



NEW DYNAMIC ENGLISH

Book and Audio

Book 2

Free

LỜI GIỚI THIỆU

New Dynamic English hay còn gọi là chương trình Anh ngữ sinh động của đài tiếng nói Hoa Kỳ (VOA) được thiết kế dành tặng đặc biệt cho các thính giả người Việt giúp các thính giả có thêm hiểu biết về người Mỹ và văn hóa Mỹ cũng như có thể sử dụng được tiếng Anh trong những tình huống giao tiếp thông thường.

Trong chương trình chúng ta không chỉ được nghe chính người Mỹ trình bày các đoạn hội thoại mà còn được nghe phần đọc, giảng giải từ vựng, văn phạm với giọng đọc đầy truyền cảm của Giáo sư Phạm Văn. Nhờ ông mà *New Dynamic English* trở nên gần gũi, thân thiện, dễ học hơn với người Việt.

Bộ sách *New Dynamic English* do tôi tóm lược lại gồm 3 cuốn, mỗi cuốn 100 bài được ra đời trên cơ sở 3 cuốn sách gốc của chương trình nhằm hỗ trợ thêm người học trong việc trau dồi vốn từ vựng tiếng Anh.

Các Audio đi kèm với sách này xin mời tải tại:

1. <http://www.mediafire.com/nde>
2. <http://www.voanews.com/vietnamese/learning-english>

Mọi câu hỏi liên quan đến tiếng Anh cũng như đóng góp cho các chuyên mục của ban Việt ngữ đài tiếng nói Hoa Kỳ xin gửi email đến địa chỉ: vietnamese@voanews.com

Dù đã cố gắng rất nhiều trong phần từ vựng và phiên âm quốc tế nhưng cũng không thể tránh khỏi sai sót rất mong các bạn khi sử dụng tài liệu này lưu ý nếu thấy có nghi ngờ chỗ nào đó về từ loại và phiên âm quốc tế xin vui lòng sử dụng từ điển để tra lại.

Xin trân trọng cảm ơn!

QVD Đồng Tháp, ngày 18 tháng 08 năm 2011

Tác giả

THE ENGLISH ALPHABET

A	B	C	D	E	F
/ei/	/bi:/	/si:/	/di:/	/i:/	/ef/
G	H	I	J	K	L
/dʒi:/	/eitʃ/	/ai/	/dʒei/	/kei/	/el/
M	N	O	P	Q	R
/em/	/en/	/əu/	/pi:/	/kju:/	/a:/
S	T	U	V	W	X
/es/	/ti:/	/ju:/	/vi:/	/ 'dʌblju:/	/eks/
Y	Z				
/wai/	/zi:, zed/				

THE SOUNDS OF ENGLISH

VOWELS

i	ʊ	ʌ	ɒ	ə	e	æ		short
i:	u:	a:	ɔ:	ɜ:				long
iə	ʊə	aɪ	ɔɪ	əʊ	eə	aʊ	ei	diphthongs

CONSONANTS

p	t	tʃ	k	f	θ	s	ʃ	voiceless
b	d	dʒ	g	v	ð	z	ʒ	voiced
m	n	ŋ	h	l	r	w	j	

Ghi chú:

- Tất cả các nguyên âm đều là voiced.
- Hiện nay tại Việt Nam sử dụng phổ biến: /u/ = /ʊ/; /ou/ = /əʊ/; /ɔ/ = /v/
- Các video về cách phát âm chuẩn các kí hiệu phiên âm quốc tế xin tải tại:

1. <http://www.mediafire.com/luyenphatamipa>
2. <http://www.mediafire.com/luyenphatamanhmy>

Unit 101

To like = thích; To dislike /dis'laik/ = không thích, ghét

Like = giống (adj); Unlike /ʌn'laik/ = không giống, khác (adj)

Unlikely = không chắc xảy ra (adj); Jazz /dʒæz/ = nhạc Jazz (n)

Do you have a favorite musician? = có nhạc sĩ nào bạn ưa chuộng nhất không?

A Jazz musician = nhạc sĩ chơi nhạc Jazz

A CD = A Compact Disk /'kam,pækt,kəm'-/ = đĩa thu gọn (n)

Saxophone /'sæksəfoun/ = Sax = kèn đồng sắc xô (n)

Saxophonist /'sæksəfənist/ = người thổi kèn đồng sắc xô (n)

Club /klʌb/ = câu lạc bộ, phòng nhạc (n); Dancing club = phòng nhảy, hộp đêm (n)

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is do you have a favorite musician?

- Hi, Max - Hi, Kathy. Nice to see you - Who's our guest today? - Today's guest is Sandy Steele - He's a college student, isn't he? - That's right. He's studying science at American University - Are we going to talk about his school work? - No, we're going to talk about what he likes to do when he's not studying - You mean, in his free time? - That's right.

Once a month = mỗi tháng một lần.

What do you do when you're not studying? = ngoài giờ học bạn làm gì?

Do you play in a band? = bạn có chơi trong ban nhạc không?

- Interview - Now it's time for today's interview - Our guest today is Sandy Steele. Sandy is a student at American University, here in Washington. Sandy, what do you like to do in your free time? - When I'm not studying? - That's right. What do you do when you're not studying? - Well, I listen to music. Especially jazz - Do you have a favorite musician? - Oh, yes! John Coltrane. My favorite CD is "My Favorite Things" by John Coltrane - So you listen to jazz - And I also play jazz - You're a jazz musician? Aren't you studying science in school? - Yes, I am. But I also love music - What instrument do you play? - I play the saxophone - Do you play in a band? - Yes, I do. Once a month we play at a small club in Georgetown. Thanks, Sandy. Our guest is Sandy Steele. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Sandy is a student at American University - He likes to play music - His favorite kind of music is jazz - His favorite musician is John Coltrane - He plays the saxophone in a band - Once a month, his band plays at a club in Georgetown.

Drums /drʌmz/ = các quả trống (n)

To drum /drʌm/ = gõ, đập; Bass /beis/ = giọng trầm (n)

How big is your band? = ban nhạc của anh lớn chừng nào?

There are four of us = ban nhạc chúng tôi có bốn người.

He's not the greatest drummer in the world = anh ta không phải là tay trống cừ khôi.

He's not bad, and he's getting better = anh ta chơi không tệ, và mỗi ngày một khá hơn.

- Interview - Our guest today is Sandy Steele. He's a student at American University. He's studying science and he plays in a jazz band. How big is your band, Sandy? - There are four of us I play saxophone. My friend Tom plays drums. Greg plays bass and Karen plays piano. Are they good musicians? Well, Greg and Karen are both pretty good. What about Tom? - Well, he's not the greatest drummer in the world. But he's not bad, and he's getting better - I'd like to hear you play sometime - Sure. Any time - Our guest is Sandy Steele. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Greg plays bass - How well does he play? - He plays pretty well - Karen plays piano - Is she a good musician? - She's pretty good - Tom plays drums - How good is he? - He's not bad, and he's getting better.

Rock /'rɒk/ = Rock and Roll = nhạc rock (n)

I can't stand = I dislike = I hate /heit/ = chịu không nổi, không ưa, ghét

I can't stand country and western music = tôi chịu không nổi thứ nhạc phổ thông dân ca ở miền Đông Nam, Tây và Tây Nam Hoa Kỳ.

People in Texas love Country and Western music = người dân tiểu bang Texas mê nhạc dân ca và nhạc miền Tây.

I like rock music, but I prefer Jazz = tôi thích nhạc rock, nhưng tôi thích nhạc Jazz hơn.

- E-mail - Welcome back. It's time to check our e-mail. We have an e-mail from Melissa in Cambridge, Massachusetts. Her question is: Do you like rock music? - I like rock music, but I prefer jazz - Sandy, what kinds of music don't you like? - What don't I like? That's easy. Country and Western music. I can't stand Country and Western music. I hate it! - But you come from Texas, don't you? People in Texas love Country and Western music - Yes, they do. That's why I don't live in Texas anymore. I don't want to listen to Country and Western music all the time! - I see. Sandy, thank you for being on our show - My pleasure - Let's take a short break.
- Listen and Answer - What kind of music does Sandy like? - He likes jazz and rock - What kind of music doesn't Sandy like? - He doesn't like country and western music - What kind of music does Sandy like to play? - He likes to play jazz.
- Daily Dialogue: At a travel agent, part 2 - Listen to the conversation - Can I help you? - Yes, I'd like to go to Hawaii next month - Can you recommend a place to stay? - What do you like to do when you're on vacation? - Nothing. Mostly I like to relax - Don't you like to go shopping? - Not when I'm on vacation - I'd rather sit and read a book - Do you want to be near the ocean? - Yes, I love to sit on the beach and watch the ocean.
- Listen and Repeat - Don't you like to go shopping? - Not when I'm on vacation - I'd rather sit and read a book - Do you want to be near the ocean? - Yes, I love to sit on the beach and watch the ocean.

Unit 102

Coach /kəʊtʃ/ = huấn luyện viên (n); Team /ti:m/ = đội (n)

Gymnasium /dʒim'neiziəm/ = phòng tập thể dục [trường trung học (một số nước Europe)]

Wheelchairs /'wi:lʃeəs/ = xe lăn (n); Score /skɔ:/ = điểm ghi đội nào thắng (n)

We're watching a Wheelchair Basketball game = chúng tôi đang xem một trận đấu của đội Bóng rổ xe lăn Wheelchair Basketball.

They all have problems with their legs, and they can't walk = họ đều có tật ở chân và không đi được.

They can throw and catch the ball very well = họ ném và bắt banh rất giỏi.

To Throw/Threw/Thrown = ném; To Catch/Caught/Caught = bắt

It's almost over = gần vãn trận đấu, trận đấu gần tan; Humorist = người hài hước

- Man on the Street - This is the New Dynamic English Man on the Street, Kent Moss. Today I'm at a gymnasium in Washington, D.C. We're watching a Wheelchair Basketball game. Let's speak to the coach. Hello, I'm Kent Moss. Pleased to meet you. I'm Tom Lansing - I see that all the players are in wheelchairs - Yes, that's right. They all have problems with their legs, and they can't walk. But they can play basketball. They are all excellent players - I can see that - Yes. They can move very quickly in their wheelchairs. And they can throw and catch the ball very well - Do you play basketball yourself? - Yes, I do. As you can see, I can't walk, but I'm a very good basketball player - How's the game going? - Our team is winning - What's the score? - 37 to 32, and it's almost over - Oh, now it's 40 to 32 - That's the end of the game - Congratulations on your victory! - Thank you. It's been nice talking with you.
- A Question for You. Now here's a question for you. Listen for the bell, then say your answer - What sports can you play? - All right. Great.

Idea /ai'diə/ = ý kiến (n); Ideal /ai'diəl, -dɪl/ = lý tưởng, quan niệm (n)

A radio show about books = mục giới thiệu sách trên đài phát thanh.

I have an idea for a radio show about famous American writers and their books = tôi có ý muốn làm một chương trình phát thanh về những nhà văn Mỹ nổi tiếng và tác phẩm của họ.

People like to hear about famous American writers = thính giả muốn nghe nói về các nhà văn Mỹ nổi tiếng.

- Okay, thanks folks. Another good show - Thanks, Larry - Say, Max, what's that book you have? You never bring books to the studio - This book? It's Tom Sawyer. You know this book, don't you? - Sure! But I read it a long time ago. In school. It's by Mark Twain, isn't it? - That's right. I read Tom Sawyer when I was in high school, but I'm reading it again. Tom Sawyer is the story of a young boy named Tom. He lived in a small town on the Mississippi River about 100 years ago - Yes, I remember. Why are you reading it again? - Well, actually, I have an idea for a radio show - What is it? - Well, people like to hear about famous American writers. And famous American books. I think it would be a good idea for a radio show - What a great idea! A radio show about books - I'm glad you like the idea - Maybe you can help me choose some books for the show? - Sure! - Hi, Max, Kathy. Oh, Tom Sawyer. Great book! - Quiet please, everyone. Ready for Functioning in Business. Cue Music.

To summarize /'sʌməˈraɪz/ = tóm tắt

To qualify /'kwɒliˈfaɪ/ = To characterize /'kærɪkəˈraɪz/ = mô tả đặc tính

State of the art = Top of the line = phẩm chất tối tân nhất của một sản phẩm kỹ thuật.

Their robots are state of the art = người máy điện tử của họ rất tối tân.

Local support centers = trung tâm cung cấp dịch vụ hỗ trợ tại địa phương.

Responsive to my concerns = sẵn sàng giải đáp mối quan tâm của tôi

This lesson focuses on qualifying and summarizing = phần này chú trọng tả đặc tính và tóm lược.

His company did not have local support centers to provide aftersales service = công ty của ông ấy không có các trung tâm hỗ trợ tại địa phương lo về các dịch vụ sau khi bán sản phẩm.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "A Business Lunch, part 5." This program focuses on Qualifying and Summarizing.

