/ *n.* 观众, 听众, 读者

e.g. Someone in the audience began to laugh. 观众中有人开始笑起来。

***couch** /kaʊtʃ/ *n.* 长沙发

e.g. He found his wife lying on the couch. 他发现他的妻子躺在沙发上。

▲highlight /'haɪlaɪt/ *vt.* 使突出, 强调

e.g. Mr. Bush also wants to highlight African successes. 布什先生想突出强调一下非洲的成就。

rocket /'rɒkɪt/ *vi.* 飞快地移动; 猛涨

n. 火箭

e.g. The book rocketed to the top of the bestseller list. 这本书一下子就跃居畅销书榜首。

The price of oil has suddenly rocketed up. 石油价格突然飞涨。

A rocket manned by trained astronauts will launch soon. 载有受过训练的宇航员的火箭马上就要发射了。

perfect /'pɜːfɪkt/ *adj.* 完美的, 完满的

/pə'fekt/ *vt.* 使完美, 改善

e.g. Laurel was a perfect girl in every way. 从各方面讲, 罗拉都是一个完美的女孩。

You were the perfect gentleman. 你是个十足的君子。

As a musician, she has spent years perfecting her techniques. 作为音乐家, 她花费多年心血在技巧上精益求精。

Forecast and perfect team performance. 预测和改善团队表现。

wealth /welθ/ *n.* 财富, 财产; 丰富, 大量

e.g. Health is better than wealth. 健康胜于财富。

We have a wealth of musical talent in this region. 在这一地区有大量的音乐人才。

appear /ə'piə/ *vi.* 显得; 好像; 出现

e.g. She appeared very confident. 她显得很自信。

They appeared to be able to handle the problem. 他们似乎可以处理这个问题。

A ship appeared on the horizon. 船出现在水平线上。

***blunt** /blʌnt/ *adj.* 直言不讳的

e.g. Let me ask a blunt question. 允许我问一个直率的问题。

succeed /sək'siːd/ *vi.* 成功; 继承; 接着发生

e.g. We succeeded in repairing the engine. 我们成功地修好了发动机。

When the duke dies, his eldest son will succeed to the title. 公爵去世之后, 他的长子将继承他的爵位。

The war ended and a long peace succeeded. 战争结束之后紧接着是长期的和平。

Proper Nouns

Oprah 奥普拉 (全名Oprah Winfrey, 美国脱口秀女王, 美国第一位黑人亿万富翁)

Emmy 艾美奖 (由美国电视艺术科学学会每年颁发给在电视表演、摄制或节目安排上有卓越成就者)

The New York Times 《纽约时报》

Useful Phrases and Expressions

talk show 脱口秀

e.g. Mr. King is the most famous talk show host in America. Mr. King是美国最著名的脱口秀主持人。

How do you like talk shows? 你觉得脱口秀怎么样?

take sb. by surprise 使某人吃一惊

e.g. Her suggestion fairly took me by surprise. 她的建议真叫我大吃一惊。

I can't believe it. You're really taking me by surprise. 真是难以置信, 你的话真令我吃惊。

pull sth. over 靠向路边

e.g. I shouted to the driver of the tractor to pull over and let me through. 我向拖拉机手喊,要他把拖拉机开到路边让我过去。

The policeman asked the driver to pull over. 警察叫驾驶员靠边停车。

be packed with 挤满,装满

e.g. The theater was packed with children. 那家戏院挤满了小孩子。

The bus was packed with noisy schoolchildren. 这辆公共汽车里挤满了吵吵嚷嚷的小学生。

couch potato (美国俚语) 老泡在电视机前的人

e.g. Many Americans are couch potato these days. 现在许多美国人都是电视迷。

He is such a couch potato on weekends. 他一到周末就成天看电视看个不停。

be born with sth. 与生俱来

e.g. I often wish I'd been born with that sort of talent. 我常常希望自己也有这种与生俱来的天赋。

She was born with the voice of a singer. 她天生就有音乐家的嗓音。

best of all 尤其

e.g. The beaches are beautiful, but, best of all, there are very few tourists. 这片海滩很美,尤其令人满意的是游客稀少。

Best of all, there is a small lake near South Hill for us to go fishing. 尤其是,在南山旁有一条小湖,我们可以去钓鱼。

if only 但愿

e.g. If only I were rich. 但愿我很富有。

If only problems would come one at a time! 要是问题一次只发生一个该多好!

care about sb. 关心某人

e.g. She does not care about her husband at all. 她根本不关心她的丈夫。

The young people should care about the old. 年轻人应该关心老人。

be blunt with sb. 对某人直言不讳

e.g. You shouldn't be so blunt with him. He is just a child! 别对他说的太直白,他还是个孩子!

