



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 114. Phạm Văn xin kính chào quý vị thính giả. Mời đưa bài học là phần Câu Đố Trong Tuần, QUESTION OF THE WEEK, trong đó, quý vị nghe một ví dụ và chọn những gì cần cho ví dụ đó. Take a bath=tắm. Bathtub=bồn tắm. Towel=khăn tắm. Soap=xà phòng, Write a letter=viết thư. Envelope=phong bì. Stamp=tem. A pen=bút. Make tea=pha trà. Teapot=chén trà. Teabag=túi giấy đựng trà pha một tách.. Teaspoon=thìa uống trà. Tea time=giờ uống trà. Tea kettle=nồi nấu nước sôi pha trà; teacup=tách uống trà. Đố c ngữ (idiom): Not my cup of tea=không phải là điếu tôi ưa thích.

What else do they need? Họ còn cần thêm gì nữa?

Cut 1

Question of the Week (question): What else do they need?

Larry: Question of the Week!

The Question of the Week is "What else do they need?"

Tom is going to take a bath.

Lauren is going to write a letter.

Andy is going to make tea.

UPBEAT MUSIC

Max: It's time for Question of the Week.

This week's question is: "What else do they need?"

We'll have the answers on our next show.

Okay...first question.

Larry: Tom is going to take a bath.

He has soap.

He has a towel.

He has a bathtub.

Max: What else does he need?

Question number two.

Larry: Lauren is going to write a letter.

She has an envelope.

She has a pen.

She has a stamp.

Max: What else does she need?

Question number three.

Larry: Andy is going to make tea.

He has a teapot.

He has hot water.

He has a teacup.

Max: What else does he need?

Listen to the next show for the answers to these questions.

MUSIC

Larry: A Question for You

Max: Now here's a question for you.

Larry: Listen for the bell, then say your answer.

Max: Where were you born?

(ding)

(pause for answer)

Max: Mm hnh.

MUSIC

Vietnamese Explanation

Trong phần tiếp, Câu Chuyện Giã Bài, ta nghe Elizabeth nói, vì cô ở tiểu bang Virginia nên cô ta không đi xe đi làm, mà phải lái xe. Take the subway=đi xe đi làm. I wish I could=tôi có thể nhưng mà không được. I wish I could, but I can't. There isn't a station near my house=không có ga xe đi làm gần nhà tôi. I drive to work=tôi lái xe đi làm. I drive about thirty miles a day—each way.=Mỗi ngày, tôi lái xe khoảng ba mươi dặm mỗi chiều đi hay về. Buy gas=mua xăng. Use the credit card=dùng thẻ mua chi. Insert the credit card.=bỏ thẻ vào khe. Gas pumps=cột bơm xăng. Gas là tiếng gọi tắt của gasoline. Bên Anh, xăng gọi là petrol. My car is running out of gas. I have to stop at a gas station and fill it up.=Xe hơi của tôi sắp hết xăng. Tôi phải ngừng ở trạm xăng và đổ đầy bình xăng. It's very quick, and you don't have to pay...until the credit card bill comes.=rất nhanh và không phải trả tiền...cho đến khi biên lai thẻ mua chi gọi đến thì mới phải trả.

Cut 2

Story Interlude: Buying Gas

Larry: OK... and we're off the air.

So, Kathy, did you take the subway to work today?

Kathy: Yes, I sure did.

SFX: door opening, footsteps

Eliz: Hi, everyone.

Kathy: Hi, Elizabeth.

Eliz: So you take the subway now, huh?

I wish I could. But there isn't a station near my home.

So I drive to work.

Larry: You live in Virginia, don't you?

Eliz: Yes. I drive about thirty miles a day each way.

I'm always buying gas.

But I'm really glad I can use my credit card at the gas pump.

Kathy: At the pump?

Eliz: Yes. With the new gas pumps, you just insert your credit card.

Then you put the gas in the car and go!

It's very quick, and you don't have to pay...

Kathy: ... until the credit card bill comes. (laughs)

Eliz: Right.

Kathy: Oh, that's great.

Eliz: Err...not if you see how much I spend on gas!

Oh! It's time to start my show.

Max: OK. See you later.

Larry: Alright. Ready for Functioning in Business. Cue Music...

Vietnamese Explanation

Trong phần tiếp của bài học ta nghe phần ba của đoạn nghe của Ông Blake—và chú trọng vào cách bác bỏ đề nghị rejecting a proposal. Ôn lại: To reject a proposal=bác đề nghị. Danh từ, a rejection=một sự từ chối, bác bỏ, không chấp thuận. Trái nghĩa với reject là accept hay approve. To reduce=giảm; reduce the price=giảm giá. Significant=important=quan trọng. Significant changes=thay đổi quan trọng. To address=to deal with=giải quyết. Address a problem, address an issue=tìm cách giải quyết một vấn đề khó khăn. Concern=nỗi quan tâm, lo ngại. But I didn't feel that the final proposal really addressed our biggest concerns.=nhưng tôi cảm thấy rằng đề nghị cuối cùng chỉ đáp ứng một phần những mối quan tâm lớn nhất của

chúng tôi.

