



H C ANH NG TRÊN ĐÀI VOA

Đ nghe bài h c, xin [B M VÀO ĐÂY](#)

Đây là Ch ng Trình Anh Ng Sinh Đ ng, New Dynamic English, bài 103. Ph m Văn xin kính chào quý v thính gi . Trong bài tr c ta đã nghe chuy n bà Graham thu c hãng Advanced Technologies tính mua ng i máy đi n t k ngh industrial robots c a hãng International Robotics c a ông Blake.

You know, we've never done business with a Chinese company before, so it's quite an undertaking.= Nh ông bi t, chúng tôi ch a bao gi buôn bán v i m t công ty Trung Hoa, nên đây là m t v đ u t r t l n. Ta hãy m t câu h i r i nghe m t m u đ i tho i trong đó có câu tr i. Quý v th tr l i, và sau khi nghe câu tr l i đúng, xin l p l i.

Cut 1

Language Focus: Questions Based on FIB Dialog

Larry: Questions.

Listen to the question.

Eliz: Has Ms. Graham's company ever done business with a Chinese company?

(short pause)

Larry: Now listen to the dialog.

Graham: Okay. Well, that sounds fine.

Even then, Mr. Blake, I can't make any guarantees.

You know, we've never done business with a Chinese company before, so it's quite an undertaking.

Eliz: Has Ms. Graham's company ever done business with a Chinese company?(ding)
(pause for answer)

Eliz: No, it hasn't.(short pause)

Larry: Listen to the question.

Eliz: Does Mr. Blake understand Ms. Graham's position?(short pause)

Larry: Now listen to the dialog.

Graham: You know, we've never done business with a Chinese company before, so it's quite an undertaking.

Blake: Oh, I can certainly understand.

Graham: So I hope you will understand.

Blake: Sure.

Graham: Okay.

Eliz: Does Mr. Blake understand Ms. Graham's position?

(ding)

(pause for answer)

Eliz: Yes, he does.

(short pause)

MUSIC

Vietnamese Explanation

Trong ph n Mách Giúp Văn Hóa Culture Tip, Gary ch cho ta cách h i i cho ch c mình hi u m t đ ngh . His Culture Tip is about asking questions in a business discussion.

When I'm making a proposal to Americans, they always interrupt me with questions=khi tôi trình b y m t đ ngh cho ng i M , h th ng ng t i tôi b ng nh ng câu h i.

Why won't they let me finish what I want to say? T i sao không đ tôi nói xong đ i u tôi mu n nói? Rude=thô l , thi u l ch s . Irritation=s b c b i. Americans aren't trying to be rude. Ng i M không ph i mu n t ra thi u l ch s .

They are trying to be effective and polite=h mu n t ra h u hi u và l đ . You can't respond to a proposal if you don't understand it.=B n không th tr l i m t đ ngh n u không hi u rõ đ ngh đó.

Americans like a two way communication=ng i M thích có ng i h i ng i đáp trong m t cu c nói chuy n. A two way communication=m t cu c đ i tho i hai chi u, có ng i h i ng i đáp. Asking questions is a good way to keep both people talking.= đ t câu h i là m t cách t t đ có khi n c hai bên ti p t c đàm tho i.

Culturally speaking, Americans in business situations expect questions=Đ ng v m t văn hoá, ng i M trong môi tr ng kinh doanh, mong có nh ng câu h i. To expect=mong ch , ch c r ng, t ng r ng m t chuy n s x y ra. We expected you yesterday=hôm qua chúng tôi t ng anh t i mà anh không t i.

Confirm understanding=ki m ch ng, hay h i l i cho ch c là mình hi u ng i khác nói gì.

Cut 2

Culture Tips: Confirming Understanding of a Proposal

Larry: Culture Tips

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

Gary: Hello everyone!

Eliz: Today's question is "When I'm making a proposal to Americans, they always interrupt me with questions."

"That seems very rude to me."

"Why won't they let me finish what I want to say?"

Gary: Well, I can certainly understand your irritation.

But the Americans aren't trying to be rude.

They are trying to be effective and polite.

Eliz: Effective and polite?

Gary: Yes, Americans ask questions for two reasons.

Eliz: What are they?

Gary: First, to see whether or not they have understood what was said.

Eliz: Do you mean that they are confirming understanding?

Gary: Yes, exactly. You can't respond to a proposal if you don't understand it.

Eliz: That's certainly true!

Gary: Second, asking questions shows that you are interested, which is the polite thing to do.

Eliz: So silence would be impolite?

Gary: Yes, sometimes it would.

Culturally speaking, Americans in business situations expect questions.

It is also a good way to keep both people talking.

Americans like two way communication.

Eliz: Thanks Gary!

Gary: My pleasure!

MUSIC

Vietnamese Explanation

Trong ph n t i, quí v nghe m t câu r i tr i Đúng hay Sai, True or False tùy nghĩa trong bài.

Cut 3

Language Focus: True/False

Larry: True or False.

Larry: Listen. Is this statement true or false?

Eliz: Americans don't like people who ask a lot of questions.

(ding)

(pause for answer)

Eliz: False. In business situations, Americans expect a lot of questions.(pause)

Eliz: Before you respond to a proposal, you should confirm your understanding.

(ding)

(pause for answer)

Eliz: True. Asking questions is a good way to confirm your understanding. (pause)

Eliz: For Americans, asking questions is a way to show interest.

(ding)

(pause for answer)

Eliz: True. Americans like two way communication.

