

Unit 1 First Conversation

Part I	Listening	1
Part II	Speaking	4
Part III	Practice	7
Part IV	Cultural Tips	9

Unit 2 News

Part I	Listening	11
Part II	Speaking	15
Part III	Practice	17
Part IV	Cultural Tips	19

Unit 3 Traveling by Air

Part I	Listening	21
Part II	Speaking	24
Part III	Practice	28
Part IV	Cultural Tips	30

Unit 4 Meeting and Seeing off Guests

Part I	Listening	31
Part II	Speaking	34
Part III	Practice	37
Part IV	Cultural Tips	39

Unit 5 At the Hotel

Part I	Listening	41
Part II	Speaking	44
Part III	Practice	48
Part IV	Cultural Tips	50

Unit 6 Asking the Way in the City

Part I	Listening	51
Part II	Speaking	54
Part III	Practice	57
Part IV	Cultural Tips	60

Unit 7 At the Restaurant

Part I	Listening	61
Part II	Speaking	64
Part III	Practice	67
Part IV	Cultural Tips	69

Unit 8 Sightseeing

Part I	Listening	71
Part II	Speaking	74
Part III	Practice	77
Part IV	Cultural Tips	79

Unit 9 Shopping

Part I	Listening	81
Part II	Speaking	84
Part III	Practice	87
Part IV	Cultural Tips	89

Unit 10 Agenda

Part I	Listening	91
Part II	Speaking	94
Part III	Practice	98
Part IV	Cultural Tips	100

Unit 11 Interview

Part I	Listening	101
Part II	Speaking	105
Part III	Practice	108
Part IV	Cultural Tips	110

Unit 12 Inquiry and Offer

Part I	Listening	111
Part II	Speaking	114
Part III	Practice	118
Part IV	Cultural Tips	120

Unit 13 Price Negotiation

Part I	Listening	121
Part II	Speaking	125
Part III	Practice	128
Part IV	Cultural Tips	130

Unit 14 Payment and Delivery

Part I	Listening	131
Part II	Speaking	135
Part III	Practice	138
Part IV	Cultural Tips	141

Unit 15 Insurance

Part I	Listening	143
Part II	Speaking	146
Part III	Practice	149
Part IV	Cultural Tips	152

Unit 1

First Conversation

Learning Objectives

After learning this unit, you will be able to:

- 1 greet and say goodbye to people in different ways;
- 2 find topics for small talks in daily life;
- 3 have the skills to finish the listening contents.



Part I Listening

Section A

In this part, you will hear one sentence about each group of pictures. When you hear the sentence, you must select the one that best matches what you see in the picture. Then mark the best corresponding letter on your paper according to what you have heard.

() 1.



A

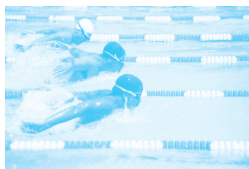


B



C

() 2.



A



B



C

() 3.



A



B



C

() 4.



A



B



C

() 5.



A



B



C

➔ Section B

In this section, you will hear three statements about a picture. When you hear the statements, you must select the one that best describes what you see in the picture. Then mark the best corresponding letter on your paper according to what you have heard.



6. _____



7. _____



8. _____



9. _____



10. _____

➔ Section C

In this section, you will hear five short sentences. You are requested to write your answer in the corresponding blank according to what you have heard.

11. Hello, my name is William Morris from _____.

12. Sorry, you dialed the wrong number, this is _____.

13. I'd like to introduce you to meet _____, he is an expert in accounting.

hear some questions. After you hear a question, you must choose the best answer from the four choices marked A, B, C and D.

Task 1

Questions 26 and 27 are based on the following conversation.

- | | |
|-------------------------|------------------------|
| 26. A. Very long time. | B. Very short time. |
| C. Nearly two years. | D. Almost one year. |
| 27. A. Windy and dusty. | B. Likes it very much. |
| C. Be used to it. | D. Cool. |

Task 2

Questions 28 to 30 are based on the following passage.

- | | |
|----------------------|-------------------------|
| 28. A. Expensive. | B. Valuable. |
| C. Efficient. | D. Well-educated. |
| 29. A. To a meeting. | B. To the airport. |
| C. To a party. | D. To a football match. |
| 30. A. Weather. | B. Money. |
| C. Job. | D. Trip. |



Part II Speaking

➔ Brief Background

First conversation could include many topics, such as greeting, invitation, self-introduction and so on. It is mainly about how to start a conversation and end a conversation.