- Interview - His company did not have local support centers to provide aftersales service. Today we'll be talking with Ms. Shirley Graham, Vice President of Advanced Technologies - Hello, Ms. Graham - Hello, Elizabeth - We've been listening to your lunchtime discussions with Mr. Blake. That meeting took place on Wednesday, June 12, of last year - Yes, that's right. We needed industrial robots for our new factory, and Mr. Blake's company had an excellent product. Their robots were state of the art. Unfortunately, his company did not have local support centers to provide aftersales service - At that meeting, Mr. Blake offered to prepare a detailed report on the problem of spare parts - Yes, he did. He was very responsive to my concerns - Let's hear what happened after that.

It's quite an undertaking = thật là một vụ đầu tư lớn

I can't make any promises = tôi không dám hứa gì; To convince /kənˈvɪns/ = thuyết phục ai

It's a very big step for us = thật là một vụ kinh doanh lớn đối với hãng chúng tôi.

Even then I can't make any guarantees = ngay dù vậy, tôi cũng không dám bảo đảm là sẽ mua người máy điện tử robots của hãng ông.

An undertaking = A venture = A business enterprise = kinh doanh, đầu tư lớn có phần rủi ro.

- Dialog - I'm going to put this information in a report after I fax Beijing - Okay - And I'll have the report ready for you tomorrow. And maybe we can come up with a solution to the problem - 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 - Oh, I can certainly understand - So I hope you will understand - Sure - Okay.

- Variations. Listen to these variations - I'll have the report ready for you tomorrow - The report will be ready for you tomorrow - I can't make any guarantees - I can't promise anything - It's quite an undertaking - It's a very big step for us.

I was very impressed with Mr. Blake's presentation = tôi có ấn tượng rất tốt đối với phần trình bày của ông Blake.

But I still wasn't convinced that his company was the right company for us = nhưng tôi vẫn chưa tin chắc là hãng của ông ta đúng là hãng thích hợp với chúng tôi.

- Interview - So, how did you feel about this discussion? - I was very impressed by Mr. Blake's presentation. But I still wasn't convinced that his company was the right company for us. I couldn't make any guarantees - I understand - Thank you again for joining us - It's been my pleasure.

Unit 103

You know, we've never done business with a Chinese company before, so it's quite an undertaking = như ông biết, chúng tôi chưa bao giờ buôn bán với một công ty Trung Hoa, nên đây là một vụ đầu tư rất lớn.

- Questions. Listen to the question - Has Ms. Graham's company ever done business with a Chinese company? - Now listen to the dialog - 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. Has Ms. Graham's company ever done business with a Chinese company? - No, it hasn't - Listen to the question - Does Mr. Blake understand Ms. Graham's position? - Now listen to the dialog - You know, we've never done business with a Chinese company before, so it's quite an undertaking - Oh, I can certainly understand - So I hope you will understand - Sure - Okay - Does Mr. Blake understand Ms. Graham's position? - Yes, he does.

When I'm making a proposal to Americans, they always interrupt me with questions = khi tôi trình bày một đề nghị cho người Mỹ, họ thường ngắt lời tôi bằng những câu hỏi.

Why won't they let me finish what I want to say? = tại sao không để tôi nói xong điều tôi muốn nói?

Rude /ru:d/ = thô lỗ, thiếu lịch sự (adj); Irritation /,iri'teiʃən/ = sự bực bội (n)

Americans aren't trying to be rude = người Mỹ không phải muốn tỏ ra thiếu lịch sự.

They are trying to be effective and polite = họ muốn tỏ ra hữu hiệu và lễ độ.

You can't respond to a proposal if you don't understand it = bạn không thể trả lời một đề nghị nếu không hiểu rõ đề nghị đó.

Americans like a two way communication = người Mỹ thích có người hỏi người đáp trong một cuộc nói chuyện.

A two-way communication = một cuộc đối thoại hai chiều, có người hỏi người đáp

Asking questions is a good way to keep both people talking = đặt câu hỏi là một cách tốt để có khiến cả hai bên tiếp tục đàm thoại.

Culturally speaking, Americans in business situations expect questions = đứng về mặt văn hoá, người Mỹ trong môi trường kinh doanh, mong có những câu hỏi.

To expect /ik'spekt/ = mong chờ, chắc rằng, tưởng rằng một chuyện sẽ xảy ra.

We expected you yesterday = hôm qua chúng tôi tưởng anh tới mà anh không tới.

Confirm understanding = kiểm chứng, hay hỏi lại cho chắc là mình hiểu người khác nói gì.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton - Hello everyone! - 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?" - Well, I can certainly understand your irritation. But the Americans aren't trying to be rude. They are trying to be effective and polite - Effective and polite? - Yes, Americans ask questions for two

reasons - What are they? - First, to see whether or not they have understood what was said - Do you mean that they are confirming understanding? - Yes, exactly. You can't respond to a proposal if you don't understand it - That's certainly true! - Second, asking questions shows that you are interested, which is the polite thing to do - So silence would be impolite? - 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 - Thanks Gary! - My pleasure!

- True or False. Listen. Is this statement true or false? - Americans don't like people who ask a lot of questions - False. In business situations, Americans expect a lot of questions - Before you respond to a proposal, you should confirm your understanding - True. Asking questions is a good way to confirm your understanding - For Americans, asking questions is a way to show interest - True. Americans like two way communication.

To summarize = To sum up = tóm tắt; Late /leit/ = trễ, muộn (adj)

Later /'leitə/ = sau (adv, interj); Latest /'leitist/ = trễ nhất (n)

Delivery date = ngày giao hàng; Discount = giá bớt, chiết khấu (n)

Mr. Davis and Mr. Jones are in final stages of a negotiation = ông Davis và ông Jones đang ở giai đoạn cuối của cuộc thương lượng.

Mr. Davis wants to sell his product to Mr. Jones = ông Davis muốn bán sản phẩm của mình cho ông Jones.

Mr. Davis is summarizing the situation = ông Davis đang tóm tắt tình trạng vụ kinh doanh.

The price is higher than we expected and we need delivery within six months at the latest = giá cao hơn mức chúng tôi dự trù (phỏng chừng), và chúng tôi cần được giao hàng trễ nhất là trong vòng sáu tháng.

There are still problems with the delivery date and the size of the discount = vẫn còn vấn đề về ngày giao hàng và giá bớt (số tiền bớt còn quá cao).

I'll check and see if it's possible = tôi sẽ kiểm soát lại và xem có thể giao hàng đúng hạn không. Everything else is okay = mọi chuyện khác thì không có gì trở ngại.

- Business Dialog - 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 - To summarize, there are still problems with the delivery date and the size of the discount, but everything else is okay. Is that right? - Yes. That's right. The price is higher than we expected, and we need delivery within six months at the latest - 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? - Okay, but I'm afraid I won't be free except for tomorrow afternoon. Is that too early? - No, that'll be fine. How about 3:00? - Okay, good. I'll see you tomorrow, Mr. Davis - See you then.

- Focus on Functions: Summarizing - Now let's focus on Summarizing - Listen carefully to this summary of Mr. Davis's position - The delivery date - There are still problems with the delivery date - The size of the discount - There are still problems with the delivery date and the size of the discount - Everything else is OK - There are still problems with the delivery date and the size of the discount, but everything else is okay - To summarize, there are still problems with the delivery date and the size of the discount, but everything else is okay - Now listen to this summary of Mr. Jones's position - The price - The price is higher than we expected - Delivery - We need delivery within six months - The price is higher than we expected, and we need delivery within six months.

Is that right? = vậy có đúng không?

I'll see what I can do = tôi sẽ cố xem có thể giúp giải quyết được không.

Important /im'pɔ:tənt/ = quan trọng (adj)

Importance /im'pɔ:təns/ = sự quan trọng, tầm quan trọng, ý nghĩa quan trọng (n)

The delivery date is going to be a problem, but I'll check and see if it's possible = ngày giao hàng sẽ là một vấn đề, nhưng tôi sẽ xét xem có thể lo được không.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - 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" - To summarize, there are still problems with the delivery date and the size of the discount, but everything else is okay. Is that right? - Yes. That's right - 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 - The price is higher than we expected, and we need delivery within six months at the latest - I see - Mr. Jones cannot promise that he will be able to meet the delivery schedule. He offers to do his best - 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 - 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 - 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 - 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 - 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 - Thanks Gary!

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

Unit 104

Can you use the internet? = bạn có biết dùng liên mạng Internet không?

I can get there in half an hour = tôi có thể đến đó trong vòng nửa giờ.

I can't get there in half an hour = tôi không thể đến đó trong vòng nửa giờ.

It's too far from here

She's blind = cô ấy bị mù; She can't see = cô ấy không trông thấy gì.

Visually-impaired = khiếm thị; Receptionist = nhân viên giữ điện thoại (n)

Law /lɔ:/ = luật (n); Lawyer = luật sư (n); Law firm = tổ hợp luật sư

Employee of the year = nhân viên gương mẫu trong năm

Denise Collins is a receptionist at a law firm in Washington = Denise Collins làm tiếp viên nhận điện thoại ở một tổ hợp luật sư ở Washington.

She's the employee of the year at her company = cô là nhân viên gương mẫu trong năm tại công ty của cô.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture . Today's unit is "can you use the internet?"

- Hi, Kathy. How are you today? - Fine. How are you? - Just fine. Who's our guest today? - Today's guest is Denise Collins - Denise. She was Employee of the Year at her company - That's right. She works at a law firm. She's a receptionist - She's blind, isn't she? - That's right. She's blind. She can't see - And what's our topic for today? - We're going to talk with Denise about her work and her school.

Blind /blaɪnd/ = mù (adj); Work skills = khả năng cần cho công việc

Answer phones = trả lời máy điện thoại; To take messages = ghi lại lời nhắn

To type /taɪp/ = đánh máy, phân loại, xếp loại; Type = kiểu, loại, thuật đánh máy (n)

Typist /'taɪpɪst/ = người đánh máy (n); Typewriter /'taɪp,raɪtə/ = máy chữ (n)

Denise is a receptionist at a law firm = Denise làm tiếp viên trong một tổ hợp luật sư.

She has a computer that she can talk to = cô ta có máy vi tính và cô ấy có thể nói vào máy.

I can also speak to my computer and my computer can write what I say = tôi có thể nói vào máy vi tính và máy có thể đánh thành chữ điều tôi nói.

I can speak faster than I can type = tôi nói nhanh hơn đánh máy.

Does the computer make many mistakes? = máy vi tính có phạm nhiều lỗi không?

And it's getting better all the time = và máy vi tính mỗi ngày một tốt hơn.

- Interview - Now it's time for today's interview. Our guest today is Denise Collins. She's a receptionist at a law firm in Washington, D.C. Hi, Denise. It's nice to see you again - It's nice to be here - I'd like to ask you a little about your work skills - Yes? - You answer phones and take messages - That's right - Can you type? - Yes. I'm a very fast typist. I can also speak to my computer and my computer can write what I say - Really? Your computer can write what you say? - That's right, if I speak clearly - Is it faster than typing? - That's a good question. I can type very fast. But I can speak faster than I can type - Does the computer make many mistakes? - No, not many. And it's getting better all the time! - That's very interesting! - Thank you, Denise. Our guest is Denise Collins. We'll talk more after our break. This is New Dynamic English.

- Listen Carefully: Can or can't? - Denise can't see - Can Denise see? - No, she can't - She can't see - Denise can type - Can she type? - Yes, she can - She can type.

Denise uses a computer when she studies = Denise dùng một máy vi tính khi cô học bài.

The computer can read out loud to her from her textbook and from the Internet = máy vi tính có thể đọc to cho cô nghe từ sách học của cô và từ liên Mạng Internet.

Read out loud = đọc to lên; Textbook = sách học, sách giáo khoa (n)

A computer with speakers = máy vi tính có gắn máy khuếch âm.

I can't see, but I can hear = tôi không nhìn thấy, nhưng tôi nghe được.

My textbook is on a CD ROM = sách học của tôi được thu vào đĩa thu gọn CD.

CD = Compact Disk = đĩa thu gọn; Night school = trường dạy lớp tối

ROM = Read Only Memory = bộ nhớ của máy vi tính chỉ đọc được

My computer can read the textbook out loud to me = máy vi tính của tôi có thể đọc to bài học trong cuốn sách cho tôi nghe.

- Interview - We're back with our guest, Denise Collins. We're talking about computers. You're taking classes at night school, aren't you? - That's right. I'm studying law - Do you use a computer when you study? - Yes, I do - How? - I can't see, but my computer can speak to me - So you have a computer with speakers? - That's right. I can't see but I can hear. I can listen to my computer - How does that help you? - My textbook is on a CD ROM. My computer can read the textbook out loud to me - What about the Internet? - Can you use the Internet? - Yes, I can. My computer can also read pages from the Internet to me - So computers really help you! - Yes. For me, computers are wonderful! - Thank you, Denise. Our guest is Denise Collins. We'll talk more after our break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - Can Denise hear? - Yes, she can. She can hear - Can she see? - No, she can't. She's blind - Can her computer speak to her? - Yes, it can. It can speak to her - Can she use the Internet? - Yes, she can. She can use the Internet.

To go for a walk = To go for walks = đi dạo; Park /pɑ:k/ = công viên (n)

She also likes to go to outdoor concerts = cô ấy cũng thích nghe nhạc ngoài trời.

When the weather is warm, we all like to go for walks in the park = khi trời ấm, chúng tôi đều thích đi dạo trong công viên.

