



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 158. Phạm Văn xin kính chào quý vị thính giả. Trong phần đầu bài học, Larry Engleton, trong phần Mách giúp Văn hoá, nói rằng tìm hiểu lý do đằng sau lập trường của phe mà mình thường giúp ta tìm ra thoả thuận. When we negotiate, it is helpful to understand the reasons behind the other person's position. Reason=lý do; reasonable=hợp lý. That sounds reasonable=điều đó hợp lý. A solution=giải pháp; câu giải đáp; động từ to solve, to solve a problem=giải quyết một vấn đề khó khăn. A position=lập trường, ý, quan điểm, điều mà mình chọn.

The reasons behind the other person's position.=lý do tại sao người kia giải quyết lập trường.
Seafood restaurant=nhà hàng bán đồ biển; Italian restaurant=nhà hàng bán đồ ăn kiểu Ý, như spaghetti=bún có thịt viên và sốt cà chua; pizza=bánh mì nướng nướng, ở trên mặt có nhân thịt, phô mát, nấm, dứa thái mỏng, v.v... Shrimp=tôm; lobster=tôm hùm. A solution that both can accept=một giải pháp cả hai bên đều chấp nhận [a win-win]. What we wanted was different, but once we understand why we wanted it, we're closer to finding a solution.= Điều mà chúng ta muốn có thì khác nhau, nhưng một khi ta hiểu tại sao ta muốn điều đó, ta dễ tìm ra giải pháp hai bên đều thuận. Nhận xét: dùng verb-ing sau closer to: closer to finding a solution. Nhận cách để adjective "CLOSE" (giống): [klouz]; còn verb CLOSE (đóng): [klouz].

Cut 1

Culture Tips: The Reasons behind a Position

Larry: Culture Tips

This Culture Tip talks about reasons behind a position.

- a reason lý do
- a solution giải pháp
- a position lập trường

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

Gary: Today, we’re going to talk more about negotiations.

When you negotiate, it is very helpful to understand the reasons behind the other person’s position.

If you understand why a person wants something, you can look for a solution that both of you can accept.

Eliz: Can you give me an example?

Gary: Well, for example, if I want to go to an Italian restaurant, and you want to go to a seafood restaurant, we are taking different positions.

Eliz: Yes, we want to go to different restaurants.

Gary: Right. But if the reason I want to go to an Italian restaurant is because I like spaghetti, you may know a seafood restaurant that has great spaghetti.

Eliz: I see.

And if I want to go to a seafood restaurant because I love shrimp, you may know an Italian restaurant that has shrimp.

Gary: That’s right.

What we wanted was different, but once we understand why we wanted it, we were closer to finding a solution.

Eliz: Thanks, Gary! That was really interesting.

MUSIC

Vietnamese Explanation

Trong ph n Language Focus s p t i, ta nghe m t câu r i căn c vào ý nghĩa bài h c, tr i i đúng hay sai, True or False. Nh n xét: Trong ph n t i, quý v s nghe câu: “In a negotiation, what someone wants and why they want it are both important.”=Trong cu c th ng i ng, đi u m t ng i mu n và lý do ng i ta mu n đ u quan tr ng. Đ ý đ n nhóm ch “what someone wants” [someone theo sau b i đ ng t i ng i th ba s ít, wants], nh ng i ph n sau, “why they

want” thì ch ị t ị “they” thay cho ‘someone” theo sau b ị i đ ị ng t ị ị s ị nhi ị u. Khi ta nói, ch ị someone hay everyone đôi khi theo sau b ị i “they.” Khi ta vi ị t, mu ị n cho đ ị ng v ị n ph ị m, đ ị tránh mâu thu ị n s ị ít s ị nhi ị u, thì cũng câu trên, thay vì dùng “they,” ta dùng “he or she” thay cho “someone”: “In a negotiation, what someone wants, and why he or she wants it are both important.” Hay ta có th ị đ ị i “someone” thành “people” theo sau b ị i “they”: “In a negotiation, what people want, and why they want it are both important.”

Cut 2

Language Focus: True/False

Larry: True or False.

Eliz: In a negotiation, what someone wants and why they want it are both important.

(ding)

(pause for answer)

Eliz: True. If you understand the reasons behind the other person’s position, you can help everyone get what they want.