I think you are too blunt with your girlfriend. 我觉得你对你女朋友说得太直了。

in some way 在某种程度上

e.g. We may be able to help you in some way. 我们也许能在某种程度上帮助你。

I hurt my desk in some way. 我从某种程度上损坏了我的课桌。

do no wrong 正确,没有做错

e.g. Her son can do no wrong in her eyes. 在她眼里,她的儿子不可能做坏事。

She is the darling of the newspapers and can do no wrong. 她是新闻界的大红人,不可能做错事的。

make mistakes 犯错误

e.g. You make mistakes if you do things in a hurry. 如果你匆匆忙忙地做事,那你就出差错。

She's a person who hates to make mistakes. 她是个不愿出错的人。



Notes

- 1** *She has an Internet website packed with topics of interest for her audience.* 她有一个网站，上面全都是她的观众感兴趣的话题。

此句中，packed with topics of interest for her audience是过去分词短语做后置定语修饰Internet website，其作用相当于一个定语从句，因此，也可以把这句话改写为：She has an Internet website which is packed with topics of interest for her audience.

e.g. Those selected as committee members will attend the meeting. 当选为委员的人将出席这次会议。

- 2** *She was not born with wealth, not with the kind of looks that often open the doors of opportunity for women in television.* 她不是富家子女，长相也不足以助她开启电视行业的机会之门。

此句中，... not with the kind of looks that often open the doors of opportunity for women in television是一个省略结构，补充完整为：and she was not born with the kind of looks that often open the doors of opportunity for women in television。该句中还包括一个that引导的定语从句，修饰先行词the kind of looks。

Reading Comprehension

Choose the best answer according to the text you have read.

1. What makes Oprah the United States' first African-American billionaire?
 - A. Both her unique style and fame.
 - B. Both her talents and business sense.**
 - C. Both her fame and talents.
 - D. Both her business sense and unique style.
2. What does the last word "somebody" in paragraph 2 mean?
 - A. A talent.
 - B. A billionaire.
 - C. A rich person.
 - D. An important person.**
3. Which of the following statements about Oprah is NOT true?
 - A. She wins more viewers than any other talk show hosts.
 - B. Many people, from interviewers to politicians, follow her unique style.
 - C. In her Internet website she has many topics of interest for her audience.
 - D. She looks beautiful so she has the opportunity to be a talk show host on television.**
4. Oprah's success lies in her _____.
 - A. cleverness and beauty
 - B. diligence
 - C. intelligence, talent and the ability to be herself**
 - D. ability to be natural and open

5. Why do people like to listen to Oprah's words?

- A. Because she's a famous woman.
- B. Because she is just like other people.
- C. **Because her talk is funny and wise.**
- D. Because she can do no wrong.

Text B

他是在一届奥运会上夺得八枚金牌的奥运冠军；他是罕见的游泳奇才，被称为最伟大的全能运动员。他就是菲尔普斯——奥运历史第一人。在他光环的背后，又有着什么不同寻常的故事呢？

Phelps the Phenomenon

- 1 He was the bullied kid who rose from a working class background to become a sporting phenomenon—and on August 17, 2008 Michael Phelps made sports history by taking his 14th gold of the Olympics. The 23-year-old swimming star has **established** himself as the greatest **medal**-winner at a single Games in the 112-year history of the modern Olympics.
- 2 It is all a far cry from Phelps' days as a schoolboy in Baltimore, Maryland, where he was bullied over his big ears and lips and **suffered** from ADHD.
- 3 Michael had to take **permanent** medicines because of his ADHD. But after two years he told his mum he did not want to take the **drugs** any more. Swimming became his **refuge**.
- 4 He met Bob Bowman four years later, and Bowman **recognized** his ability at once. Bowman met with Phelps' parents when he was 12, saying that he could **potentially** make the Olympics in 2000 and even set 2004 and 2008 as **targets**.
- 5 As time went on, one could see Bowman's vision **crystallizing**. At the 2004 Olympics in Athens, Phelps won six gold medals and two **bronzes**. Swimming the same programs at the 2007 world **championships**, he won seven golds. And at the 2008 Beijing Games, he ended up with eight gold medals which broke Mark Spitz's previous record of seven.
- 6 His success isn't only of the will or an **anatomically ideal** body but of something else: a vision of something greater.
- 7 "When some people said it was not possible and it couldn't be done, I think that was when my **imagination** came into play," Phelps said. "And I thought I had a chance to do it. Coach Bob Bowman and I talked about it, and we were able to get there through a lot of hard work. It's been fun."



8 Not surprisingly, the **dominance** Phelps displayed has left athletes, coaches, fans and **media** members trying to **assess** his place in sports history.

9 Is he the greatest swimmer ever? The greatest athlete?

10 It is impossible, of course, to **compare** athletes from different eras, different sports, different cultures. We'll never really know the answer to questions like that, but however you **rank** them, Phelps can't be far down the list.

(Words:380)

Structure Analysis

Part	Paragraph	Main idea
1	Para. 1	Michael Phelps became a sporting phenomenon.
2	Para. 2~Para. 3	Michael Phelps lived a hard life in his childhood.
3	Para. 4~Para. 5	Bob Bowman recognized Phelps'swimming ability and Phelps has made great achievements in swimming.
4	Para. 6~Para. 7	It's Phelps' imagination, the help of his coach's, and their hard work that have made Michael Phelps become successful.
5	Para. 8~Para. 10	Phelps has a high place in sports history.

