

HỌC ANH NGỮ TRÊN ĐÀI VOA

Đi nghe bài học, xin [BỘ M VÀO ĐÁY](#)

Đây là Chương Trình Anh Ngữ Sinh Động, New Dynamic English, **bài 100**. Phạm Văn xin kính chào quý vị thính giả. Như là trong bài trước Ông Blake của hãng International Robotics đã fax câu hỏi của bà Graham về chi phí từng thay thế văn phòng chính (head office) ở Bắc Kinh và báo cáo cho bà. Bài học hôm nay tiếp tục chuyên đó. Quý vị sẽ nghe một câu hỏi, rồi nghe một mẩu đàm thoại có câu trả lời, rồi nghe lại câu hỏi rồi trả lời, sau đó khi nghe câu trả lời đúng, xin lặp lại.

Cut 1

Language Focus: Questions Based on FIB Dialog

Larry: Questions.

Listen to the question.

Eliz: What does Mr. Blake have to do before he can prepare his report for Ms. Graham?
(short pause)

Larry: Now listen to the dialog.

Graham: Space is limited, and it would depend very much on the quantity of parts, the size, etc. Chắc hẳn có gì ở đây và tu thu c r t nhi u vào số lượng đồ từng, và c n, vân vân. I would need a lot more detail on that.

Blake: I can certainly understand your concerns.

I'm going to put this information in a report after I fax Beijing.

Graham: Okay.

Eliz: What does Mr. Blake have to do before he can prepare his report for Ms. Graham?
(ding)

(pause for answer)

Eliz: He has to fax his head office in Beijing.

(short pause)

Larry: Listen to the question.

Eliz: When will Mr. Blake's report be ready?

(short pause)

Larry: Now listen to the dialog.

Blake: I'm going to put this information in a report after I fax Beijing.

Graham: Okay.

Blake: And I'll have the report ready for you tomorrow.

Eliz: When will Mr. Blake's report be ready?

(ding)

(pause for answer)

Eliz: It will be ready tomorrow.

(short pause)

MUSIC

Vietnamese Explanation

Trong phần Mách Gióp Văn Hoá, Gary sẽ trả lời câu hỏi: “Do Americans make a lot of promises in business?” Người Mỹ có hứa hẹn trong việc kinh doanh không? An oral agreement= lời thoả thuận.

A written contract= bản giao kèo.

A lawyer= luật sư.

Americans really respect people who keep their promises= Người Mỹ trọng người giữ lời hứa.

Make a promise= hứa; keep a promise= giữ lời hứa; fulfill a promise= thực hiện điều mình hứa.

If business people want to make an oral agreement, they may shake hands= nếu các nhà kinh doanh muốn thoả thuận bằng lời, thì họ có thể bắt tay.

I'll see what I can do= I'll do what I can= tôi sẽ cố làm trong khả năng mình; để tôi xem có thể làm gì được.

Serious= quan trọng.

It's not a promise that they will succeed= đó không phải là lời hứa rằng chắc sẽ thành công.

Spoken promises= lời hứa miệng.

But for important agreements between companies, spoken promises are usually not enough= Nhưng đối với những thoả thuận quan trọng giữa các công ty, hứa miệng thường không đủ.

In the final stages, agreements must be written down in a contract and checked by lawyers= Trong những giai đoạn cuối cùng, những thoả thuận phải được viết thành bản giao kèo và kiểm soát bởi luật sư. Stages= giai đoạn.

To check= kiểm soát.

It's to avoid misunderstandings and legal problems in the future= đó là để tránh hiểu lầm và kiện tụng trong tương lai.

Legal problems= các vấn đề pháp lý, chuyên kiện tụng.

To trust= tin.

Trust= sự tin cậy.

Trust is very important in business relationships.= Sự tin cậy rất quan trọng trong các liên hệ thương mại [buôn bán cùng nhau].

Cut 2

Culture Tips: Promising

Larry: Culture Tips

Eliz: Welcome once again to “Culture Tips” with Gary Engleton.

Gary: Hello everyone!

Eliz: Today's e mail question is “Do Americans make a lot of promises in business?”

Gary: Yes, they do. And Americans really respect people who keep their promises.

Eliz: Because you can trust them?

Gary: Yes. Trust is very important in business relationships.

If business people want to make an oral agreement, they may shake hands.

Eliz: Why do they shake hands?

Gary: It shows that both people are really serious.

Good managers only make promises that they can keep.

If they're not sure, they may say something like "I'll see what I can do" or "I'll do what I can."

This means that they will try, but it's not a promise that they will be successful.

Eliz: That's a good strategy (phßng cách hay).

Gary: Managers may also make spoken promises to each other as part of business discussions.

But for important agreements between companies, spoken promises are usually not enough.

In the final stages, agreements must be written down in a contract and checked by lawyers.

Eliz: Why is that?

Gary: It's to avoid misunderstandings and legal problems in the future.

If there's a problem, everyone can read the contract!!

Eliz: Gary, thanks again for your great information.

Gary: My pleasure.

MUSIC

Vietnamese Explanation

Trong phần thi, quý vị nghe một câu rồi tu ý nghĩa trong bài học, rồi là Đúng hay Sai, True hay False.

Cut 3

Language Focus: True/False

Larry: True or False.

Larry: Listen. Is this statement true or false?

Eliz: Good managers make a lot of promises.

(ding)

(pause for answer)

Eliz: False. Good managers only make promises that they can keep.

(pause)

Eliz: Americans sometimes shake hands when they make an oral agreement.

(ding)

(pause for answer)

Eliz: True. Shaking hands shows that both people are really serious.