MUSIC

Vietnamese Explanation

Trong ph ị n t ị i, ta nghe m ị t cu ị c đ ị m tho ị i trong đó Ông Ira Cohen thu ị c s ị n xu ị t đĩa hát Hippo Records đ ị ng th ị ng l ị ng v ị i Ms. Winnie Smith thu ị c phân v ị m ị d ị ch c ị a h ị ng bán xe h ị i Smith Auto. Sales=thu ị c v ị m ị v ị . Salespeople=nh ị n vi ị n m ị v ị . T ị ng t ị salesman, saleswoman, sales representative=nh ị n vi ị n bán hàng. Four-door=có b ị n c ị a, có d ị u n ị gi ị a four và door vì ch ị này dùng làm t ị nh t ị k ị p. Steering wheel=vô l ị ng, tay lái. Power steering=tay lái (vô-l ị ng) nh ị , t ị đ ị ng tr ị v ị trí cũ. Power brakes=b ị n đ ị p th ị ng có ị ng t ị ng s ị c, khi ị n ch ị n đ ị p th ị ng nh ị . Dependability=s ị đ ị ng tin c ị y. Dependable=đ ị ng tin c ị y. Durable=b ị n, x ị i lâu.

Cost=gi ị a=price. Extras=nh ị ng món th ị m vào, optionals, ng ị i mua n ị u mu ị n ph ị i tr ị th ị m, nh ị Air-conditioning, máy l ị nh, GPS, vi ị t t ị t ị ch ị Global Positioning System, h ị th ị ng đ ị nh v ị trí toàn c ị u, t ị c là b ị n đ ị ch ị đ ị ng t ị đ ị ng. I have to be honest with you=xin th ị a th ị t v ị i ông/bà là...A four-door car=xe b ị n c ị a; a two-door sedan=xe nh ị hai c ị a; hatchback=xe có c ị a sau đ ị u. Truck=xe v ị n t ị i, xe ch ị hàng.

Cut 3

Business Dialog:

Larry: Business Dialog

Ira Cohen of Hippo Records is negotiating with Winnie Smith of Smith Auto Sales. Ira Cohen thu c hãng bán đĩa hát Hippo Records đang th ng l ng v i Winnie Smith thu c hãng bán xe h i Smith Auto Sales.

Hippo Records wants to buy ten cars for their sales people. Hippo Records mu n mua m i chi c xe cho nhân viên m i d ch c a hãng.

- a mid-size car: xe c trung bình.
- an economy car: xe nh , lo i ti t ki m; còn g i là small cars, hay compact cars; nh Ford Focus, Honda Civic. Mid-size cars, xe c v a, nh Honda Accord, Toyota Camry, Ford Taurus. Luxury cars, xe lo i sang, nh Lexus, Acura, Infinity, Mercedes, Cadillac.

That includes power steering and brakes, air conditioning and an FM/AM radio. Power steering: tay lái, vô lăng t đ ng tr v ; power brakes=th ng nh ; air conditioning=máy l nh; AM/FM radio=ra-đi-ô AM/FM

We'd like to reduce our inventory. Chúng tôi mu n gi m s xe t n kho. Inventory nh n m nh v n đ u: INventory.

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

Ira Cohen of Hippo Records is negotiating with Winnie Smith of Smith Auto Sales.

Hippo Records wants to buy ten cars for their sales people.

SFX: office

Winnie: Let me say once again, we can sell you our four-door, mid-size car for thirteen thousand dollars.

That includes power steering and brakes, air conditioning and an FM/AM radio.

Ira: That's a good price, but I'm sorry. We don't want a mid-size car.

As I've said several times before, we want an economy car.

Winnie: Mr. Cohen, I understand your position.

But as I've told you, we are selling the mid-size cars at a very low price!

I don't understand why you aren't interested in them.

Ira: It's because our primary concerns are dependability and costs.

An economy car costs less to buy and to operate.

And we don't care about extras, like air conditioning.

Winnie: Mr. Cohen, I'm going to be very honest with you.

Our mid-size cars are more dependable and more durable than the economy cars.

In addition, we have a large supply, and we'd like to reduce our inventory.

If you would buy ten cars, I would be willing to reduce the price even more.

And I'm sure your salespeople would like the air conditioning.

Ira: Well... in that case, I might be interested.

MUSIC

Vietnamese Explanation

Trong ph n t i, khi ta mu n ng i khác hi u ý mình mu n, ta p i đ i u ta đã nói, ti ng Anh có ch to reiterate. Có nh ng nhóm ch ta dùng nh "Let me say once again," xin cho tôi nh c i m t l n n a là... "As I've told you..." nh tôi đã nói v i ông. Model=ki u xe.

Cut 4

Focus on Functions: Reiterating: p i đ i u đã nói (repeat something said).

Larry: Focus on Functions: Reiterating

Larry: Listen to these expressions.