Chinese Version

游泳“超人”菲尔普斯

1 他出身于工人阶级家庭,小时候曾受尽欺负,而今却成了体育奇才——2008年8月17日,迈克尔·菲尔普斯拿到了他的第14枚奥运金牌,创造了体育史上的奇迹。这位23岁的游泳明星已经成为112年现代奥运史上单届奥运会获得金牌最多的运动员。

2 这和菲尔普斯的学校生活大相径庭。他在马里兰州巴尔的摩市上学时,因为耳朵大和口齿不清经常受同学欺负,当时他还患有注意力缺陷多动症。

3 由于患有注意力缺陷多动症,迈克尔不得不长期服用药物。但两年后,他对妈妈说不想再继续吃药了。游泳成了他寻求慰藉的方法。

4 四年后,他遇到了鲍勃·鲍曼,鲍曼一下子就看出了他的天赋。菲尔普斯12岁时,鲍曼和他的父母会面,说菲尔普斯有望参加2000年奥运会,甚至还可以把2004年和2008年奥运会作为奋斗目标。

5 随着时间一天天过去,我们可以看到鲍曼的想法慢慢变成了现实。在2004年的雅典奥运会上,菲尔普斯获得了6枚金牌和2枚铜牌,在2007年的世界游泳锦标赛上,他参加的比赛项目和雅典奥运会完全相同,并获得了7枚金牌。在2008年的北京奥运会上,菲尔普斯一举拿下8枚金牌,打破了马克·施皮茨先前创下的(单届奥运会夺得)7枚金牌的纪录。

6 他的胜利不仅仅是因为坚强的意志或身体结构上的优势,还有别的东西——一种对更高目标的

构想。

- 7 “我想,当有人说不可能实现的时候,就是我的想象力开始工作的时候。”菲尔普斯说,“我认为我是有可能去实现的。鲍勃·鲍曼教练和我进行讨论,然后我们就刻苦训练,最终实现目标。整个过程让人非常开心。”
- 8 因此,菲尔普斯所表现出来的优势让运动员、教练、粉丝以及媒体人士开始评估他在体育史上的地位,这并没有什么让人吃惊的。
- 9 他是不是历史上最伟大的游泳运动员?是不是最伟大的运动员?
- 10 当然,我们是没法将来自不同时代、不同项目、不同文化的运动员进行比较的。对于这样的问题,我们可能永远都找不到答案,但是无论如何评判,菲尔普斯都肯定名列前茅。

Word List

establish /ɪ'stæblɪʃ/ *vt.* 确立; 建立, 设立; 确定

e.g. By then she was established as a star. 那时她作为明星的地位已经确立。

He has established an important theory. 他已建立一项重要的理论。

The police can't establish where he was at the time. 警方无法确定当时他在哪里。

medal /'medl/ *n.* 奖章, 勋章, 纪念章

e.g. She was awarded a medal for bravery. 她因勇敢而获得奖章。

suffer /'sʌfə/ *vi.* 受苦, 受难, 受折磨

vt. 遭受, 蒙受

e.g. In our quest for truth, we are fated to suffer from failure. 在追求真理的过程中, 我们注定要遭受失败
的痛苦。

She couldn't suffer her leader's criticism. 她受不了领导的批评。

▲ **permanent** /'pɜ:mənənt/ *adj.* 长久的, 永久的

e.g. The ban is intended to be permanent. 禁令将永久生效。

drug /drʌg/ *n.* 药; 毒品

e.g. We are testing the efficacy of a new drug. 我们正在测试新药的功效。

They were arrested for drug offences. 他们因贩卖毒品罪而被逮捕。

★ **refuge** /'refju:dʒ/ *n.* 慰藉; 避难所

e.g. For her, poetry is a refuge from the world. 她把诗歌当作逃避现实的慰藉。

They ran in all directions to seek refuge. 他们跑往四面八方去找避难所。

recognize /'rekəgnaɪz/ *vt.* 意识到; 认出; 承认

e.g. I recognize that she is the best worker we have. 我意识到她是我们最好的工人。

Can you recognize her from this picture? 你能从这张照片中认出她吗?

His knowledge and competence were recognized. 他的知识和能力得到了承认。

▲ **potentially** /pə'tenʃli/ *adv.* 潜在地, 可能地

e.g. Lead is potentially damaging to children's health. 铅对儿童的健康具有潜在损害。

▲**target** /'tɑ:ɡɪt/ *n.* 目标, 指标; (攻击的) 目标、对象

vt. 把……作为攻击目标

e.g. The company has met their export target. 该公司已经实现了他们的出口目标。

This book will be the target of bitter criticism. 这书会成为严格批评的对象。

This attack was targeted at the United States. 这次攻击是针对美国的。

★**crystallize** /'krɪstəlaɪz/ *vt. & vi.* (想法、信仰等) 变明确, 使 (想法、信仰等) 明确; (使) 形成晶体, 结晶

e.g. Their customs crystallized into law. 他们的习俗形成了法律。

Water crystallizes to form snow. 水结晶成雪。

★**bronze** /brɒnz/ *n.* 铜牌

e.g. The swimmer won a bronze in the free style. 那位游泳选手赢得了自由泳的铜牌。

★**championship** /'tʃæmpɪənʃɪp/ *n.* 锦标赛; 冠军地位

e.g. The World Men's Basketball Championship is held every four years. 世界男子篮球锦标赛每四年举办一次。