It's wonderful to sit outside and listen to beautiful music = ngồi ngoài trời và nghe nhạc hay thì thật tuyệt vời.

To listen to = nghe; I like to listen to classical music = tôi thích nghe nhạc cổ điển.

Especially on a warm summer night = nhất là vào một đêm hè ấm.

It's one of my favorite things in life = đó là một trong những thứ tôi ưa trên đời.

On weekends, Denise likes to go for walks with her family = vào cuối tuần, Denise thích đi dạo với gia đình cô.

- E-mail - Welcome back. It's time to check our e-mail. We have an e-mail from Naomi in Philadelphia. She asks: What do you like to do on the weekend? - As you know, I'm married and I have two children. When the weather is warm, we all like to go for walks in the park - What else do you like to do? - In the summer, we love to go to outdoor concerts. It's wonderful to sit outside

and listen to beautiful music. Especially on a warm summer night. It's one of my favorite things in life! - Denise, thank you so much for being on our show - It's been my pleasure - Let's take a short break.

Outdoor concert = buổi hòa nhạc ngoài trời

- Listen and Repeat - Walks in the park - Denise likes to go for walks in the park - When it's sunny, Denise likes to go for walks in the park - Outdoor concerts - She loves to go to outdoor concerts - In the summer, she loves to go to outdoor concerts - Beautiful music - It's wonderful to listen to beautiful music - It's wonderful to sit outside and listen to beautiful music.

I'd rather /'ræðə, 'rɑ:ðə/ = I would rather = I prefer /pri'fə:/ = tôi thích hơn.

I'd rather sit and read a book = I prefer to sit and read a book = tôi thích ngồi đọc sách hơn.

We would rather rent the house than buy it outright = chúng tôi muốn thuê căn nhà hơn là mua thẳng luôn.

- Daily Dialogue: At a Travel Agent, part 3 - Listen to the conversation - Can I help you? - Yes, I'd like to go to Hawaii next month - Can you recommend a place to stay? - What do you like to do when you're on vacation? - Nothing. Mostly I like to relax - Don't you like to go shopping? - Not when I'm on vacation. I'd rather sit and read a book - Do you want to be near the ocean? - Yes, I love to sit on the beach and watch the ocean - Do you like to stay in big hotels - No, I prefer small hotels - Well, I can recommend a very nice small hotel - Is it very expensive? - No, it's not expensive at all - That sounds wonderful!

Unit 105

What animal is it? = đó là con gì?

A fish = cá; A school of fish = đàn cá; A turtle /'tɜ:tl/ = rùa

Drake /dreik/ = vịt đực (n); Duck /dʌk/ = vịt cái (n); Duckling /'dʌkliŋ/ = vịt con (n)

- Question of the Week! - This week we will ask What Animal is it? We'll have the answers on the next show. Question number one: Is it a duck..., a fish..., or a turtle? - Listen carefully - It can walk. It can swim. It can't fly - What is it? - Question number two: Is it a duck..., a fish..., or a turtle? Listen carefully - It can't walk. It can swim. It can't fly - What is it? - Question number three: Is it a duck..., a fish..., or a turtle? - Listen carefully - It can walk. It can swim. It can fly - What is it? We'll have the answers on next week's show.

- A Question for You. Now here's a question for you. Listen for the bell, then say your answer - Can you use a computer? - OK. I see.

Weekend /'wi:kend/ = cuối tuần (n)

Capitol = toà nhà Quốc Hội Mỹ hay toà dân biểu tiểu bang

Capital /'kæpitəl/ = thủ phủ, thủ đô (n); Romantic /rou'mæntik/ = lãng mạn (n, adj)

Do you have special plans this weekend? = cuối tuần này bạn có dự tính làm gì đặc biệt không?

It looks the same way it did four hundred years ago = thành phố trông y như xưa cách đây 4 trăm năm.

I've always wanted to visit Williamsburg = tôi vẫn hằng muốn thăm Williamsburg.

- Thanks, folks. Show's over - Well, I'm ready for my weekend - So am I! - Hi. Hi, Elizabeth. - Ready for your weekend, too, huh, Elizabeth? Do you have any special plans? - Actually, I do - Really? What's up? - Well, I'm going away for the weekend. Boris and I are going on a trip this weekend - Oh, how romantic! Where are you going? - We are going to Williamsburg, Virginia - Williamsburg. That's the old capital of Virginia. I went there with my family a few weeks ago. It's a very old city. And beautiful. You know, it looks the same way it did four hundred years ago - Yes, I've always wanted to visit Williamsburg. And Boris has never been there either - Well, have a wonderful time! - Yes, have a good time - Oh. It's time to begin my show. Excuse me - Ready for Functioning in Business. Cue Music.

To discuss in detail = thảo luận từng chi tiết

We really appreciate it = chúng tôi thực rất cảm kích

End /end/ = kết thúc (v, n); Ending = kết cuộc, kết thúc (n)

Charles had presented his information to Shirley, and now she had to make her decision = Charles đã trình bày tin tức của mình cho Shirley, và bây giờ bà ấy phải quyết định.

I hope we will be able to do business together = tôi hy vọng chúng ta có thể giao dịch thương mại với nhau.

If there is any further information that we need, we'll give you a call at the hotel = nếu cần thêm tin tức, chúng tôi sẽ gọi điện thoại cho ông ở khách sạn.

Could we have the check, please? = xin cho tôi biên lai tính tiền.

You've put a lot of time and effort into this proposal = ông đã bỏ ra nhiều thì giờ và công lao vào đề nghị này.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "A Business Lunch, part 6". This program focuses on Showing Appreciation.

- Interview - Today we'll be talking with Mike Epstein of Advanced Technologies - Hello, Mike

- Hello, Elizabeth - Today we're going to listen to the end of your lunch meeting with Charles Blake - Yes, Charles had presented his information to Shirley, and now she had to make her decision - OK. Let's listen to the conversation.

- Dialog - Could we have the check, please? - Certainly. I'll bring it right over - Well, thank you for the delicious meal - You're very welcome. You've put a lot of time and effort into this proposal. We really appreciate it - It was a pleasure. I hope that we'll be able to do business together - Mike and I will discuss your proposal in detail this afternoon. And we look forward to seeing you tomorrow. How about one o'clock in my office? - That sounds fine. I'll fax my report to you in the morning - Good - And if there's any further information that you need - We'll give you a call at your hotel - Can we take you back to your hotel? - No, thanks! - I think I'll go for a walk before I go back to the hotel - Well, see you tomorrow! - I'm looking forward to it! - Have a nice walk! - Thanks!

Delicious /di'liʃəs/ = ngon miệng (adj); A delicious meal = bữa ăn ngon miệng

- Listen and Repeat - Well, thank you for the delicious meal - You're very welcome - We really appreciate it - It was a pleasure - Can we take you back to your hotel? - No, thanks! I think I'll go for a walk.

Reliable /ri'laɪəbəl/ = đáng tin (adj)

To rely on /ri'lai/ = To count on /kaunt/ = nhờ, tin

You can count on me = bạn có thể tin ở tôi.

Can I rely on your help? = tôi nhờ bạn giúp được không?

A strong case = trường hợp mạnh, vững, đáng tin

Advice /əd'vaɪs/ = lời khuyên (n); A piece of advice = một lời khuyên

Convincing /kən'vɪnsɪŋ/ = thuyết phục (adj); Case /keɪs/ = trường hợp, vụ (n)

Well, I thought Charles presented a very strong case = tôi nghĩ là Charles trình bày trường hợp rất vững, đầy tính thuyết phục.

And I was convinced that we should buy his robots = và tôi tin là chúng tôi nên mua máy điện tử của ông ta.

But it was Shirley's project and it was her decision = nhưng đó là dự án của bà Shirley Graham và đó là quyết định của bà.

My job was to give her the best advice = việc của tôi là đưa ra lời khuyên tốt nhất cho bà ta.

- Interview - Well, do you think it was a successful meeting? - Well, I thought Charles presented a very strong case. I knew that his company made the best robots. And I was convinced that we should buy his robots - So you weren't concerned about aftersales service? - No, I wasn't. I felt that the robots were extremely reliable and that aftersales service wouldn't be a problem - It

wasn't your decision, though? - No, it wasn't. It was Shirley's project and it was her decision. My job was to give her the best advice - Well, thank you again for being on our show - It's been my pleasure.

Unit 106

To discuss /dis'kʌs/ = thảo luận; A discussion = một cuộc thảo luận

That sounds fine = được; Proposal /prə'pouzəl/ = bản đề nghị, sự đề nghị (n)

To propose /prə'pouz/ = đề nghị; In detail = kỹ, từng chi tiết, tỉ mỉ

They discussed the proposal in detail = họ thảo luận về đề nghị rất kỹ.

Can we take you back to your hotel? = chúng tôi đưa ông về khách sạn của ông được không?

How about one o'clock in my office? = thế một giờ, gặp ở văn phòng của tôi có tiện không?

How about... = thế còn...[dùng trước một đề nghị, xem người nghe có đồng ý không]

- Questions. Listen to the question - When and where will Mr. Blake and Ms. Graham meet next?
- Now listen to the dialog - Mike and I will discuss your proposal in detail this afternoon. And we look forward to seeing you tomorrow. How about one o'clock in my office? - That sounds fine - When and where will Mr. Blake and Ms. Graham meet next? - They'll meet tomorrow at one o'clock in Ms. Graham's office - Listen to the question - What will Mr. Blake do after lunch? - Now listen to the dialog - Can we take you back to your hotel? - No, thanks! - I think I'll go for a walk before I go back to the hotel - Well, see you tomorrow! - I'm looking forward to it! - Have a nice walk! - Thanks! - What will Mr. Blake do after lunch? - He'll go for a walk.

To tip = To leave a tip = cho tiền phạt bo, tiền tip

Tip /tip/ = tiền phạt bo, mẹo chỉ dẫn, lời mách nước (n)

An hourly wage = lương giờ; Hour /'aʊə/ = giờ

Hourly = mỗi giờ (adj); Custom /'kʌstəm/ = phong tục, tục lệ (n)

Customer = khách hàng (n); Customary = theo phong tục thông thường (adj)

The bill = The check = biên lai tính tiền ăn; Credit card = thẻ tín dụng, thẻ mua chịu

To serve /sə:v/ = tiếp đãi, hầu; A server = người hầu bàn, tiếp viên nhà hàng

Most servers expect a tip of at least 15 percent of the cost of the meal = phần lớn người hầu bàn mong được cho tiền tip ít nhất là 15 phần trăm tổng số chi phí bữa ăn.

Waiters and waitresses get most of their money from tipping = người hầu bàn nam và nữ kiếm được phần lớn nhờ tiền tip.

The restaurants may only pay them a small hourly wage = nhà hàng chỉ trả họ lương giờ rất nhỏ.

Tipping customs = tục cho tiền tip; Service charge = tiền trả thêm về dịch vụ ngoài món ăn

International visitors = du khách ngoại quốc (n)

If you don't leave a tip, the manager might ask you if something was wrong with the service = nếu bạn không cho tiền tip, quản lý nhà hàng có thể hỏi bạn hay là vì việc tiếp đãi có gì làm bạn không hài lòng không.

They may even calculate the tip for you at different rules, for example, 15% and 20% = họ còn tính hộ tiền tip cho bạn theo qui tắc khác, thí dụ như 15 và 20 phần trăm.

- Culture Tips - Welcome to "Culture Tips" with Gary Engleton - Hello everyone! - Today's question is: "When I eat at a restaurant in the United States, do I have to leave a tip?" - Well, first you must understand that waiters and waitresses get most of their money from tipping - Really? - Yes, the restaurant may only pay them a small hourly wage. So most servers expect a tip of at least 15% of the cost of the meal - What if the service is bad? Should I leave a tip? - Of course, if the service is really terrible, you may want to give less than 15% and then never go to that restaurant again - What if I leave a small tip or don't tip at all? - Well, the restaurant host may come to you and ask if there was a problem with the service. This can be very embarrassing. Unfortunately, many travelers to the US do not understand American tipping customs - Why is

that? - In Europe, the tip is included in the bill, and in Asia there is almost no tipping - So American restaurants are trying to make tipping easier for international visitors - How are they doing that? - Some restaurants write information about tipping in several foreign languages - And if you pay with a credit card, the credit card form usually has a line that says "Tip". They may even calculate the tip for you at different rates, for example, 15% and 20% - In the US, is the tip ever included in the bill? - Sometimes. Some restaurants include a 15% service charge for large groups - Well, thanks again Gary for your helpful information - My pleasure.

Hourly wage = lương giờ

Something's wrong with the service = có gì sai quấy, sơ sót trong việc tiếp đãi.

Customers are expected to leave a tip = khách hàng nên cho tiền tip.

- True or False - Listen. Is this statement true or false? - American waiters and waitresses get most of their money from tips - True. The restaurant may only pay them a small hourly wage - If you don't leave any tip, the manager might ask you if something was wrong with the service - True. In American restaurants, customers are expected to leave a tip.

To respond /ri'spond/ = trả lời; Response /ri'spɒns/ (n)

An important client = một khách hàng quan trọng

Thank you for responding so quickly = cảm ơn ông đã trả lời rất nhanh.

To treat /tri:t/ = đãi ai; To treat her to the theater = mời cô ta đi xem kịch.