Eliz: Let me say once again

Let me say once again, we can sell you our mid-size model.

(pause)

Eliz: As I've said several times before

As I've said several times before, we want an economy car.

(pause)

Eliz: As I've told you

As I've told you, we are selling the cars at a very low price!

(pause)

MUSIC

Vietnamese Explanation

Trong phần tiếp, ta nghe Gary chia sẻ cách lặp lại—reiterating. Mục đích là để nói rõ lặp lại những gì mình, tức là ý mình muốn nói gì. Trong phần này, ta nghe vài câu hay nhóm chia sẻ hiểu ích khi thuyết trình. Đó là câu, “Let me say once again...” xin thưa lại là...hay câu, “As I said several times before...” như tôi đã nói nhiều lần trước rồi Ông/Bà là...Như vậy là Ông Cohen muốn mua 10 chiếc xe hơi nhỏ, tiết kiệm, economy cars, không có tiện nghi hay phụ tùng thêm vào (extras) như air-conditioning, máy có bản đồ chia sẻ định vị GPS. Ông cũng muốn xe đi bền và dễ dàng sửa chữa hay thay thế. Ms. Smith có nhu cầu chiếc xe hơi cỡ trung bình mid-sized cars; cô nói: Our mid-size cars are more dependable than economy cars, and we are selling them at a very low price. Loại xe cỡ trung bình của chúng tôi chắc chắn hơn xe hơi nhỏ, và chúng tôi hiện bán với giá rất thấp. In addition, we have a large supply, and we'd like to reduce our inventory.=Hiện nay, chúng tôi còn nhiều xe, và muốn giảm số xe tồn kho của chúng tôi. If you buy ten cars, I would be willing to reduce the price even more.=Nếu ông mua 10 chiếc xe, tôi sẵn lòng giảm giá nữa.

Hai điểm chính--dependability (bền) và low cost (giá thấp)--là hai điểm Ông Cohen chia sẻ. To reduce our inventory=giảm số xe tồn kho của chúng tôi. To reach an agreement=đạt tới một thỏa thuận. Interests=điều quan tâm, điều chú ý. They finally reach an agreement where both of their interests are met=Cuối cùng họ đạt được một thỏa thuận mà mỗi quan tâm của cả hai bên đều được đáp ứng. Đó là một kết quả hợp tác tốt đẹp mà cả hai bên chia sẻ. Quý vị còn nhớ chia sẻ tình huống này không?--A win-win solution!

Cut 5

Gary's Tips: Reiterating (lặp lại)

Larry: Gary's Tips.

Gary discusses how to repeat something that you said earlier.

UPBEAT MUSIC

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

Gary: Hello, Elizabeth! Today I'll be talking about some expressions that are very useful in business discussions and negotiations.

It is sometimes useful to repeat something that you said earlier.

One expression you can use is "Let me say once again..." as in today's Business Dialog.

Winnie: Let me say once again, we can sell you our four-door, mid-size car for thirteen thousand dollars.

That includes power steering and brakes, air conditioning and an FM/AM radio.

Gary: Mr. Cohen doesn't want to buy a mid-sized car.

He reminds Ms. Smith of what he said earlier.

Ira: As I've said several times before, we want an economy car.

Winnie: Mr. Cohen, I understand your position.

But as I've told you, we are selling the mid-size cars at a very low price!

Gary: Both sides are repeating their positions, and they do not seem close to agreement.

Later they are able to reach agreement by recognizing that Mr. Cohen's interests--dependability and price --can be met by Ms. Smith's mid-size cars.

The mid-size cars are more dependable than the economy cars, and Ms. Smith offers to sell them for a very low price.

Winnie: Mr. Cohen, I'm going to be very honest with you.

Our mid-sized cars are more dependable and more durable than the economy cars.

In addition, we have a large supply, and we'd like to reduce our inventory.

If you would buy ten cars, I would be willing to reduce the price even more.

And I'm sure your salespeople would like the air conditioning.

Ira: Well... in that case, I might be interested.

Gary: In this Dialog, Mr. Cohen and Ms. Smith began by repeating their positions.

They finally reach an agreement where both of their interests are met.

This is an example of a successful negotiation.

Thanks for joining us today for Gary's Tips.

Eliz: Thanks Gary!

MUSIC

FIB Closing

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

MUSIC

Vietnamese Explanation

Quý v v a h c xong bài 158 trong Ch ng Trình Anh Ng Sinh Đng New Dynamic English.
Ph m Văn xin kính chào quý v thính gi và xin h n g p i trong bài h c k ti p.