Cut 3

FIB Opening

FIB MUSIC lead in and then background

Eliz: Hello, I'm Elizabeth Moore. Welcome to Functioning in Business!

MUSIC swells and fades

Larry: Functioning in Business is an intermediate level business English course with a focus on American business practices and culture.

Today's unit is "The Final Proposal, Part 3."

This program focuses on Rejecting a Proposal.

MUSIC

Interview: Graham's response to Blake

Larry: Interview

Today, we are talking to Shirley Graham from her San Jose office.

SFX: Phone beep

Eliz: Hello again, Ms. Graham.

Graham: Hello.

Eliz: Today, we're listening to Mr. Blake's final proposal to your company.

Graham: Oh, yes. There were some significant changes from the first proposal.

They reduced the price and guaranteed that two engineers would help us.

But I didn't feel that the final proposal really addressed our biggest concerns.

Eliz: Let's listen to that conversation.

MUSIC

Vietnamese Explanation

Trong ph n t i ta nghe bà Graham bác đ ngh bán ng i máy đ n t c a ông Blake. Storage facilities.=x ng ch a đ . Look, Charles (tên ông Blake), I appreciate your efforts in putting together this proposal=Tôi r t c m kích là ông đã m t nhi u công lao lo s a so n cho đ ngh này. Put together=lo x p đ t, s a so n. Frankly=m t cách thành th c. To meet a deadline= k p h n ch t. But, frankly, I just don't think your company can provide the support that we need in order to meet our deadline.=Xin nói th ng v i ông là tôi không nghĩ là công ty c a ông có th cung c p ph n h tr mà chúng tôi c n đ k p h n ch t c a chúng tôi. H c thêm m t câu v trì hoãn—Shouldn't we discuss this a little more? Perhaps we can work out something=chúng ta có nên bàn thêm m t chút không?; Có l có th tìm ra gi i pháp nào đó.

Cut 4

Dialog: FIB Dialog: Graham's response to Blake

Larry: Dialog

Ms. Graham rejects Mr. Blake's proposal.

I'm sorry you feel that way. Tôi r t ân h n là bà nghĩ nh v y.

We don't have much time. Chúng tôi không có nhi u thì gi .

Graham: When will those facilities be ready?

Blake: Uh... they'll be ready by mid November.

Graham: I'm sorry, but that's not soon enough.

Blake: I see. I'm sorry you feel that way.

Graham: Look, Charles, I appreciate your efforts in putting together this proposal.

But, frankly, I just don't feel that your company can provide the support that we need in order to meet our deadline.

You have no organization in the United States, and to me that represents too great a risk.

I'm sorry, but I'm not going to be able to accept your proposal.

Epstein: Shouldn't we discuss this a little more?

Perhaps we can work out something.

Graham: No, Mike. We don't have much time, so we have to make a decision now.

I'm sorry, Charles.

MUSIC

Vietnamese Explanation

Sau đây, ta nghe m␣ y câu ch␣ ch␣ t trong bài (key sentences).

Cut 5

Language Focus: Key sentences

Larry: Listen to these key sentences.

Eliz: I appreciate your efforts... in putting together this proposal.

(pause)

Eliz: I'm sorry... but I'm not going to be able... to accept your proposal.

(pause)

Eliz: We don't have much time... so we have to make a decision now.

(pause)

MUSIC

Vietnamese Explanation

Trong đoạn này, ta nghe lý do tại sao bà Graham bác bỏ đề nghị của ông Blake về việc mua nhượng quyền máy điện tử. Concessions=nhường nhượng bộ. Đồng ý, to concede. Ông giảm—ten percent reduction in price (hạ giá thêm 10 phần trăm); making two engineers available for local support (cho hai kỹ sư giúp tại địa phương); building storage facilities in California. (xây xưởng chế tạo ở California). Take the risk=liều, mạo hiểm. Risk=sự rủi ro. That's a risky business=việc đó có phần nguy hiểm. Make a good effort=nỗ lực.

His company has no organization in the US. Công ty của ông ta không có tổ chức ở địa phương Hoa Kỳ.

Cut 6

Interview: Graham

Larry: Interview

Eliz: Ms. Graham, why did you reject the proposal?

Graham: Well, I appreciated the concessions he made about price, and so on.

But my main concern was still the October deadline.

I am sure that Charles believed that his company could meet the deadline.

But I don't think that he knew how very difficult it would have been.

Eliz: Because his company has no organization in the US?

Graham: Exactly. I just couldn't take the risk.

He made a good effort, but unfortunately he could not give us what we needed.

Eliz: Thank you very much for talking to us today.

Graham: You're very welcome.

MUSIC

Vietnamese Explanation

Quý vị vừa học xong bài 114 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.