A case of champagne = một thùng rượu sâm banh; A case = thùng rượu

Can I at least leave the tip? = ít nhất là cho phép tôi cho tiền tip không?

OK, If you insist = được, nếu bạn nhất định muốn vậy.

And next time, I'd like to treat you = và lần tới, tôi muốn trả tiền mời bạn.

Mark is eating lunch with June, an important customer = Mark ăn trưa với cô June, một khách hàng quan trọng.

- Business Dialog - Let's listen to today's Business Dialog. Mark is eating lunch with June, an important client - And so we'll deliver twenty cases of champagne next Thursday - That sounds good. And thank you for responding so quickly - It's my pleasure. We really appreciate your business - Here... let me get the check - No, you're my guest! - Can I at least leave the tip? - OK. If you insist - I do. And next time, I'd like to treat you - All right. When I see you next Thursday, you can buy me lunch - Mark, thanks again for the meal - You're very welcome, June.

- Focus on Functions: Thanking - Now let's focus on Thanking - Listen and repeat - Thank you for responding so quickly - It's my pleasure - We really appreciate your business - Thanks again for the meal - You're very welcome.

Thank you for inviting me = cảm ơn bạn đã mời tôi.

Thank you for the delicious meal = cảm ơn bạn đã cho ăn một bữa ăn ngon.

Thank you for the thoughtful gift = cảm ơn bạn đã cho món quà đầy ý nghĩa.

I appreciate your kindness = cảm ơn lòng quý hóa của bạn.

You're welcome = You're very welcome = It's my pleasure = dạ, không có chi.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about how to show appreciation. The easiest and most common way to express appreciation is to say "Thank you." What do you think is the most common way to respond to "Thank you?" Let's listen to Mr. Blake and Ms. Graham: - Well, thank you for the delicious meal - You're very welcome - That's right. "You're welcome" or "You're very welcome" is the most common response. Another way show to appreciation is to say "I appreciate..." something you've done. For example, in today's Business Dialog, June thanks Mark for his quick response. And Mark says that he appreciates June's business - Let's listen: - And so we'll deliver twenty cases of champagne next Thursday - That sounds good. And thank you for responding so quickly - It's my pleasure. We really appreciate your business - When June thanks Mark, he says, "It's my pleasure." And then he thanks her for her business. When someone thanks you for something, you can often respond by thanking them - You can also use "Thank you" to respond to an offer. If someone asks if you would like something, you can say "Yes, thank you" - What if you want to

refuse an offer? - Then you say “No, thank you” or “No, thanks”. Let’s listen: - Can we take you back to your hotel? - No, thanks! - You can create good business relationships by remembering to say “thank you.” As they say, “A little appreciation goes a long way”. And so... Thank you for joining us today for Gary’s Tips - Thanks, Gary! I really enjoyed today’s show.
- Well, our time is up. Tune in again next time for Functioning in Business. See you then!

Unit 107

Jupiter is the largest planet = Mộc tinh là hành tinh lớn nhất.

Solar system = thái dương hệ; *A planet* = hành tinh

Mercury /'mə:kjuri/ = Thủy tinh, lớn thứ tám, gần mặt trời nhất (n)

Venus /'vi:nəs/ = sao Kim, lớn thứ sáu, gần mặt trời thứ nhì (n)

The Earth /ði: ə:θ/ = Trái đất, lớn thứ 5, cách mặt trời hàng thứ ba

Mars /ma:z/ = Hỏa tinh, lớn thứ bảy, gần mặt trời hàng thứ tư (n)

Jupiter /'dʒu:pɪtə/ = Mộc tinh, lớn nhất, gần mặt trời hàng thứ năm (n)

Saturn /'sætən/ = Thổ tinh, lớn thứ nhì, cách mặt trời hàng thứ sáu (n)

Uranus /ju'reinəs, 'jurə-/ = Thiên vương tinh, lớn thứ ba, cách mặt trời hàng thứ bảy (n)

Neptune /'neptju:n/ = Hải vương tinh, lớn thứ tư, cách mặt trời hàng thứ tám (n)

Pluto /'plu:tou/ = Diêm vương tinh, nhỏ nhất cách mặt trời xa nhất, ngoài cùng, thứ chín.

Saturn is the second largest planet in the solar system = Thổ tinh là hành tinh lớn thứ nhì trong thái dương hệ.

Pluto is the smallest planet in the solar system = Diêm vương tinh là hành tinh nhỏ nhất trong thái dương hệ.

Lecture = diễn thuyết (v, n); *To go to a lecture* = *To attend a lecture* = đi nghe diễn thuyết

A lecturer /'lektʃərə/ = diễn giả, chức giảng sư đại học, dưới chức giáo sư và phó giáo sư

Professor /prə'fesə/ = giáo sư (n); *Assistant professor* /ə'sistənt/ = phó giáo sư (n)

Mystery /'mɪstəri/ = sự huyền bí, điều bí ẩn (n); *Mysterious* = kỳ lạ, huyền bí, bí ẩn (adj)

Mysteriously = một cách bí ẩn (adv); *Mystery writer* = nhà văn viết truyện bí ẩn, trinh thám

There are nine planets that travel around the sun = có chín hành tinh quay quanh mặt trời.
[‘That’ thay cho ‘nine planets’]

- Hi, I’m Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today’s unit is “Jupiter is the Largest Planet”.

- Hi, Max - Hi, Kathy. Who’s our guest today? - Martha Harris, the mystery writer - Oh, yes. She lives here in Washington. And what are we going to talk about? - She’s going to talk about a lecture that she went to last night - What was it about? - It was about the Earth and the other planets. You know, the solar system - Oh, I studied about the solar system in high school - I did too. I studied about the sun... and about the planets that travel around the sun - OK, Kathy, tell me: How many planets are there? - There are... nine planets - And what is the largest planet? - It’s Jupiter. Jupiter is the largest planet - And the smallest planet is... - Pluto. The smallest planet is Pluto - Very good - OK. Max, your turn. What is the second largest planet? - The second largest? Saturn? Is it Saturn? - Yes. Saturn is the second largest planet. OK. Let’s take a short break and then we’ll talk with Martha Harris.

Largest = lớn nhất; *Second largest* = lớn thứ nhì

- Listen and Repeat - There are nine planets - Jupiter is the largest planet - Saturn is the second largest planet - Pluto is the smallest planet.

Close /kləʊz/ = gần (adj); *To close* /klaʊz/ = đóng lại

- Interview - Our guest today is Martha Harris. Hello, Martha - Hi, Kathy - Last night you and your husband attended a lecture about the solar system. Was the lecture about all the planets that travel around the sun? - No. It was about three planets... The three planets that are closest to the

sun. Mercury is the closest planet to the sun. The second closest is Venus. The Earth is the third closest planet to the sun - Our guest is Martha Harris. We'll talk more after our break. This is New Dynamic English.

Closest = gần nhất; Second closest = gần thứ nhì; Third closest = gần thứ ba

The Earth is the third closest planet to the sun = Trái đất là hành tinh gần mặt trời thứ ba.

- Listen and Repeat - Mercury. Mercury is the closest planet to the sun - Venus. Venus is the second closest planet to the sun - The Earth. The Earth is the third closest planet to the sun.

Lecturer /'lektʃərə/ = diễn giả (n); Life on other planets = đời sống ở các hành tinh khác.

The Earth is the only planet where life exists = Trái đất là hành tinh độc nhất nơi đó có sinh vật.

- Interview - Our guest today is Martha Harris. Last night, Martha went to a lecture about the solar system. It was about the three planets that are closest to the sun - That's right: Mercury, Venus, and the Earth - Did the lecturer talk about life on other planets? - No, she didn't. The Earth is the only planet where life exists - Our guest is Martha Harris. We'll talk more after our break. This is New Dynamic English.

Closest to the sun = gần mặt trời nhất

There are nine planets that travel around the sun = có chín hành tinh chuyển động quanh mặt trời.

- Listen and Repeat - There are nine planets - The nine planets travel around the sun - There are nine planets that travel around the sun - Mercury, Venus, and the Earth are planets - These three planets are closest to the sun - Mercury, Venus, and the Earth are the three planets that are closest to the sun.

Pluto is the smallest planet = Diêm vương tinh là hành tinh nhỏ nhất.

Bigger = lớn hơn; Smallest = nhỏ nhất; Closest = gần nhất; Largest = lớn nhất

Mercury is smaller than either Venus or the Earth = Thuỷ tinh nhỏ hơn Kim tinh, Trái đất.

- E-mail - Now let's check our e-mail. We have an e-mail from Lauren in Richmond. Her question is: Is Venus bigger than the Earth? - No, it isn't. It's smaller - What about Mercury? Is it bigger? Is it bigger than the Earth? - No, it isn't. Mercury is smaller than either Venus or the Earth. Mercury is the second smallest planet - Which is the smallest planet? - Pluto. Pluto is the smallest planet - Let's take a short break.

Which /wɪtʃ/ = nào; Which planet is the largest? = hành tinh nào lớn nhất?

Venus is closer to the sun than the Earth = Kim tinh gần mặt trời hơn Trái đất.

- Listen and Answer - Which planet is the largest? - Jupiter is the largest planet - Which is the smallest planet? - Pluto is the smallest planet - Which planet is closer to the sun, Venus or the Earth? - Venus is closer to the sun - Which is the only planet where life exists? - The Earth is the only planet where life exists.

Have a party = tổ chức một buổi tiệc

Guest = khách mời (n); A guest list = danh sách tên khách sẽ mời.

I don't know what to do! = tôi không biết phải làm gì!

What's wrong? = có chuyện gì trở ngại?

Two sisters meet at a restaurant for lunch = hai chị em gặp nhau ăn trưa ở một nhà hàng.

- Daily Dialogue: Planning a Party, part 1 - Listen to the conversation - Help! - What's wrong? - I'm having a party and I don't know what to do! - Well, first you need a guest list - Okay. Guests. I need guests - Listen and repeat.

Unit 108

What are they going to do? = họ sắp làm gì?

A letter /'letə/ = lá thư (n); To mail a letter = gửi thư

To put a stamp on an envelope = dán tem lên phong bì

A tooth /tu:θ/ = một cái răng; Toothbrush /'tu:θ,bɾʌʃ/ = bàn chải đánh răng (n)

Toothpaste /'tu:θ,peɪst/ = kem đánh răng (n); To brush his(her) teeth = đánh răng

A cat /kæt/ = mèo; A kitten /'kɪtən/ = mèo con; To Feed/Fed/Fed = cho ăn

He's going to feed his cat = anh ta sắp cho mèo ăn

Food /fu:d/ = thực phẩm (n); Milk /mɪlk/ = sữa (n) ; Bowl /bəʊl/ = cái bát (n)

- Question of the Week! - Well, Kathy. Are you ready to play Question of the Week? - Yes, I am
- This week's question is: What are they going to do? Here's the first question: Listen carefully. What's he going to do? - He is putting a stamp on an envelope - What's he going to do? - Let's see. He's putting a stamp on an envelope. He's... he's going to mail a letter - Yes, that's right - He's going to mail a letter. Here's the second question: What's she going to do? She's putting toothpaste on her toothbrush. What's she going to do? - Can I hear it again? - Sure. She's putting toothpaste on her toothbrush - I know. She's going to brush her teeth - Yes. Now here's the last question: What's he going to do? - He's putting milk into a bowl. He's saying "Here, kitty, kitty" - What's he going to do? - Hmmm. He's putting some milk into a bowl and saying "Here, kitty, kitty". I get it. He has a cat. And he's going to feed his cat - That's it. He's going to feed his cat - You did very well - Thanks. It was easy.

National Cemetery = nghĩa trang quốc gia

Civil War = nội chiến [Hoa kỳ 1861-1865]; Excite /ɪk'saɪt/ = kích thích, khuấy động (v)

Excitation /,eksəi'teɪʃən/ = sự kích thích (n); Exciting /ɪk'saɪtɪŋ/ = hứng thú, hồi hộp (adj)

Excited about = háo hức, phấn khởi (adj); Visitor's Center = trung tâm đón khách

Our son was interested in the history of the battle = con chúng tôi thích đọc về lịch sử trận đánh ở Gettysburg.

We had a wonderful time = chúng tôi có những giờ phút vui thú.

Government of the people, by the people, for the people = chính phủ của dân, do dân bầu ra, vì dân phục vụ.

To Buy/Bought/Bought = mua; To Read/Read/Read = đọc

History books = sách về lịch sử; Library /'laɪbrəri/ = thư viện (n)

Army/Armies = đạo quân (n); Battle /'bætl/ = trận đánh (n)

Battlefield /'bætlfi:ld/ = bãi chiến trường; To chuckle /'tʃʌkləl/ = cười nhẹ

- And... we're off the air - So, Max, how was your weekend? Did you go to Gettysburg? - Yes, we did. We had a wonderful time. We went to the Visitor's Center, and then we walked around the battlefield. Today, it's a field with trees and grass. But during the Civil War, two American armies had a big battle there - That's right - But do you know what my wife and I liked best? - What's that? - Well, our son was very excited about Gettysburg. He was very interested in the history of the battle. And now he wants to learn more - That's good - My wife bought him a book about the history of the Civil War. And he read it all day Sunday. And he's going to get some more American history books from the library at his school - Hey, it sounds like he's really excited about learning! - Yes, my wife and I are really pleased. Of course, we don't say anything to him - Oh, really? Why not? - Well, then he would never read anything! - Oh. Right! - Hi, Max, Kathy. Hello, Larry. Time for my show - Alright. Ready for Functioning in Business. Cue Music.