(pause)

Eliz: Important agreements between companies are usually written down in a contract.

(ding)

(pause for answer)

Eliz: True. Companies write contracts to avoid misunderstandings and legal problems.

MUSIC

Vietnamese Explanation

Trong ph n Business Dialog—Đàm tho i Th ng M i—quí v nghe chuy n cô June mu n ông x p nói v i ông Phó Ch T ch công ty v vi c xin thay th bàn gh v n phòng.

Office furniture=bàn gh , t dùng trong v n phòng.

June wants her boss to talk to the Vice President about the office furniture.

She promises to replace everything, but nothing happens. Bà y h a s thay th m i món đ v n phòng, nh ng ch a th y k t qu gì c .

I can't promise that it will do any good, but I'll see what I can do=tôi không cam k t là s có k t qu , nh ng tôi s c làm xem.

She says the Accounting Department won't give her the money=bà y b o s K Toán không cho ti n mua.

It's embarrassing when we have important visitors=th t là ng ng khi chúng ta có khách quan tr ng đ n thăm.

Embarrassing=ng ng .

To embarrass=làm cho ai ng ng .

Disgraceful=x u h , h th n

Cut 4

Business Dialog: Promising

Larry: Business Dialog

June wants her boss to talk to the Vice President about the office furniture.

Eliz: Let's listen to today's Business Dialog.

June wants her boss to talk to the Vice President about the office furniture.

SFX: office background

June: The condition of our furniture is disgraceful!

Ira: I know it's bad!

June: My desk is at least twenty five years old.

It looks terrible!

Ira: I've already talked to the office manager about the furniture three times this year.

Each time she promises to replace everything, but nothing happens.

June: Uh huh.

Ira: She says the Accounting Department won't give her the money.

June: Can't you talk to George about it?

As Vice President, he should be able to do something.

Ira: I'll try, but he's so busy all the time!

He always says, "Talk to the office manager!"

June: Ira, it's embarrassing when we have important visitors.

Ira: All right. I promise that I'll talk to George about it.

June: Great.

Ira: I can't promise that it will do any good, but I'll see what I can do.

June: Thank you very much, and good luck! We need new desks!

MUSIC

Vietnamese Explanation

Trong ph␣n t␣ i, ta t␣ p nghe nh␣ ng câu dùng khi h␣ a h␣ n s␣ làm đ␣ u gì.

Cut 5

Focus on Functions: Promising

Larry: Focus on Functions: Promising

Eliz: Now let's focus on Promising.

Larry: Listen carefully.

Eliz: Can't you talk to George about it?

(pause for repeat)

Eliz: I'll try, but he's so busy all the time!

(pause for repeat)

Eliz: I promise that I'll talk to him.

(pause for repeat)

Eliz: I can't promise that it will do any good.

(pause for repeat)

Eliz: I'll see what I can do.

(pause for repeat)

MUSIC

Vietnamese Explanation

Trong ph n t i, ta nghe Gary nói v i h a s làm m t đ u gì. Gary will be talking about promises. A Promise=i i h a. To keep a promise=gi i h a. To fulfill a promise=th c hi n i h a. Office manager=tr ng phòng.

Cut 6

Gary's Tips:

Larry: Gary's Tips.

UPBEAT MUSIC

Eliz: Now it's time for Gary's Tips with Gary Engleton!

Gary: Hello, Elizabeth! Today I'll be talking about promises.

Promises are very important in business.

And it's very important to keep your promises if you want to build good relationships.

In today's Business Dialog, June is unhappy about the condition of her furniture.

The office manager has promised to replace the furniture, but nothing has happened.

Ira: I've already talked to the office manager about the furniture three times this year.

Each time she promises to replace everything, but nothing happens

June: Uh huh.

Ira: She says the Accounting Department won't give her the money.

Gary: She asks Ira to talk to George, the Vice President.

At first, Ira uses the expression "I'll try."

This is a promise to try, but nothing more.

It only means that he'll try to talk to George about the furniture.

June: Can't you talk to George about it?

As Vice President, he should be able to do something.

Ira: I'll try, but he's so busy all the time!

He always says, "Talk to the office manager!"

Gary: June wants a more definite answer and finally Ira promises to speak to George.

Notice that he uses the expression "I promise."

June: Ira, it's embarrassing when we have important visitors.

Ira: All right. I promise that I'll talk to George about it.

June: Great.

Gary: Ira promises to talk to George, but he does not promise that June will get new furniture.

Let's listen:

Ira: I can't promise that it will do any good, but I'll see what I can do.

June: Thank you very much, and good luck!

Gary: He says that he can't promise that it will do any good, but he says he will try.

He uses the expression, “I’ll see what I can do.”

In business discussions, it is important to understand the difference between a promise to do something and a promise to try to do something.

(pause)

Gary: In Mr. Blake’s conversation with Ms. Graham, he promises to have the report ready for her tomorrow.

Blake: I’m going to put this information in a report after I fax Beijing.

Graham: Okay.

Blake: And I’ll have the report ready for you tomorrow.

Gary: Mr. Blake uses the expressions “I’m going to” and “I will” to make his promises.

Before you make a promise in business, be sure that you can keep it.

If you do this, you will build successful relationships.

Hope today’s tips were helpful!

Thanks for joining us today for Gary's Tips.

Eliz: Thanks Gary!

MUSIC

Eliz: Well, our time is up. Tune in again next time for Functioning in Business. See you then!

Vietnamese Explanation

Quý vị vừa học xong bài 100 trong Chương Trình Anh Ngữ Sinh Động, New Dynamic English. Phạm Văn xin kính chào quý vị thính giả và xin hẹn gặp lại trong bài học tiếp.