Diana won successively five championships in women's high jump in the five years. 戴安娜在五年内连续获得五次女子跳高冠军。

★**anatomically** /,ænə'tɒmɪkəlɪ/ *adv.* 解剖学上, 结构上

e.g. The robot has an anatomically correct skeleton. 这个机器人有一副符合解剖学结构的骨骼。

ideal /aɪ'di:əl/ *adj.* 理想的; 完满的

n. 理想

e.g. He is the ideal husband for her. 他是她理想的丈夫。

He has lofty ideals about life. 他对人生抱有崇高的理想。

imagination /ɪ,mædʒɪ'neɪʃn/ *n.* 想象

e.g. He is a writer of rich imagination. 他是一个富有想象力的作家。

★**dominance** /'dɒmɪnəns/ *n.* 优势, 支配地位

e.g. He insisted on his dominance over the other party members. 他坚持占据对其他党员的支配地位。

★**media** /'mi:diə/ *n.* 大众传播媒介

e.g. Sometimes the media only have eyes for bad news. 新闻媒介有时只对坏消息感兴趣。

▲**assess** /ə'ses/ *vt.* 评价, 评定; 估算

e.g. It's difficult to assess the impact of the president's speech. 很难评价总统讲话的影响。

Her needs were assessed at 180 dollars a week. 她一个星期所需花费估计为180美元。

compare /kəm'peə/ *vt.* 比较, 对比

vi. 与……类似

e.g. I think you'd better compare the prices before buying something. 我认为你买东西前最好比较一下价格。

The school compares with the best in the country. 这所学校可与全国最好的学校媲美。

▲**rank** /ræŋk/ *vt. & vi.* 把……分等级, 属于某等级

n. (尤指较高的) 地位, 级别

e.g. She ranked her students according to their grades. 她按成绩排列学生的名次。

He ranked high as a scholar. 他是一流的学者。

These are people of all ranks and classes. 他们是来自各阶层、各阶级的人。

Proper Nouns

Michael Phelps 迈克尔·菲尔普斯 (美国游泳巨星, 历史上在同一届奥运会中获得金牌最多的选手)

Baltimore 巴尔的摩港市 (美国大西洋沿岸的城市)

Maryland 马里兰州 (美国州名)

ADHD 注意力缺陷多动症 (attention deficit hyperactivity disorder的缩写)

Bob Bowman 鲍勃·鲍曼 (迈克尔·菲尔普斯的教练)

Athens 雅典 (希腊首都)

Mark Spitz 马克·施皮茨 (美国著名游泳运动员, 曾在1972年的慕尼黑奥运会上获得7枚金牌)

Useful Phrases and Expressions

make history 载入史册, 创造历史

e.g. The people, and the people alone, are the motive force to make history. 人民, 只有人民, 才是创造历史的动力。

She knows nothing of wealth and power but, in her own way, she has helped make history. 对于财富和权利一无所知, 但是她却以自己的方式创造了历史。

establish oneself as sth. 确立; 使立足; 使稳固

e.g. He established himself as the most powerful minister in the government. 他使自己在政府中成为最有权势的部长。

He established himself as an expert on animals. 他成了研究动物的专家。

a far cry from 和……大相径庭, 和……相距很远

e.g. His last statement was a far cry from his first story. 他的最后一次陈述与第一次完全不同。

My value is a far cry from hers. 我的价值观和她的大不相同。

end up with 以……告终

e.g. We started with soup, and fruit to end up with. 我们开始时喝汤, 最后吃水果。

If you do that, you'll end up with eggs on your face. 你要是做那件事, 必将以耻辱告终。

come into play 开始起作用

e.g. All your faculties have come into play in your work. 在你的工作中, 你的全部才能才能发挥作用。

All kinds of forces come into play when a nation is threatened. 当民族受到威胁时, 各种势力都会起作用。



Notes

1 *The 23-year-old swimming star has established himself as the greatest medal-winner at a single Games in the 112-year history of the modern Olympics.* 这位

23岁的游泳明星已经成为112年现代奥运史上单届奥运会获得金牌最多的运动员。

此句中，23-year-old和112-year为复合形容词。复合形容词通常由以下几种方式构成：数词+名词(单数)，数词+名词(单数)+形容词，形容词+名词，形容词/副词+现在/过去分词/形容词。复合形容词中的名词只能用单数，在句中只能做定语，置于所修饰的名词前。

e.g. The 12-year-old boy has been missing for three days. 那个12岁的男孩失踪3天了。

We got a three-month military training. 我们军训了3个月。

2 *Bowman met with Phelps' parents when he was 12, saying that he could potentially make the Olympics in 2000 and even set 2004 and 2008 as targets.* 菲尔普斯12岁时，鲍曼和他父母会面，并说菲尔普斯有望参加2000年奥运会，甚至还可以