A presentation /,prezen'teɪʃən, ,prɪzen-/ = một bài trình bày

To present /pri'zent/ = trình bày; The conclusion /kən'klu:ʒən/ = phần kết, phần cuối

To conclude /kən'klu:d/ = kết luận; In summary /s'ʌməri/ = tóm lại

She was especially worried about storing spare parts at the factory = bà đặc biệt lo vì không có kho chứa đồ phụ tùng thay thế ở xưởng.

I know it would be very hard to convince Ms. Graham = tôi biết rất khó thuyết phục bà Graham.

Change /tʃeɪndʒ/ = thay đổi (v, n); Changeable /'tʃeɪndʒəbəl/ = dễ thay đổi (adj)

Today we're going to listen to your final presentation to Advanced Technologies = hôm nay chúng ta sẽ nghe buổi trình bày cuối của ông trước hãng Advanced Technologies.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - 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 1". This program focuses on Making a Presentation.

- Interview - Today, Charles Blake is calling from his office in Beijing. Hello again, Mr. Blake - Hello - Today we're going to listen to your final presentation to Advanced Technologies. You changed your proposal after Ms. Graham told you her concerns about the first proposal - Yes, I remember it well. She was especially worried about storing spare parts at the factory - How did you feel before your presentation? - Well, I was hopeful, but I knew that it would be very hard to convince Ms. Graham - Let's listen to the conclusion of your presentation.

Conference room /'kɒnfərəns/ = phòng hội họp (n)

Guarantee = sự bảo đảm, người bảo đảm, giấy bảo hành (n)

Guarantee /gə'ren'ti:/ = bảo đảm (v); Further = Additional = More = thêm (adj)

To add /æd/ = thêm vào, cộng vào; Addition /ə'diʃən/ = thêm vào, ngoài ra, phép cộng (n)

Additionally = thêm nữa, ngoài ra (adv)

In addition = Furthermore /'fə:ðə,mɔ:/ = Moreover /mɔ:'rouvə/ = thêm vào đó, hơn nữa

To train your employees = huấn luyện nhân viên của hãng của bà.

They can service the robots = họ có thể bảo trì và sửa chữa người máy điện tử.

To service = bảo trì, sửa chữa; Fantastic /fæn'tæstik/ = Wonderful = tuyệt diệu (adj)

I think that takes care of some of your main concerns = tôi nghĩ đề nghị vậy sẽ giải quyết được một số điều quan ngại chính của bà.

Yes, I think it does [does = takes care of some of your main concerns]

To meet the October deadline = giữ đúng hạn giao hàng vào tháng Mười.

Storage facilities = những kho chứa hàng; To sum up = tóm tắt lại

Mr. Blake is presenting his final proposal to Ms. Graham = ông Blake sắp trình bày đề nghị cuối cùng cho bà Graham.

We guarantee a further reduction in the price, another ten percent = chúng tôi bảo đảm sẽ giảm thêm giá, thêm 10% nữa.

- Dialog - This scene takes place in the conference room at Advanced Technologies - So... to sum up my company's final proposal, we guarantee a further reduction in the price, another ten percent. This will make our robots much less expensive than the competition's. In addition, we will send two engineers to California to train your employees so that they can service the robots, if necessary - Oh, that would be fantastic. Don't you agree, Shirley? - Well, it's a good first step - I think that this takes care of some of your main concerns - Yes, I think it does - And I am certain that we will meet the October first deadline - I'm very glad to hear that - You'll also be pleased to hear that we are planning to provide storage facilities in California.

To take care of = săn sóc, giải quyết (to deals with)

This takes care of some of your main concerns thì takes care.

- Variations. Listen to these variations - We guarantee a further reduction in the price - We will reduce the price still further - In addition, we will send two engineers - Furthermore, we will send two engineers - This takes care of some of your main concerns - This deals with some of your main concerns.

To concede /kən'si:d/ = nhượng bộ; Concession /kən'seʃən/ = sự nhượng bộ (n)

You made some major concessions = ông đã có vài nhượng bộ lớn; Major = chính (n)

To reassure /,ri:ə'suə/ = làm yên lòng, làm cho vững tâm; To reduce /ri'dju:s/ = giảm

To reduce the price = giảm giá; Overall = nói một cách tổng quát

We felt that sending two maintenance engineers would reassure Ms. Graham = chúng tôi cảm thấy gửi hai kỹ sư lo về bảo trì sẽ làm bà Graham yên tâm.

I thought we had made the best proposal that we could = tôi nghĩ là chúng tôi đưa ra đề nghị tốt nhất mà chúng tôi có thể đưa ra.

- Interview - Mr. Blake, let's talk about your presentation. You made some major concessions - Yes, we did. My company agreed to reduce the price another ten percent. That made us much cheaper than United Industries - And you proposed to send two engineers - We felt that sending two maintenance engineers would reassure Ms. Graham - I understand. Overall, how did you feel about the proposal? - I thought that we had made the best proposal that we could - Yes. Well, thank you for being on our program again - I always enjoy talking to you.

Unit 109

How to make a presentation = cách trình bày một vấn đề

To reduce /ri'dju:s/ = giảm; Reduction /ri'dʌkʃən/ = sự giảm bớt (n)

This would make our robots much less expensive than the competition's = bớt thêm 10% sẽ làm cho người máy điện tử của chúng tôi rẻ hơn người máy của hãng đang cạnh tranh với hãng tôi nhiều.

In addition, we will send two engineers to California to train your employees so that they can service the robots, if necessary = thêm vào đó, chúng tôi sẽ gửi hai kỹ sư đến California để huấn luyện nhân viên của hãng bà cách sửa chữa và bảo trì người máy điện tử, nếu cần.

- Questions. Listen to the question, then listen to the dialog - Does Mr. Blake offer to reduce the price of the robots? - So... to sum up my company's final proposal, we guarantee a further reduction in the price, another ten percent. This will make our robots much less expensive than the competition's - Does Mr. Blake offer to reduce the price of the robots? - Yes, he does. He offers to reduce the price by another ten percent - Why does Mr. Blake offer to send two engineers to California? - In addition, we will send two engineers to California to train your employees so that they can service the robots, if necessary - Oh, that would be fantastic. Don't you agree, Shirley? - Well, it's a good first step - Why does Mr. Blake offer to send two engineers to California? - He offers to send the engineers to train employees at Advanced Technologies.

To make a formal presentation = trình bày một đề tài một cách nghiêm túc.

The main thing is to remember to be very clear about everything = điểm chính là phải nhớ là phải rành mạch về mọi điểm trình bày.

A formal presentation = một bài trình bày nghiêm túc

Clear /kliə/ = rành mạch, rõ ràng (adj); Vague /veɪg/ = mơ hồ (adj)

Don't be vague = đừng nói mơ hồ; First = trước hết (adv); Second = thứ hai (adv)

Next = kế tiếp (adv); Moreover = Furthermore = In addition = hơn nữa (adv)

To sum up = In summary = tóm tắt; Finally = cuối cùng (adv)

You have to give specific examples and facts to support your opinions = bạn phải cho thí dụ và dữ kiện cụ thể để hỗ trợ ý kiến của mình.

To agree /ə'gri:/ = đồng ý; Agreement /ə'gri:mənt/ (n)

To disagree /,disə'gri:/ = không đồng ý, bất đồng ý (v); Disagreement (n)

Specific = Detailed = Clear = Precise = To the point = cụ thể, rành mạch, đặc trưng (adj)

Specifically = một cách cụ thể, rõ ràng (adv); Special = đặc biệt, riêng biệt (adj)

Organize your presentation clearly = xếp đặt bài trình bày cho có hệ thống rõ ràng.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, our e mail question is "How do I make a formal presentation to Americans?". "I made a presentation last week and they asked a thousand detailed questions afterwards" - Well, the main thing to remember is to be very clear about everything. Say exactly what you mean, even if the audience disagrees with you - So don't be vague - Exactly. Give specific examples and facts to support your opinions - Good advice! - Also, organize your presentation clearly. For each new idea in your presentation, use words like "First, Second and "Next" - That would be clearer - And be sure to summarize the main points of your presentation at the end. You can say, "In summary" and then repeat the main points of your presentation. Finally, if the audience asks a lot of questions,

that's good! - Why? - Because it means that they were really listening and were interested. If there are no questions, it may mean that they weren't very interested. Every week, we get a lot of questions from listeners. Does that mean that they are very interested? - I hope so!

Facts = những sự kiện; An opinion = ý kiến; The audience = thính giả

- Listen and Answer - In a presentation, why should you support your ideas with examples and facts? - Examples and facts help the listeners understand your opinions - Why is it good if the audience asks a lot of questions? - Questions usually mean that the audience was interested in your presentation.

To own /oun/ = làm chủ; They are reducing taxes = họ giảm thuế.

To Grow/Grew/Grown = phát triển; To create jobs = tạo việc làm

CEO = Chief Executive Officer = tổng giám đốc

Vice President of Marketing = phó chủ tịch công ty lo về thị trường

Director of Marketing = giám đốc thị trường

Board of Directors = ban giám đốc; Stable /'steɪbəl/ = vững vàng (adj)

Open a branch office in South Africa = mở một chi nhánh ở Nam Phi

The government there is stable, and the economy is strong = chính phủ ở đó vững và kinh tế xứ đó mạnh

There are almost forty two million people there = xứ đó có gần 42 triệu dân.

In addition, the climate is hot, so the people are always thirsty = thêm vào đó, khí hậu nóng, nên lúc nào người ta cũng khát.

The government there allows foreign companies to own one hundred percent of their company = chính phủ ở đó cho phép công ty ngoại quốc làm chủ 100 phần trăm vốn của công ty của họ.

They want us to create jobs for their people = họ muốn chúng ta tạo việc làm cho dân xứ họ.

All of this makes South Africa a great opportunity for us = tất cả những sự kiện này khiến Nam Phi là một dịp may lớn cho công ty của chúng ta.

A branch office vẫn phòng chi nhánh

- Business Dialog - Let's listen to today's Business Dialog. The Vice President of Marketing for Spencer Soft Drinks is making a proposal. She is talking to the CEO, the Director of Marketing and the Board of Directors - I am proposing that we open up a branch office in South Africa. I think it is a good idea for the following reasons: First, the government there is stable, and the economy is growing. Second, there are almost forty two million people there. In addition, the climate is hot, so the people are always thirsty. Finally, the government wants foreign companies to come to South Africa. They allow foreign companies to own one hundred percent of their company. And they are reducing taxes. In summary, there is a stable government and a large, thirsty population. And the government wants us to create jobs for their people. All of this makes South Africa a great opportunity for us.

- Focus on Functions: Making a Presentation. Listen to these expressions. First - First, the government there is very stable and the economy is stronger - Second - Second, there are almost forty two million people there - In addition - In addition, the climate is hot, so the people are always thirsty - Finally - Finally, the government wants foreign companies to come to South Africa - In summary - In summary, there is a stable government and a large, thirsty population.

I am proposing... = tôi xin đề nghị...

In summary = tóm lại (idm); A business situation = một hoàn cảnh thương mại

She's numbering the main points = cô ta lần lượt nêu ra những điểm chính.

To number = đánh số; kể ra lần lượt theo thứ tự 1, 2, 3.

Of course, in actual business situations, a presentation would be much longer and would be supported by more detailed examples and information = dĩ nhiên, trong những hoàn cảnh thương mại thực sự, bài trình bày có thể dài hơn nhiều và có thể được hỗ trợ bởi nhiều thí dụ và tin tức tỉ mỉ hơn.

Actual /'æktʃʊəl/ = Real /'riəl, ri-/ = thực sự (adj); Support /sə'pɔ:t/ = hỗ trợ, ủng hộ (v, n)

Detail /'di:,teilz, di'teilz/ = chi tiết (n); *Detailed* = tỉ mỉ (adj)

Basic /'beisik/ = căn bản (adj); *Principle* /'prinsəpəl/ = nguyên tắc (n)

Be supported by more detailed examples and information = được hỗ trợ bằng nhiều thí dụ và tin tức tỉ mỉ hơn.

Whether the presentation is long or short, it is important to follow these same basic principles = dù bài trình bày dài hay ngắn, điều quan trọng là theo những nguyên tắc căn bản tương tự này.