Sample Situational Conversation

① Greeting someone

Henry: Hi, Molly, long time no see.

Molly: Yes, Henry. It's been such a long time since we met.

Henry: How have you been?

Molly: Well, about the same. I am still studying at the vocational school I told you last time. You look so tired today, what's wrong with you?

Henry: I've caught a bad cold. I couldn't sleep last night because of the cough.

Molly: I am sorry to hear that. You'd better see a doctor.

Henry: I went to see the doctor, and took medicine but it didn't work.

Molly: Take it easy. I think you just need a good rest. Remember to drink plenty of water.

Henry: Thanks. It's very nice of you. By the way, where are you heading for?

Molly: An English training class. Oh, I almost forgot, I have to go now.

Henry: OK. Keep in touch. Goodbye.

Molly: Sure. Take care.

2 Invitation

John: Well, I think we've done enough work today. Would you like to go to the theater tonight?

Betty: Thank you, but I'm afraid I can't. Because I'm too tired to go out tonight.

John: I see. Well, how about the ballet tomorrow evening?

Betty: I'd like to come, but I have to fly to Paris with the boss to attend a trade fair tomorrow.

John: Never mind. I would also like to invite you to join us for my birthday party at my home on Saturday evening.

Betty: That's good! I'll surely be there.

John: OK, see you then.

3 Talking about people

Betty: Mr. Zhang, if you choose a friend, what kind of person would you like to pick?

Mr. Zhang: I'd like to choose a person who is nice and friendly, and being polite is important.

Betty: Could you tell me the reason?

Mr. Zhang: If one is polite to others, there will be fewer quarrels and fights between friends. How about you, Bill?

Betty: In my mind, I'd choose a person who likes joking. He should have a good sense of humor.

Mr. Zhang: Why do you think so?

Betty: Humor is good for our life and can make our life easier and nicer.

Mr. Zhang: I see.

4 Talking about places

Alan: Oh, Jack. When did you get back from China?

Jack: I was just back yesterday.

Alan: How was your trip?

Jack: So nice. I visited Shanghai and Guilin.

Alan: Which city do you like better?

Jack: Well, it's hard to say. Shanghai is much bigger than Guilin. It's the center of commerce and finance in China. It is more prosperous and a good place for shopping.

Alan: What's Guilin like? What's it famous for?

Jack: Guilin is much prettier than Shanghai. It has more beautiful sceneries. The city is well known for its mountains and rivers. The natural sceneries there are so attractive that it seems as if you were in a fairyland.

Alan: It seems you had a wonderful trip to China.

Words and Phrases

④ vocational school		职业学校
④ cough	<i>n. & v.</i>	咳嗽
④ keep in touch		保持联系
④ attend	<i>v.</i>	出席
④ invite	<i>v.</i>	邀请
④ quarrel	<i>n.</i>	争执, 吵架
④ humor	<i>n.</i>	幽默
④ prosperous	<i>adj.</i>	繁荣的, 兴旺的
④ scenery	<i>n.</i>	风景
④ attractive	<i>adj.</i>	有吸引力的