把2004年和2008年奥运会作为奋斗目标。

此句中，现在分词短语saying that... as targets在句中做状语，表示伴随情况。伴随状语的逻辑主语一般情况下必须是全句的主语。伴随状语与谓语动词所表示的动作或状态同时发生，或是同一主语的两个动作或两种状态，或是同一主语发出一个动作时又伴随有某一种状态。伴随状语可由分词、with复合结构、形容词(短语)、名词(短语)、介词短语充当。

e.g. He sat in the armchair, reading a newspaper. 他坐在扶手椅里读报纸。

The woman stood at the bus station with a bunch of flowers in her hands. 那个女人站在公共汽车站，手里拿着一束花。

He was reading in the sitting room unaware of the storm. 他在起居室读书，根本没注意到下暴雨了。

The son dealt with this exactly the way his father did. 儿子处理这件事的方式与他父亲一模一样。

The girl came back to her mother in tears. 这女孩眼泪汪汪地回到母亲身边。

Reading Comprehension

Decide whether each of the following statements is true (T) or false (F) according to the text you have read.

- (T) 1. Michael Phelps is a swimming star who gets the most gold medals at a single Games in the history of the modern Olympics.
- (T) 2. Phelps had to take drugs due to his ADHD during his childhood.
- (F) 3. In 1998, Bob Bowman told Phelps' parents that Phelps had the chance of attending the 2000 Olympics.
- (F) 4. At the 2007 world championships, Phelps won seven golds and a bronze.
- (T) 5. The author believes that Michael Phelps is definitely one of the greatest swimmers in the world.

Part Two Focus Exercises

A Words and Their Formations

Fill in each of the blanks with the appropriate form of the word from the list.

Example

care (v./n.) careful (adj.) carefully (adv.) careless (adj.) carelessness (n.)

1. Now listen _____ everybody, I will repeat the sentence only once.
2. Carrie doesn't _____ how far she has to walk.
3. You should be _____ when talking with that sick man.

Key carefully care (v.) careful

Exercises

interview (v./n.) interviewer (n.) interviewee (n.)	1. We have <u>interviewed</u> 20 people for the job. 2. The <u>interviewee</u> should give the employer a good impression. 3. I ask for an <u>interview</u> with my boss to discuss my future.
politics (n.) political (adj.) politician (n.)	1. The job of a <u>politician</u> is to serve the whole community. 2. She is reading <u>politics</u> at university. 3. He was forced to leave his homeland for <u>political</u> reasons.
sense (v./n.) sensible (adj.) sensitive (adj.)	1. A baby is <u>sensitive</u> to its mother's voice. 2. Are you <u>sensible</u> of the dangers? 3. He has a strong <u>sense</u> of responsibility.
surprise (v./n.) surprised (adj.) surprising (adj.) surprisingly (adv.)	1. He doesn't show much <u>surprise</u> at the wonderful things he sees. 2. She plays the piano <u>surprisingly</u> well. 3. I was <u>surprised</u> why he came here so early.
amaze (v.) amazing (adj.) amazed (adj.) amazement (n.)	1. China is developing at an <u>amazing</u> speed. 2. I stared at her in <u>amazement</u> . 3. Your progress <u>amazes</u> me.
history (n.) historical (adj.) historically (adv.)	1. We cannot avoid mentioning some <u>historical</u> facts. 2. He spent three years reading for a degree in <u>history</u> . 3. The book is <u>historically</u> inaccurate.

suffer (v.) sufferer (n.) suffering (n.)	1. She has no feeling for the <u>suffering</u> of others. 2. They may raise up the spirit and help the mind of the <u>sufferer</u> . 3. She couldn't bear to see others <u>suffer</u> .
will (n.) willing (adj.) unwilling (adj.)	1. He is always <u>willing</u> and eager to do extra work. 2. Not that I'm <u>unwilling</u> to go with you, but that I'm busy now. 3. She had a strong <u>will</u> and power of rapid decision.
assess (v.) assessment (n.) assessor (n.)	1. What is your <u>assessment</u> of the situation? 2. It is difficult to <u>assess</u> the impact of the President's speech. 3. College lecturers acted as external <u>assessor</u> of the exam results.
compare (v.) comparison (n.) comparable (adj.)	1. The achievements of an athlete and a writer are not <u>comparable</u> . 2. If you <u>compare</u> her work with his, you'll find hers is much better. 3. The tallest building in London are small in <u>comparison</u> with those in New York.