And to be sure to summarize your main ideas at the conclusion of your talk = và nhớ là phải tóm tắt những ý chính của bạn ở đoạn cuối phần trình bày.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about business presentations. In today's Business Dialog, we heard an example of a short business presentation. Notice how the speaker begins with a statement of her main idea, using the expression "I am proposing..." - I am proposing that we open up a branch office in South Africa - She then introduces the reasons that support her idea. She makes the organization of her proposal very clear by numbering each of her main points - I think it is a good idea for the following reasons: First, the government there is stable and the economy is growing. Second, there are almost forty two million people there. In addition, the climate is hot, so the people are always thirsty - As she gets near the end of her proposal, she uses the expression "Finally" to let her audience know that this will be her last point - Finally, the government wants foreign companies to come to South Africa - And at the end of her presentation, she summarizes her main points, using the expression "In summary" - In summary, there is a stable government and a large, thirsty population. And the government wants us to create jobs for their people. All of this makes South Africa a great opportunity for us - Of course, in actual business situations, a presentation would be much longer and would be supported by more detailed examples and information. But whether a presentation is long or short, it is very important to follow these same basic principles: Begin with a statement of your main idea, and clearly indicate the main points in your presentation with words such as "First," "In addition," and "Finally" And be sure to summarize your main ideas at the conclusion of your talk. Thanks for joining us today for Gary's Tips. We'll see you again next time! - Thanks, Gary!

Unit 110

What does a plant need? = cây cỏ cần gì?

To need /ni:d/ = cần; *Needs* /'ni:dz/ = nhu cầu (n); *Tree* /tri:/ = cây thân mộc (n)

Plant /plænt, pla:nt/ = cây thân thảo (n); *Air* /eə/ = không khí (n); *Heat* = hơi nóng (n)

Light /laɪt/ = ánh sáng; *Sunlight* /'sʌnlaɪt/ = ánh sáng mặt trời; *If* /ɪf/ = nếu (conj)

If a plant does not get enough water, it dies = *A plant dies if it does not get enough water* = nếu một cây không có đủ nước, nó chết.

[Nếu mệnh đề if đi trước thì có dấu phết ngăn cách mệnh đề này với mệnh đề chính nhưng nếu mệnh đề if đi sau mệnh đề chính thì không dùng dấu phết để ngăn cách với mệnh đề chính]

He's going to talk about plants and about what plants need = anh ấy sắp nói về cây cỏ và cây cỏ cần gì để sống.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "What does a plant need?"

- Hello, Max - Hi, Kathy. Who's our guest today? - Richard Chen. Do you remember him? He's a teacher. He teaches science and math - And what's he going to talk about? - He's going to talk about plants - About planets? - No, about plants. You know, flowers, trees, and so on - I see... plants - Yes. He's going to talk about plants and about what plants need.

Dark room = phòng tối (n)

Plants need light = cây cỏ cần ánh sáng.

- Interview - Now it's time for today's interview. Our guest today is Richard Chen. How are you today? - Fine - Why do you have that plant with you? - I'm going to my son's school. I'm going to teach a lesson about science - Really? - And I'm going to ask the children some questions about plants - Questions? - Yes. For example, what does a plant need? What do you think, Kathy? What does a plant need to live? - Water? - Yes, a plant needs water. If a plant doesn't get enough water, it dies. What else? What else does a plant need? - Uh,... light? Sunlight? - Yes, a plant needs light. If a plant is in a dark room, what happens? - The plant dies - Yes, the plant dies. Plants need light. If a plant doesn't get enough light, it dies - Our guest is Richard Chen. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Water. A plant needs water - If a plant doesn't get enough water, it dies - Light. A plant needs light - If a plant doesn't get enough light, it dies.

Heat /hi:t/ = hơi nóng, nhiệt (n)

A plant needs heat = cây cần hơi nóng.

Some plants die in the winter if the weather gets too cold = một số cây chết vào mùa đông nếu thời tiết trở nên lạnh quá.

What else... = gì nữa...; What else does a plant need? = cây còn cần gì nữa để sống?

- Interview - Our guest today is Richard Chen. He's talking about plants - OK, Kathy. What else does a plant need? - Hmmm... - Well, what happens if you put a plant in a very cold place? - It ... dies - Yes. A plant needs heat. If a plant doesn't get enough heat, it dies - Some plants die in the winter if the weather gets too cold - Yes, that's right. So plants need water, and sunlight, and heat - Our guest is Richard Chen. We'll talk more after our break. This is New Dynamic English.

What happens if a plant doesn't get enough heat? = nếu cây không có đủ nhiệt thì sao?

It dies = nó chết. To happen = xảy ra; What happens... = chuyện gì sẽ xảy ra...

- Listen and Repeat - A plant needs heat - What happens if a plant doesn't get enough heat? - If a plant doesn't get enough heat, it dies - A plant needs water - What happens if a plant doesn't get enough water? - If a plant doesn't get enough water, it dies.

Plants also need air = cây cũng cần không khí.

If plants don't get enough air, they die = nếu cây không có đủ không khí, thì chúng chết

['gh' trong 'enough, draught, cough' đọc như âm /f/]

If plants don't get enough air, they die = Without air, plants can't live = không có không khí, cây không sống được.

- Interview - Our guest today is Richard Chen. He's talking about plants. Richard, people need air to live. If we don't get enough air, we die. Do plants also need air? - Yes, they do. Without air, plants can't live. If plants don't get enough air, they die - Thank you, Richard, for being our guest today - Thank you, Kathy! - Let's take a short break. This is New Dynamic English.

- Listen and answer. Listen for the bell, then say your answer - What happens if plants don't get enough air? - They die. If plants don't get enough air, they die. Can plants live without water? - No, they can't. Plants can't live without water - Do people need air? - Yes, we do - If we don't get enough air, we die.

To sound = To seem = nghe có vẻ [To sound thuộc linking verb]

Sounds expensive! = có vẻ tốn tiền.

Food = thực phẩm (n); Drinks = đồ giải khát (pl n)

Guest = khách (n); Guest list = danh sách khách sẽ mời

Without food and drinks, it's not a party = nếu không có đồ ăn và thức uống thì không ra một bữa tiệc.

- Daily Dialogue: Planning a party, part 2 - Listen to the conversation - Help! - What's wrong? - I'm having a party and I don't know what to do! - Well, first you need a guest list - Okay. Guests. I need guests - Then you need food and drinks - Food and drinks? - Maybe...but without food and drinks, it's not a party - All right, all right... guests, food and drinks - Listen and repeat.

Unit 111

Finish line = đích của cuộc chạy đua (n)

A marathon /'mæɾəθən/ = cuộc chạy đua đường dài 26 miles, 385 yards

Marathoner = lực sĩ chạy trong cuộc đua đường trường

Marathon = một cuộc chạy đua đường dài, cuộc thi đua bền bỉ

To run the race = chạy đua; *Runner* = người chạy đua

To wind /wind/ = làm cho hết hơi, thở hổn hển

To last /la:st/ = kéo dài; *Lasting* = vững bền, lâu dài (adj)

Last = cuối cùng, sau cùng, qua, trước (adj)

Lastly = cuối cùng, sau cùng, lần cuối (adv)

Am I the last person to finish? = có phải tôi là người về chót không?

He's younger than I am = ông ta còn ít tuổi hơn tôi

The old man was winded by the long run = cụ già thở hổn hển vì chạy quá xa.

[động từ trong mệnh đề đi trước là động từ 'be' (he's younger) nên sau than dùng động từ be [than I am], không dùng 'than me']

Are you all right? = bạn có sao không?

He came here early. I came 15 minutes later = *He came here 15 minutes earlier than I did.*

- Man on the Street - This is the New Dynamic English Man on the Street, Kent Moss. I'm standing at the finish line of the Washington, D.C. Marathon. Sir? Excuse me, sir, are you all right? - Yes...yes...I'm fine - May I ask your name, sir? - Earl...Earl Beek - How long did it take you to run the race, Earl? - Six hours and fifty eight minutes! - That's a long time to run! - That's a long time to do anything, son! Am I the last person to finish? - No, no, sir. There's one more runner behind you - Oh...yes...I see my friend, George, is still running! You know, he's younger than I am. But I'm faster! - How old are you? - I'm 79 years old! - And how old is George? - He's 78! - Well, congratulations, Earl! - Thanks!

- A Question for You - What kind of plants do you have in or around your home? - Interesting...

Subway /'sʌb,wei/ = *Metro* /'metrou/ = xe điện ngầm [AE]

Tube /tju:b/ = *Underground* /'ʌndəgraund/ = xe điện ngầm [BE]

To take the subway = đi xe điện ngầm; *Station* /'steiʃən/ = nhà ga (n)

The Red Line = tên một trong những đường xe điện ngầm

Stress /stres/ = *Pressure* /'preʃə/ = tình trạng đầu óc căng thẳng (n)

No traffic = không bị kẹt xe; *Traffic* /'træfik/ = xe cộ [**Traffic thường dùng ở số ít**]

There was much traffic this morning = sáng nay đông xe quá.

Gridlock /'grid,lak, -lɔk/ = A traffic jam = A tie up = Congestion /kən'dʒestʃən/ = nạn kẹt xe

The Washington area had the third worst traffic congestion in the United States, behind Los Angeles and San Francisco = thủ đô Washington là vùng có nạn kẹt xe thứ ba sau Los Angeles và San Francisco ở Hoa Kỳ.

- OK... and we're off the air - Max, guess how I got to work today - How? By car? - No. I took the subway! - The Metro? - That's right - I take the subway every day. It's great - Yes. Well, today was my first trip on the Washington subway. There's a new subway station near my apartment. So this morning I walked there, and then took the subway - What did you think of it? - Hey, it's great! No traffic! No stress! - Yeah, I love the Metro - What line do you take, Larry? - I'm on the Red Line. I get off at Cleveland Park. It's close to...Oh, here's Elizabeth! It's time to start the show - OK. See you later - Alri i i ght. Ready for Functioning in Business.

To reduce /ri'dju:s/ = giảm; *A reduction* /ri'dʌkʃən/ = sự giảm (n)

A DEcrease /'di:kri:s/ = sự giảm giá; *To deCREASE*

An INcrease /'ɪnkri:s/ = sự tăng giá; *To inCREASE*; *To set up* = thiết lập

A big decrease = một sự giảm lớn (n); *Storage facilities* = xưởng chứa đồ (n)

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - 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 2." This program focuses on Promising.

- Interview - Today, we are talking to Mr. Mike Epstein in his San Jose office. Hello again, Mr. Epstein - Hello. It's good to talk to you again - Today, we're listening to Mr. Blake's final proposal to Advanced Technologies - Yes, I remember that meeting. International Robotics had made three changes in their proposal. They reduced the price of the robots by ten percent a big decrease. They offered to send two engineers to our factory. And they decided to set up a storage facility in California - Let's listen to Mr. Blake's presentation.

To service /'sə:vɪs/ = bảo trì, sửa chữa

By mid November = trước giữa tháng mười một.

That's not soon enough = như vậy là trễ rồi, như vậy không kịp.

We guarantee a further reduction in the price, another ten percent = chúng tôi bảo đảm sẽ giảm giá thêm mười phần trăm nữa.

In addition, we will send two engineers to California to train your employees so that they can service the robots, if necessary = thêm vào đó, chúng tôi sẽ gửi hai kỹ sư sang California để huấn luyện nhân viên hãng của bà để họ có thể bảo trì và sửa chữa người máy điện tử, nếu cần.

You'll be pleased to hear that we are planning to provide storage facilities in California = bà sẽ hài lòng khi biết là hãng chúng tôi đang dự trù cung cấp nơi chứa đồ ở California.

- Dialog - So... to sum up my company's final proposal, we guarantee a further reduction in the price, another ten percent. This will make our robots much less expensive than the competition's. In addition, we will send two engineers to California to train your employees so that they can service the robots, if necessary - Oh, that would be fantastic. Don't you agree, Shirley? - Well, it's a good first step - I think that this takes care of some of your main concerns - Yes, I think it does - And I am certain that we will meet the October first deadline - I'm very glad to hear that - You'll also be pleased to hear that we are planning to provide storage facilities in California - When will those facilities be ready? - Uh... they'll be ready by mid November - I'm sorry, but that's not soon enough.

Not soon enough = trễ, không kịp

Definitely /'defənɪtli, 'defɪ-/ = Certainly /'sə:tənli/ = tin chắn, dĩ nhiên (adv)

I am certain that we will meet the October deadline = We will definitely meet the October deadline = chúng tôi tin chắc chúng tôi sẽ kịp hạn chót vào tháng mười.

- Variations. Listen to these variations. - I am certain that we will meet the October deadline - We will definitely meet the October deadline - They'll be ready by mid November - They'll be ready by the middle of November - I'm sorry, but that's not soon enough - I'm sorry, but that's too late.

Without a doubt = Certainly = Undoubtedly = không nghi ngờ

Bid = cuộc đặt giá, giá đưa ra (n)

Bid = Offer = Proposal = đề nghị đưa ra

To react /rɪ'ækt/ = tác động, phản ứng trở lại

Reaction = phản ứng (n); Reactive /rɪ'æktɪv/ (adj)

Attractive /ə'træktɪv/ = hấp dẫn (adj); A weakness /'wi:knis/ = khuyết điểm

Have two engineers available for local support = cử hai kỹ sư để hỗ trợ tại địa phương.

- Interview - Mr. Epstein, how did you feel about the changes in Mr. Blake's proposal? - Well, without a doubt, it was a much more attractive bid. Their robots were already very cheap and of excellent quality. And having two of their engineers available for local support was a wonderful idea - Did you see any weaknesses in the offer? - Well, I knew that Shirley would not be happy about the storage facilities. She wanted them ready to meet the October deadline - Well, we'll hear more of Ms. Graham's reaction on our next show - Mr. Epstein, thanks for being with us again - It was my pleasure.