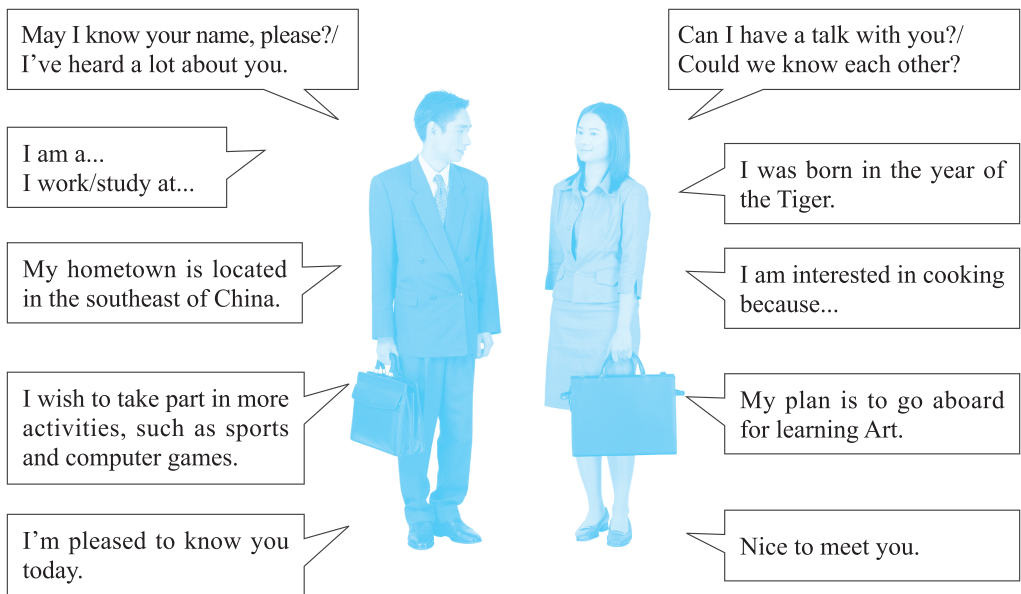
Useful Sentences

- ① How have you been?
- ② Would you like to go to the theater tonight?
- ③ Thank you, but I'm afraid I can't.
- ④ I would also like to invite you to join us for my birthday party at my home on Saturday evening.
- ⑤ I'll surely be there.
- ⑥ In my mind, I'd choose a person who likes joking.
- ⑦ Well, it's hard to say.
- ⑧ The city is well known for its mountains and rivers.
- ⑨ It seems you had a wonderful trip to China.

 **Part III Practice**

Task 1

Kelly and Mike are making self-introduction to each other. Make a conversation. The following information may help you.



May I know your name, please?/
I've heard a lot about you.

I am a...
I work/study at...

My hometown is located
in the southeast of China.

I wish to take part in more
activities, such as sports
and computer games.

I'm pleased to know you
today.

Can I have a talk with you?/
Could we know each other?

I was born in the year of
the Tiger.

I am interested in cooking
because...

My plan is to go aboard
for learning Art.

Nice to meet you.

Task 2

Make a dialogue by choosing the following sentences in the box.

- 1 You don't need to feel sorry about that.
- 2 I am the one who should feel sorry in the first place. I'm sorry I didn't let you know sooner, but unfortunately the meeting was canceled at the last minute. There simply wasn't enough time to inform everyone.
- 3 Oh, don't let it worry you. I quite understand.
- 4 Sorry, I didn't show up at the meeting last night, but I wasn't really feeling all that well, so I decided not to risk going out.
- 5 But why?

Task 3

Make a short conversation with the words provided below.

Shanghai / Beijing / foggy / unsettled / a heavy rain / bright / a light wind /
Temperature / -2°C / 5°C

Task 4

You are talking with your friend about differences of party between America and China. Work in pairs. Practice making conversations with the help of the following instructions below.

- America
- Usually arrive ten minutes later
 - Mostly buffet
 - Communication
 - Mostly no acquaintance
 - People can move everywhere

- China
- Usually arrive on time
 - Non-buffet
 - Eating
 - Numerous acquaintance
 - People usually sit around the table

Task 5

Work in pairs. Practice making conversations with your partner according to the following situations.

Kennel invites Dan to watch a movie, but they have different ideas on which movie to watch. After discussion, they set a date and time for a comedy.

**Part IV Cultural Tips**

与欧美人交谈时的注意事项

1 不要不懂装懂

在与人交谈时，碰到不了解的地方，由于不好意思问，而装作了解，随口敷衍，结果答非所问。这个习惯在与欧美人交谈时尤其要避免。

2 关于谦虚与谦让

在中国，谦虚与谦让是传统美德，但与欧美人谈话时，常常容易造成误解。暧昧的回答和世故的微笑还是应该尽量避免，因为欧美人对于这些既不了解也不习惯，因此可能会引起不愉快或造成误解。

3 忌问年龄

年龄对于欧美人是个敏感的问题，特别是对年过三十岁的女人。在现时崇尚年轻的文化中，想到变老是痛苦的事情。大多数的欧美人希望永远保持外貌的年轻。欧美人最忌讳的问话是：“您多大了？”也不要尝试故意说小，奉承对方。

4 忌谈收入

绝对不要问他挣多少钱？如果必须了解的话，你可以问他的工作头衔和行业中承担的工作。通过这些信息，分析年薪大概多少。