B Phrases and Their Uses

I. Match each phrase in Column A with its corresponding Chinese meaning in Column B.

A	B
unique style	强大的政治背景
combined action	前一夜
common sense	独特的风格
rocket into the darkness	远在天边
health and wealth	世界网球锦标赛
a strong political background	固定工作
world tennis championship	联合行动
permanent job	飞快消失在黑暗中
previous night	健康与财富
be far down the sky	常识

II. Fill in each blank with an appropriate phrase given below, changing the form if necessary.

take sb. by surprise be born with sth. if only care about sb. do no wrong
a far cry from come into play end up make history establish... as

1. The new rules have already come into play.
2. It is not heroes that make history, but history that makes heroes.
3. We shall not give them any notice. We shall take them by surprise.
4. The boss cares about his employees.
5. It's a beautiful painting, but it's a far cry from great art.
6. She says that you'll soon establish yourself as a very famous economist.
7. He was born with a silver spoon in his mouth.
8. Her son can do no wrong in her eyes.
9. The story ends up with his leaving.
10. The pills might have cured him if only he'd taken them regularly.

C Translation

I. Choose the best translation for each sentence according to the context.

1. But none has been able to match either her fame or her income.
A. 但是没有人像她那么受欢迎，赚那么多钱。
B. 但是从知名度和收入来说，任何人都无法与她匹敌。
C. 但是无论从知名度还是从收入来说，任何人都无法与她匹敌。
D. 但是没有人能和她的知名度和收入配对。
2. Each book she highlights on this show rockets onto *The New York Times* best-seller list.
A. 每期栏目里她重点推介的书籍都会人气飙升，入围《纽约时报》畅销书排行榜。
B. 她在这个节目里重点推荐的每一本书，都会像火箭一样进入《纽约时报》畅销书排行榜。
C. 每一本她重点推荐的书都会人气飙升，入围《纽约时报》畅销书排行榜。
D. 她在栏目里重点标注的每一本书都会入围《纽约时报》畅销书排行榜。
3. Michael had to take permanent medicines because of his ADHD.
A. 迈克尔由于患有注意力缺陷多动症，不得不长期增加药物。
B. 由于患有注意力缺陷多动症，迈克尔被迫长期服用药物。
C. 迈克尔必须长期接受治疗，由于他患有注意力缺陷多动症。
D. 由于患有注意力缺陷多动症，迈克尔不得不增加治疗。
4. As time went on, one could see Bowman's vision crystallizing.
A. 由于时间一天天过去，我们可以看到鲍曼的视力结晶化了。
B. 随着时间一天天过去，我们可以看到鲍曼的想法成形了。
C. 由于时间一天天过去，我们可以看到鲍曼的远见具体化了。
D. 随着时间一天天过去，我们可以看到鲍曼的想法慢慢变成了现实。

5. We'll never really know the answer to questions like that, but however you rank them, Phelps can't be far down the list.

A. 对于这样的问题，我们可能永远都找不到答案，但是无论如何评判，菲尔普斯都肯定名列前茅。

B. 像这样，我们可能永远都找不到答案，但是无论如何评判，菲尔普斯都肯定名列前茅。

C. 对于这样的问题，我们可能永远都找不到答案，但是无论如何评判，菲尔普斯离第一名都不会很远。

D. 像这样，我们可能永远都找不到答案，但是无论如何评判，菲尔普斯离第一名都不会很远。

II. Complete the sentences according to the Chinese information in the brackets.

1. He suffered from (患) a headache.
2. The first textbooks written for teaching English as a foreign language (为将英语作为外语教学而写的) came out in the 16th century.
3. The girl looked at the boys playing football, displaying great interest (表现出极大的兴趣).
4. The country is very quiet compared with the city (与城市相比).
5. The restaurant ranks among the finest (是最好的) in the city.



Section **D**

Keep Your Feet on the Ground



The Infinitive & The Gerund (动词不定式和动名词)

一、动词不定式

不定式是动词的一种非限定形式，通常由“不定式符号to (to有时可省略)+动词原形”构成，其否定形式为：not to (to有时可省略)+动词原形。

1. 不定式的形式 (以动词do为例)

时态 \ 语态	主动语态	被动语态	与谓语动词关系
一般式	to do	to be done	发生在谓语动词所表示的动作之后，有时同时发生
进行式	to be doing	—	与谓语动词所表示的动作同时发生
完成式	to have done	to have been done	发生在谓语动词所表示的动作之前
完成进行式	to have been doing	—	发生在谓语动词所表示的动作之前，并且一直进行着

2. 不定式的句法功能

功能	说明	例句
主语	常表示具体的、一次性的动作或将来的动作，常用it做形式主语而把不定式后置	To go to college is my wish. It is hard to restore broken mirror.
表语	与做主语一样，常表示具体的、一次性的动作或将来的动作	My dream is to be a doctor. To see is to believe.
宾语	放在某些动词之后做宾语，如agree, choose, aim, expect, fail, manage, promise, refuse, wish等	He expected to study law next semester.

宾语补足语	在某些动词后做宾语补足语, 如allow, ask, cause, force, enable, persuade以及在make, let, see, hear, watch等使役、感官动词后做宾语补足语 (不定式to省略)	They didn't allow people to smoke here. My mother made me play the piano all the time.
定语	放在被修饰的词后, 对所修饰的词进行解释、说明等	She often has many meetings to attend in the evenings.
状语	不定式做状语相当于副词, 可以修饰句子中的动词、形容词、副词或全句, 表示目的、结果、原因等	She decided to work hard to catch up with her classmates. I awoke to find my bike gone. We all laughed to hear the joke.