Unit 112

Confident = tin chắc, vững tin (adj); *Storage facilities* = xưởng chứa đồ

To feel /fi:l/ = cảm thấy; *Feeling* /'fi:liŋ/ = sự cảm thấy (n)

I'm confident about our team = I feel confident of our team's victory = I am confident that our team will win = tôi tin chắc rằng đội nhà sẽ thắng.

Deadline = hạn chót (n); *Mid-November* = In the middle of November = giữa tháng 11

- Questions. Listen to the question, then listen to the dialog - Is Mr. Blake confident that he can meet the deadline? - I think that this takes care of some of your main concerns - Yes, I think it does - And I am certain that we will meet the October first deadline - I'm very glad to hear that - Is Mr. Blake confident that he can meet the deadline? - Yes, he is. He is certain he can meet the deadline - Listen to the question, then listen to the dialog - When will the storage facilities be ready? - You'll also be pleased to hear that we are planning to provide storage facilities in California - When will those facilities be ready? - Uh... they'll be ready by mid November - I'm sorry, but that's not soon enough - When will the storage facilities be ready? - They'll be ready by the middle of November.

To trust /trʌst/ = tin, trông cậy, tín nhiệm

Trust = sự tin cậy, lòng tin, sự tín nhiệm (n)

Trustful /'trʌstfʊl/ = Trusting = hay tin người, không nghi ngờ, đáng tin (adj)

Trustfully = tỏ ra tin cậy, không nghi ngờ, tin người (adv)

Building trust = gây lòng tin; *A shipping department* = phân vụ gửi hàng trong một hãng

An order = một vụ đặt hàng; *A shipment* = sự gửi hàng, một món hàng gửi đi

To ship = gửi hàng hoá bằng đường thủy; *Shipping and handling* = phí tổn gửi hàng

Shipper = người hay hãng lo về gửi hàng đi; *Tracking* = theo dõi

Computerized tracking = theo dõi lộ trình của món hàng gửi đi bằng máy điện toán

Americans take promises seriously = người Mỹ coi việc hứa là quan trọng.

Deliver goods on time = gửi hàng đến đúng ngày

Quality goods = hàng có phẩm chất tốt; *Have a bad experience* = có kinh nghiệm xấu

A product = sản phẩm; *To confirm the details of the order* = xác nhận chi tiết của một đơn đặt hàng.

Use the Internet to find out where your package is = dùng liên mạng Internet xem kiện hàng của mình đi đến đâu.

They may want you to use a shipper with computerized tracking = họ muốn bạn dùng hãng gửi hàng có trang bị máy điện tử để theo dõi xem hàng đi đến đâu.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, our e mail question is "How can I build trust with my American customers?". "I tell them that I will deliver quality goods on time, but they are always worried" - In many cases, it may be that they have had bad experiences with other people. Maybe someone made a promise and then couldn't deliver a product on time - That is an awful situation to be in! - Yes, before making a promise, make sure your shipping department can deliver. Americans take promises seriously - What else can a business do? - Well, it's a good idea to give the customer a lot of information about their order. For example, some companies e mail customers to confirm the details of the order - That's a good idea! So American business people like a lot of communication and control - Yes. So they may want you to use a shipper with computerized tracking - Computerized tracking? Could you tell us more about that? - It means that you can use the Internet to find out where your package is - Anytime? - Anytime. Twenty four hours a day - Gary, thanks again for your excellent information. Let's take a short break.

To break a promise = không giữ lời hứa

Communication and control = liên lạc và kiểm soát

Communication = sự truyền đạt tin tức, hay tín hiệu

Communications = hệ thống truyền thông, hệ thống giao thông

Means of communications = các phương tiện giao thông

Communications satellites = vệ tinh truyền thông

Mass communications = ngành truyền thông trong đại chúng (báo chí, truyền thanh...)

- True or False - For Americans in business, you can only break a promise if you have a good reason - False. If you break a promise for any reason, Americans may not trust you again - Communication and control are important to American business people - True. That's why American customers like to get a lot of information about their order.

A major supplier = một hãng cung cấp hàng chính; *Computer parts* = bộ phận máy vi tính

Processors = bộ xử lý trung ương của máy điện toán

CPU = Central Processing Unit; *Next Day Air* = gửi đường hàng không hôm sau nhận

Overnight express = gửi tốc hành gửi hôm trước, nhận được sáng hôm sau

A supplier = người hay hãng cung cấp dịch vụ hay hàng hoá

Special shipping packages = kiện hàng gửi đi đặc biệt; *Deliver* = giao hàng; *Delivery* (n)

I will arrange the shipping myself = chính tôi sẽ lo gửi hàng đi

I can't wait that long! = tôi không thể chờ lâu đến vậy!

[trong câu trên "that" = đến mức đó (adv)]

Don't mention it! = không có chi!

Ready /'redi/ = sẵn sàng, sẵn lòng (adj)

Readily /'redili/ = vui lòng, sẵn lòng, dễ dàng (adv)

We're getting them ready to ship to you = chúng tôi đang sẵn sàng gửi đi cho bà

- Business Dialog - Let's listen to today's Business Dialog. The President of Bay Computing is talking on the telephone to a major supplier. She's asking when some computer parts will be delivered - Harry, we've got to have those processors quickly - Sally, we're getting them ready to ship to you. You know that they have to be put in special shipping packages - So when will we get them? - You'll definitely have them by Friday - Friday? Harry, it's Monday! I can't wait that long. I need them tomorrow! - Well, I can ship them Next Day Air, but it'll cost more - It will cost me a lot more if they don't get here tomorrow! - OK, Sally. You're my best customer. I'll arrange the shipment myself - So will they get here tomorrow? - I guarantee that they will get there tomorrow. They'll get there late in the afternoon, but it will be tomorrow - Thanks, Harry! - Don't mention it!

- Focus on Functions: Promising. Listen and Repeat - You'll definitely have them by Friday - I'll arrange the shipment myself - I guarantee that they will get there tomorrow - They'll get there late in the afternoon, but it will be tomorrow.

Expressions you can use to make promises = những câu dùng khi hứa chắc điều gì

Definitely = *Have it by* = sẽ nhận được trước....

I am certain that... = tôi chắc là...; *I guarantee that..* = tôi bảo đảm là...

I guarantee that they will be there tomorrow = tôi bảo đảm hàng sẽ tới ngày mai

It will be there tomorrow = hàng sẽ tới ngày mai

- Gary's Tips. Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about expressions you can use to make promises. In today's Business Dialog, Harry tries to reassure Sally that she will receive her microprocessors on time. He first promises that they will be delivered by Friday, and he uses the word "definitely" to make the promise stronger - You'll definitely have them by Friday - In a similar way, Mr. Blake uses the expression "I am certain" to make his promise to Ms Graham stronger: - And I am certain that we will meet the October first deadline - Another way to strengthen a promise is to use the expression "I guarantee," as in this example from the Business Dialog - So will they get here tomorrow? - I guarantee that they will get there tomorrow. They'll get there late in the afternoon, but it will be tomorrow - Notice how Harry emphasizes the word "will". If you say, "I will be there tomorrow," this is a much stronger promise than if you just say "I'll be there tomorrow. Thanks for joining us today for Gary's Tips. We'll see you again next time! - Thanks, Gary!

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

Unit 113

Where were you born? = bạn sinh trưởng ở đâu?

To Bear/Bore/Born (Borne) = mang, đẻ; I was born in Vietnam = tôi sinh ở Việt Nam

Maria's parents were born in Mexico = cha mẹ cô Maria sinh ở Mê hi cô.

To borne = sinh con [dùng cho người mẹ]

She had borne a child = bà ta sinh một đứa con.

She has borne him six sons = bà ấy có sáu mặt con trai với ông ta.

The eldest son was born in 1950 = đứa lớn nhất sinh năm 1950.

In trước năm hay tháng, hay nơi chốn: *In 1950, In Mexico, In September, In Hanoi, In San Jose.*

On trước ngày: *On Monday, On the fifth of April*

At trước giờ: *At 3 o'clock in the afternoon, At noon.*

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "Where were you born?".

- How are you? - Fine thanks. How are you doing? - Pretty good - Who's our guest today? - Today our guest is Maria Alvarez - Oh, Maria's a store manager. She lives in San Jose, California - That's right. She speaks English and Spanish - And her parents come from Mexico - Yes, I remember.

Maria's parents were born in Mexico, but she was born in the United States = ông bà cụ thân sinh ra Maria sinh ở Mê hi cô, nhưng cô ấy sinh ở Mỹ.

I was born in the United States, so I'm an American citizen = tôi sinh ở Mỹ nên tôi là công dân Mỹ

They were born in Mexico = họ sinh ở Mê hi cô.

Were you born in Mexico? = bạn có sinh ở Mê hi cô không?

- Interview - Now it's time for today's interview. Our guest today is Maria Alvarez. Hello, Maria - Hello, Kathy - Maria, your parents come from Mexico, don't they? - Yes, they do. They were born in Mexico - Were you born in Mexico? - No, I wasn't. I was born in the United States, in California. My parents came to the U.S. before I was born - So you're an American citizen - That's right. I was born in the United States, so I'm an American citizen - Our guest is Maria Alvarez. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Maria's parents were born in Mexico - Maria was born in the United States - Maria's parents came to the U.S. before she was born - Maria was born in the United States, so she's an American citizen.

On her father's side = về bên nội; On her mother's side = về bên ngoại

My paternal grandparents = My grandparents on my father's side = ông bà nội

My maternal grandparents = My grandparents on my mother's side = ông bà ngoại

When was the last time you saw them? = lần cuối cô thăm ông bà cô vào năm nào?

Maria's grandparents on her father's side live in Mexico = ông bà nội của Maria sống ở Mê hi cô.

I went to Mexico three years ago to visit them = cách đây ba năm tôi về thăm ông bà tôi.

My grandmother died when I was a child = bà tôi mất khi tôi còn nhỏ.

- Interview - Our guest today is Maria Alvarez. Maria, your parents live in the United States. Where do your grandparents live? - My father's parents live in Mexico, near Mexico City - When was the last time you saw them? - I went to Mexico three years ago to visit them - What about your mother's parents? - Do they live in Mexico too? - No, they don't. My grandfather lives in

California. He lives near us, in San Jose. My grandmother died when I was a child - Our guest is Maria Alvarez. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Where was Maria born? - She was born in the United States - Where were her parents born? - They were born in Mexico - Where does Maria live? - She lives in San Jose, California - Where do her father's parents live? - They live in Mexico, near Mexico City.

Visa = chiếu khán nhập cảnh; Citizen = công dân (n)

If you're an American citizen, you don't need a visa to visit Mexico = nếu bạn là công dân Mỹ, bạn không cần chiếu khán khi sang thăm Mê hi cô.

Canadian citizens don't need a visa to visit Mexico = công dân xứ Ca na đa không cần chiếu khán nhập cảnh khi sang thăm Mê hi cô.

Maria didn't need a visa when she visited Mexico = Khi sang thăm Mê hi cô. Maria không cần chiếu khán nhập cảnh.

- Interview - We're back with our guest, Maria Alvarez. Maria, did you need a visa when you visited Mexico? - No, I didn't. If you're an American citizen, you don't need a visa to visit Mexico - What if you're not an American citizen? - Well, people from Canada, Canadian citizens don't need a visa. But if you're not an American or Canadian citizen, you need a visa to visit Mexico - Maria, thank you for being our guest today - I was happy to be here - Let's take a short break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - Was Maria born in Mexico? - No, she wasn't. She was born in the United States - Is Maria an American citizen? - Yes, she is. She was born in the U.S. and so she's an American citizen - Did Maria need a visa when she visited Mexico? - No, she didn't - If you're an American citizen, you don't need a visa to visit Mexico.

To serve = mời, dọn; Serve meat = dọn món thịt

A vegetarian = người ăn chay; I'm having a party = tôi sắp tổ chức một bữa tiệc

I need a lot of things, most of all, money = tôi cần nhiều thứ, nhất là tiền.

I have to make a guest list = tôi phải lập danh sách khách sẽ mời.

I have to make sure not to serve meat to vegetarians = tôi phải lo không dọn món thịt cho người ăn chay

Drinks = đồ uống; Non alcoholic drinks = Soft drinks = đồ uống không có rượu

- Daily Dialogue: Planning a Party, part 3. Listen to the conversation - Help! - What's wrong? - I'm having a party and I don't know what to do! - Well, first you need a guest list - Okay. Guests. I need guests - Then you need food and drinks - Food and drinks? - Sounds expensive! - Maybe...but without food and drinks, it's not a party - All right, all right...guests, food and drinks - And remember... if you invite Bob and Sally, you can't serve meat - Why not? - They're vegetarians! - Okay...guests, food, drinks, no meat. Wait...I think there's one more thing I need - What's that? - Money! I don't have enough money! - Listen and repeat.

Unit 114

To take a bath = tắm; Bathtub = bồn tắm (n)

Towel = khăn tắm (n); Soap = xà phòng (n); To write a letter = viết thư

Envelope = phong bì (n); Stamp = tem (n); A pen = bút; To make tea = pha trà

Teapot = ấm trà; Teabag = túi giấy đựng trà đủ pha một tách (n)

Teaspoon = thìa uống trà (n); Tea-time = giờ uống trà

Tea-kettle = nồi nấu nước sôi pha trà

Teacup = tách uống trà; Not my cup of tea = không phải là điều tôi ưa thích.