MUSIC

Vietnamese Explanation

Trong ph n t i ta h c v cách tóm t đ u mình hi u. Mr. Davis and Mr. Jones are in final stages of a negotiation=ông Davis và Ông Jones đang ở giai đ o n cu i c a cu c th ng l ng. Mr. Davis wants to sell his product to Mr. Jones=Ông Davis mu n bán s n ph m c a mình cho Ông Jones.

Mr. Davis is summarizing the situation=Ông Davis đang tóm t t tình tr ng v kinh doanh. To summarize=tóm t t. To sum up. The price is higher than we expected and we need delivery within six months at the latest=Giá cao h n m c chúng tôi d tr (ph ng ch ng), và chúng tôi c n đ c giao hàng tr nh t là trong vòng sáu tháng. Delivery date=ngày giao hàng. Discount=giá b t, chi t kh u.

There are still problems with the delivery date and the size of the discount.=v n còn v n đ v ngày giao hàng và giá b t (s ti n b t còn quá cao). I'll check and see if it's possible=tôi s ki m soát l i và xem có th giao hàng đ ng h n không. Everything else is okay=m i chuy n khác thì không có gì tr ng i.

Cut 4

Business Dialog: Summarizing

Larry: Business Dialog

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

Mr. Davis and Mr. Jones are in final stages of a negotiation.

Mr. Davis wants to sell his product to Mr. Jones.

Mr. Davis is summarizing the situation.

SFX: office sounds

Davis: To summarize, there are still problems with the delivery date and the size of the discount, but everything else is okay.

Is that right?

Jones: Yes. That's right.

The price is higher than we expected, and we need delivery within six months at the latest.

Davis: I see. Well, I'll see what I can do.

The delivery date is going to be a problem, but I'll check and see if it's possible.

Can we get together again? How about later this week?

Jones: Okay, but I'm afraid I won't be free except for tomorrow afternoon.

Is that too early?

Davis: No, that'll be fine. How about 3:00?

Jones: Okay, good. I'll see you tomorrow, Mr. Davis.

Davis: See you then.

MUSIC

Vietnamese Explanation

Trong ph n k ti p, xin chú ý vào cách nói nh ng câu dài và cách tóm l l c.

Cut 5

Focus on Functions: Summarizing

Larry: Focus on Functions: Summarizing

Eliz: Now let's focus on Summarizing.

Larry: Listen carefully to this summary of Mr. Davis's position.

Eliz: the delivery date

Eliz: There are still problems with the delivery date.

(pause)

Eliz: the size of the discount

Eliz: There are still problems with the delivery date and the size of the discount.

(pause)

Eliz: everything else is OK

Eliz: There are still problems with the delivery date and the size of the discount, but everything else is okay.

(pause)

Eliz: To summarize, there are still problems with the delivery date and the size of the discount, but everything else is okay.

(pause)

Larry: Now listen to this summary of Mr. Jones's position.

Eliz: the price

Eliz: The price is higher than we expected.

(pause)

Eliz: delivery

Eliz: We need delivery within six months.

(pause)

Eliz: The price is higher than we expected, and we need delivery within six months.

(pause)

MUSIC

Vietnamese Explanation

Trong ph n cu i bài h c, Gary ch cho ta cách tóm t t l p tr ng c a mình. Đ ý đ n câu h i, “Is that right?” V y có đúng không? đ xem ng i nghe có hi u ý mình nói không.

The delivery date is going to be a problem, but I’ll check and see if it’s possible. Ngày giao hàng s là m t v n đ , nh ng tôi s xét xem có th lo đ c không. I’ll see what I can do=tôi s xem có th giúp gi i quy t đ c không.

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 how to summarize your position at the end of a meeting.

In today’s Business Dialog, Mr. Davis summarizes his understanding.

He uses the expression, “To summarize.”

Davis: To summarize, there are still problems with the delivery date and the size of the discount, but everything else is okay.

Is that right?

Jones: Yes. That's right.

Gary: He confirms his understanding by asking Mr. Jones "Is that right?"

Mr. Jones confirms, "Yes, that's right."

Then Mr. Jones summarizes his position in more detail.

Jones: The price is higher than we expected, and we need delivery within six months at the latest.

Davis: I see.

Gary: Mr. Jones cannot promise that he will be able to meet the delivery schedule.

He offers to do his best.

Davis: Well, I'll see what I can do.

The delivery date is going to be a problem, but I'll check and see if it's possible.

Gary: He qualifies his answer, because he isn't sure if he can deliver the products on time.

They agree to meet again to try to solve these problems.

(pause)

Gary: In a similar way, Ms. Graham qualifies her response to Mr. Blake.

She cannot promise that they will be able to come to an agreement.

Graham: Even then, Mr. Blake, I can't make any guarantees.

You know, we've never done business with a Chinese company before, so it's quite an undertaking.

Gary: In summarizing your position in a business discussion, it is best to be honest about any problems.

Most importantly, you shouldn't make promises that you can't keep.

Thanks for joining us today for Gary's Tips.

Eliz: Thanks Gary!

Anh Ng Sinh Đng - Bài s 103 : Cách mua bán.

Tác Giả: VOA

Thứ Tư,, 22 Tháng 4 Năm 2009 00:56

MUSIC

FIB Closing

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

Vietnamese Explanation

Quý v v a h c xong bài 103 trong Ch ng Trình Anh Ng Sinh Đng. Ph m Văn xin kính chào quý v thính gi và xin h n g p l i trong bài h c k ti p.