二、动名词

动名词由“动词原形+ing”构成。它既有动词的特征, 有时态和语态的变化, 又可以带宾语或状语构成动名词短语, 具有名词的性质, 在句中用作主语、宾语、表语和定语等。

1. 动名词的形式 (以do为例)

时态 \ 语态	主动语态	被动语态	与谓语动词关系
一般式	doing	being done	与谓语动作同时发生
完成式	having done	having been done	动作发生在谓语动作之前

2. 动名词的句法功能

功能	说明	例句
主语	表示经常性或习惯性动作, 一般不与特定的动作执行者联系在一起; 常用it做形式主语, 而把动名词后置	Smoking does harm to your health. It is no use crying over spilt milk.
宾语	做及物动词的宾语, 如avoid, consider, finish, imagine, miss, mind, practice, suggest, enjoy, escape, regret等; 做介词宾语	I have finished reading the novel. I enjoy listening to music. She insisted on going there.
表语	主要用来说明主语的内容	My hobby is collecting stamps.
定语	表示它所修饰的名词的用途或目的	There are three reading rooms in the library.

8. —You were brave enough to raise objection at the meeting yesterday.
—Well, now I regret _____ that.
- A. to do
C. having done
B. to be doing
D. to have done
9. We were surprised at _____ the exam.
- A. him not pass
C. his not passing
B. his passing not
D. him not to pass
10. I hurried to the meeting hall, only _____ that the meeting had been put off.
- A. to tell
B. to be told
C. telling
D. had been told
11. It's no use _____ to him. He never answers letters.
- A. having written
B. writing
C. wrote
D. write
12. He never forces us _____.
- A. doing something
C. to do anything
B. doing anything
D. do something
13. It was polite for the young _____ their seats to the old.
- A. giving up
B. to give up
C. being given up
D. to be given up
14. I like _____ very much, but I don't like _____ this morning.
- A. swimming; swimming
C. swimming; to swim
B. to swim; to swim
D. to swim; swimming
15. Don't forget _____ the book to the library when you finish _____ it.
- A. to return; reading**
C. returning; reading
B. to return; to read
D. returning; to read

II. Fill in the blanks with the proper forms of the given words.

- When I called her on the phone, she pretended not to know (not know) me.
- None of us will have any trouble in solving (solve) such a problem.
- They stopped searching (search) for the missing plane as the weather was very rough.
- The couple seated in the restaurant seemed to be having (have) a wonderful time.
- It is never too late for anyone to learn (learn).
- We did it without being asked (ask).
- I'm sorry not to have come (come) on time due to the traffic block on my way.
- I have no objection to opening (open) the window to get some fresh air.
- Have you considered moving (move) to another city?
- He insisted on our/us giving (we give) him a straightforward answer.

Section **E** Try Your Hands



Letter of Inquiry (询价信)

询价也称为询盘，是商务磋商的重要环节。一般是买家向卖家发出的要求对方提供某种产品报价及相关资料的信函。



Notes

1. 询价信属于商业信函，如果中文提示中没有出现收信人的具体职位和姓名，那么称呼可以写成Dear Sirs或者Dear Sir or Madam，后加逗号。
2. 首段，说明写作意图，清楚表明写这封信的目的是要寻求什么样的信息。
3. 正文段，询问具体问题，表明询问问题的原因，强调咨询信息的重要性。
4. 结尾段，表明急切获取信息的心情，提供联系方式以便收信人与你联络，对收信人所能给予的任何帮助都要表示感谢。
5. 信的结束语，一般用“Yours truly/Yours faithfully/Yours sincerely+逗号”。
6. 署名后面可以写明自己的职称、职务或头衔。



Sample Writing

假设你是大连一家床上用品批发公司的国际销售部经理John Smith，给一家供货商写一封询价信。要求包含以下内容：

写信人：Mr. John Smith

发信日期：2012年9月10日

内容：我公司对贵厂生产的床上用品非常感兴趣，能否请贵公司寄一份产品目录表和价格表。我公司是大连最大的床上用品批发商，并在15个地区设有分公司。如果贵厂的产品质量好，价格合理，我们将大量订货，并愿考虑与你方签署长期合作合同。

Sep. 10, 2012

Dear Sir or Madam,

We have seen the advertisement of your beddings on television/Internet, and we have much interest

in/we are very interested in your products. Would you please send us a copy of your catalogue and current price list for bedding?

简单进行自我介绍

说明写作意图

We are the biggest bedding wholesaler in Dalian, and have branches in fifteen neighboring districts. If the quality of your products is good/satisfactory and the price is reasonable/suitable, we will place a large/regular/considerable order and consider signing a long-term contract with you.

We await your early reply.

表明急切获取信息

期待建立业务关系

Yours truly,

John Smith

International Sales Manager

Useful Sentence Patterns

1. We are the manufactures of BROADWAY delivery vehicles. 我们是百老汇货车生产厂家。
2. We are seeking a supplier of dishwashers. 我们在寻找洗碟机的供货商。
3. This is the specifications of the goods we require... 这是我们所需货物的规格……
4. Please send us two copies of your latest catalogue at your earliest convenience. 请尽早寄最新的目录两份。
5. Please send us samples of dry batteries which are reasonable in price. 请寄价格合理的干电池样品。
6. Will you please send us your catalogue together with a detailed offer? 请寄样品目录和详细报价。
7. Will you please inform us of the prices at which you can supply? 请告知我们贵方能供货的价格。
8. If your prices are reasonable, we may place a large order with you. 若贵方价格合理, 我们可能向你们大量订货。
9. If your quality is good and the price is suitable for our market, we would consider signing a long-term contract with you. 若质量好且价格适合我方市场的话, 我们愿考虑与你方签署一份长期合同。
10. We look forward to hearing from you as soon as possible. 我们期待贵方能尽快答复。

 **Writing Practice**

Write a letter of inquiry according to the following instructions given in Chinese.

1. Peter在2011年2月的《儿童玩具》杂志上看到某公司的洋娃娃产品广告，很感兴趣；
2. 想了解详细信息，期望对方提供产品目录与样品，并提供最新价格、优惠信息与支付方式等信息；
3. 表示如质量满意，价格合理，可以长期大量订购。

Words for reference

洋娃娃：baby doll

○ Reference writing ○

February 19, 2011

Dear Sir or Madam,

From *Children's Toys* in February, 2011, we learn that you are a leading exporter of baby dolls. We're very interested in those goods and would appreciate you if you can send us catalogues and samples. Meanwhile, please provide us your latest prices, discounts and terms of payments.

Should your price be found competitive and goods be up to standard, we intend to place a large order on a regular basis.

Hope to hear from you soon!

Sincerely yours/Truly yours,

Peter



F Section

Lighten Your Brain

Part One A Film Clip

Activities

1. Listen to the film clip and fill in the blanks with the exact words you have just heard.
2. Listen to the film clip again and role-play it with your partner.

The Pursuit of Happiness (excerpts)

【情景】在加德纳父子因付不起房租搬离原来的房子，来到一家汽车旅馆后，父子俩讨论星期六打球的事。在打篮球的时候，克里斯和儿子克里斯托弗探讨理想的问题。

(C₁=Chris, C₂=Christopher)

C₁: Hey, you know what today is?

C₂: Yeah.

C₁: What?

C₂: Saturday.

C₁: You know what Saturday is, right?

C₂: Yeah.

C₁: What?

C₂: Basketball.

C₁: You wanna ①go play some basketball?

C₂: Okay.

C₁: All right, then we are gonna go ②sell a **bone-density scanner**. How about that? Wanna do that?

C₂: No.

C₂: Hey, Dad. I'm going **pro**. I'm going pro.

C₁: Okay. Yeah, I don't know, you know. You'll probably be about ③as good as I was. That's kind of the way it works, you know. I was ④below average. You know, so you'll probably **ultimately** ⑤rank... somewhere around there, you know, so... I really. You will **excel** at a lot of things, just not this. I don't want you ⑥shooting this ball day and night. All right?

C₂: All right.

C₁: Okay. All right, ⑦go ahead. Hey. Don't ever let somebody tell you... you can't do something. Not even me. All right?



C₂: All right.

C₁: You got a dream. You gotta ⑧protect it. People can't do something themselves. They wanna tell you you can't do it. If you want something, go get it. ⑨Period. Let's go.

C₂: Dad, why do we move to a ⑩motel?

C₁: I told you. Because I'm getting a better job.



Notes

1. bone-density scanner 骨密度扫描仪
2. pro *n.* 高手
3. ultimately *adv.* 最后
4. excel *v.* 优秀, 胜出; 优于

Background Tips

The Pursuit of Happiness (《当幸福来敲门》) 改编自美国著名黑人投资专家Chris Gardener (克里斯·加德纳) 2006年初出版的同名自传。这是一个典型的美国式励志故事。故事的主角就是当今美国黑人投资专家克里斯·加德纳。电影诠释了一位濒临破产、老婆离家的落魄业务员如何刻苦耐劳地善尽单亲责任, 奋发向上成为股市交易员, 最后成为知名的金融投资家的励志故事。由于电影取材真实, 主演在生活中又是父子关系, 使整部电影显得特别真实、可信, 打动了许多观众的心。

Part Two A Funny Story

The Doctor Lives Downstairs

"Doctor," she said loudly, **bouncing** into the room, "I want you to say **frankly** what's wrong with me."

He **surveyed** her from head to foot. "Madam," he said **at length**, "I've just three things to tell you. First, your weight wants reducing by nearly fifty pounds. Second, your beauty could be improved if you used about one tenth as much **rouge** and lipstick. And third, I'm an artist—the doctor lives downstairs."



Notes

1. bounce *v.* 弹起
2. frankly *adv.* 坦白地
3. survey *v.* 审视; 调查
4. at length 终于, 最后
5. rouge *n.* 胭脂