What else do they need? = họ còn cần thêm gì nữa?

- Question of the Week! - 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 - Tom is

going to take a bath. He has soap. He has a towel. He has a bathtub - What else does he need? - Question number two - Lauren is going to write a letter. She has an envelope. She has a pen. She has a stamp - What else does she need? - Question number three - Andy is going to make tea. He has a teapot. He has hot water. He has a teacup - What else does he need? Listen to the next show for the answers to these questions.

- A Question for You - Now here's a question for you - Listen for the bell, then say your answer - Where were you born? - Mm hnh.

Near /niə/ = gần (adj); Nearly = gần như, sát với (adv)

Nearby /'niəbaɪ/ = ở gần (adj); To take the subway = đi xe điện ngầm

I wish I could = I wish I could, but I can't = tôi ước như vậy mà không được.

There isn't a station near my house = không có ga xe điện ngầm gần nhà tôi ở.

I drive to work = tôi lái xe đi làm; Insert the credit card = bỏ thẻ vào khe

I drive about thirty miles a day each way = mỗi ngày, tôi lái xe chừng ba mươi dặm mỗi lượt đi hay về.

Buy gas = mua xăng; Use the credit card = dùng thẻ mua chịu.

Gas pumps = cột bơm xăng; Gas = Gasoline = xăng [US]; Petrol = xăng [UK]

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 chịu gửi đến thì mới phải trả.

- OK... and we're off the air. So, Kathy, did you take the subway to work today? - Yes, I sure did - Hi, everyone - Hi, Elizabeth - 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 - You live in Virginia, don't you? - 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 - At the pump? - 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 - Until the credit card bill comes - Right - Oh, that's great - Err...not if you see how much I spend on gas! Oh! It's time to start my show - OK. See you later - Alri i i ght. Ready for Functioning in Business. Cue Music.

Rejecting a proposal = bác một đề nghị

A rejection = một sự từ chối, bác bỏ, không chấp thuận (n); To reject = bác bỏ

To accept = To approve = chấp thuận; Acceptance (n)

Acceptable = có thể chấp nhận, có thể thừa nhận (adj)

To reduce = giảm; To reduce the price = giảm giá

Significant = Important = quan trọng (adj); Significant changes = thay đổi quan trọng

To address = To deal with = giải quyết; Concern = mối quan tâm, lo ngại (n)

To address a problem = To address an issue = tìm cách giải quyết một vấn đề khó khăn

But I didn't feel that the final proposal really addressed our biggest concerns = nhưng tôi cảm thấy rằng đề nghị cuối cùng thực sự chưa giải đáp được những mối quan tâm lớn nhất của chúng tôi.

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

- Interview - Today, we are talking to Shirley Graham from her San Jose office - Hello again, Ms. Graham - Hello - Today, we're listening to Mr. Blake's final proposal to your company - 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 - Let's listen to that conversation.

Storage facilities = xưởng chứa đồ

Look, Charles, I appreciate your efforts in putting together this proposal = Charles ạ. tôi rất cảm kích là ông đã mất nhiều công lao lo sửa soạn cho đề nghị này.

Effort /'efət/ = sự cố gắng (n); *Put together* = lo xếp đặt, sửa soạn

Frankly = một cách thành thực (adv); *To meet a deadline* = kịp hạn chót

But, frankly, I just don't think your company can provide the support that we need in order to meet our deadline = xin nói thẳng với ông là tôi không nghĩ là công ty của ông có thể cung cấp phần hỗ trợ mà chúng tôi cần để kịp hạn chót của chúng tôi.

Shouldn't we discuss this a little more? = chúng ta có nên bàn thêm một chút không?

Perhaps we can work out something = có lẽ có thể tìm ra giải pháp nào đó.

I'm sorry you feel that way = tôi rất ân hận là bà nghĩ như vậy.

We don't have much time = chúng tôi không có nhiều thì giờ.

- Dialog - When will those facilities be ready? - Uh... they'll be ready by mid November - I'm sorry, but that's not soon enough - I see. I'm sorry you feel that way - 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 - Shouldn't we discuss this a little more? Perhaps we can work out something - No, Mike. We don't have much time, so we have to make a decision now. I'm sorry, Charles.

- Listen to these key sentences - I appreciate your efforts... in putting together this proposal - I'm sorry... but I'm not going to be able... to accept your proposal - We don't have much time... so we have to make a decision now.

Concessions = những nhượng bộ; *To concede* = nhượng bộ

Ten percent reduction in price = hạ giá thêm 10 phần trăm

Making two engineers available for local support = cử hai kỹ sư giúp tại địa phương

Building storage facilities in California = xây xưởng chứa đồ ở California

To take the risk = liều, mạo hiểm; *Risk /risk/* = sự rủi ro (n)

Risky /'riski/ = đầy nguy hiểm, liều, mạo hiểm (adj)

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 đại diện ở Hoa Kỳ.

- Interview - Ms. Graham, why did you reject the proposal? - 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 - Because his company has no organization in the US? - Exactly. I just couldn't take the risk. He made a good effort, but unfortunately he could not give us what we needed - Thank you very much for talking to us today - You're very welcome.

Unit 115

You have no organization in the United States, and to me, that represents too great a risk = ông không có tổ chức ở Mỹ, như vậy, theo tôi, chứng tỏ một sự mạo hiểm lớn.

Too /tu:/ = quá (adj); *To represent* = To show = To indicate

Too great a risk = A very big risk = rủi ro quá lớn

It's a very difficult task for me = *It's too difficult a task for me* = đó là một nhiệm vụ rất khó đối với tôi.

[Too + adj + article + noun]

- Questions. Listen to the question, then listen to the dialog - Has Ms. Graham decided to reject Mr. Blake's proposal? - 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 - Has Ms. Graham decided to reject Mr. Blake's proposal? - Yes, she has. She has decided not to accept the proposal - Is Ms. Graham willing to discuss the issue further? - Shouldn't we discuss this a little more? Perhaps we can work out something - No, Mike. We don't have much time, so we have to make a decision now. I'm sorry, Charles - Is Ms. Graham willing to discuss the issue further? - No, she isn't. She feels that the decision has to be made now.

How do I find a good company to work with? = làm cách nào tìm được một công ty tốt để giao dịch thương mại với họ?

Reference /'refərəns/ = sự giới thiệu (n)

Business publication = tài liệu về công ty thương mại

Do a search on the Internet = tìm trên liên mạng Internet

Search /sə:tʃ/ = tìm kiếm (v, n); Research = nghiên cứu (v, n)

Visit the companies and interview people from those companies = thăm các công ty và phỏng vấn nhân viên các hãng này.

Reliable = đáng tin cậy (adj)

Process /'prəʊses, 'prəʊses/ = quá trình, quy trình; To process = xử lý, chế biến

Find out how reliable a company is = tìm xem một công ty đáng tin đến mức nào.

A complicated process = một quá trình phức tạp

Company reliability = sự đáng tin của một công ty

A big contract = giao kèo lớn; Hire a professional (an expert) = thuê chuyên viên

A good business partner = một cộng tác viên kinh doanh tốt.

It's worth the time and money = đáng thì giờ và tiền bạc.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, our e-mail question is: "My company is based outside the U.S. and we're looking for an American partner". "How do I find a good company to work with?" - Well, basically, you have to do a lot of research - What kind of research? - For example, you could do a search on the Internet and in business publications for information. Then you should visit the companies and talk to the managers. Ask each company for a list of references - References? - Yes, the names of companies they have worked with. Finally, interview people from those companies to find out how reliable each company is. If this is for a big contract, you could hire a professional to do research - That's a complicated process. Won't it take a lot of time and money? - Yes, but if it's important to you to find a good business partner, it's worth the time and money - Thank you, Gary, for your excellent suggestions - My pleasure!

List of references = danh sách người hay hãng giới thiệu

Check the references = kiểm chứng xem những chi tiết nói về công ty có chính xác không

- True or False - If you are trying to find a good American company to work with, you should do a lot of research - True. You should try to find out as much as possible about potential partners - If you want to find out about a company, you should ask them for a list of references - True. You can check the references to find out how reliable the company is.

A merger = nhập làm một; To merge /mə:dʒ/ = nhập, trộn, kết hợp

Sales revenues = mức thu về hàng bán ra; Make good sense = hợp lý; Debt /det/ = nợ (n)

After I paid my debt, I am now out of debt, but I have no money left = sau khi trả nợ, tôi hết nợ, nhưng cũng hết tiền.

Advantage /əd'vɑ:ntɪdʒ/ = lợi (v, n); Make a large profit = lời lớn

Overseas risk = rủi ro, thua lỗ khi hàng bán ra nước ngoài

Division /dɪ'vɪʒən/ = phân vụ (n); Lose our freedom = mất tự do của chúng tôi.

That doesn't interest me = điều đó tôi không muốn quan tâm đến

In our best interest = có ích lợi cho chúng tôi.

To grow = phát triển; Growth /'grəʊθ/ = sự phát triển, lớn lên (n)

Not in our best interest = không có ích lợi cho chúng tôi.

You have about ten million dollars in debt = hãng của ông/bà nợ mười triệu dollars.

Our growth has been steady with almost no debt = mức phát triển của hãng chúng tôi tăng đều đặn và hầu như không có thiếu nợ.

Let's just keep things as they are = thôi chúng ta cứ giữ nguyên vậy.

- Business Dialog - Let's listen to today's Business Dialog. John Martin, CEO of Martin Engines, is listening to Rose Levy, Chief Accountant of Gulf Auto Parts. Rose is proposing a merger between their two companies - I think a merger makes good sense because of our long relationship. You're our biggest customer in the US. And we supply you with sixty percent of your engine parts - Well, I suppose that there would be some advantages. You are much bigger than we are. However, you have about ten million dollars in debt. And your sales revenues haven't been growing as fast as they should. Our growth has been steady with almost no debt. And we're making a very large profit without any overseas risks - But a merger could help us both increase growth - Yes, but we would become just one division of your company. We'd lose our freedom. That's the main reason a merger doesn't interest me, at least not now - Could you at least discuss it with your Board of Directors? - There's nothing to discuss, Rose. I control the company. And I don't think a merger with any other company is in our best interest. I'm afraid the answer has to be 'no'. Let's just keep things as they are, okay?

A merger doesn't interest me = một sự sáp nhập công ty là điều tôi không muốn lưu tâm đến.

It's not in our best interest = việc hợp nhất hai công ty không có lợi ích cho chúng tôi.

There's nothing to discuss = không còn gì để bàn nữa.

- Focus on Functions: Rejecting a Proposal - Listen and Repeat - That's the main reason a merger doesn't interest me - There's nothing to discuss - I don't think a merger is in our best interest - I'm afraid the answer has to be 'no'.

But a merger could help us both increase growth = nhưng sáp nhập với nhau sẽ làm cả hai hãng chúng ta phát triển thêm.

But we could become just one division of your company = nhưng hãng tôi có thể chỉ biến thành một phân vụ của hãng bà.

That's the main reason a merger doesn't interest me, at least not now = đó là lí do chính tôi không muốn sáp nhập công ty của tôi vào công ty của bà, ít ra là lúc này.

There's nothing to discuss = không còn gì bàn nữa; *The pros and cons* = những điều lợi hại
I'm afraid the answer has to be 'no' = rất tiếc là tôi phải trả lời là 'không'

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about rejecting a proposal. In today's Business Dialog, Ms. Levy presents arguments in favor of a merger. But after discussing the pros and cons, Mr. Martin decides to reject her proposal - But a merger could help us both increase growth - Yes, but we would become just one division of your company. We'd lose our freedom. That's the main reason a merger doesn't interest me, at least not now. When Ms. Levy tries to get him to discuss it further, he refuses. Notice how Mr. Martin uses Ms. Levy's first name to make his refusal more friendly - There's nothing to discuss, Rose. I control the company. And I don't think a merger with any other company is in our best interest - He then restates his decision in a way that is both polite and very clear: - I'm afraid the answer has to be 'no' - Even though he is rejecting her proposal, Mr. Martin wants to keep a good relationship with Ms. Levy. Earlier we saw how Ms. Graham rejected Mr. Blake's proposal. She thanked Mr. Blake for his work and gave her reasons for rejecting the proposal. Let's listen again: - 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 - In business situations, it is often necessary to reject a proposal. It is best to use language that is very clear and to give your reasons for rejecting the proposal. And if you thank the person for the

proposal, you can help keep a good relationship. I hope today's tips were helpful! We'll see you again next time! - Thanks, Gary!

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

Unit 116

The problem of pollution = vấn đề ô nhiễm

A cause /kɔ:z/ = nguyên nhân; To cause cause = gây nên

Less /les/ = ít hơn (adj, adv); More /mɔ:/ = nhiều hơn (adj, adv)

Pollution /pə'lu:ʃən/ = sự ô nhiễm (n)

To pollute /pə'lu:t/ = To contaminate /kən'tæmineit/ = làm ô nhiễm

Polluted = bị ô nhiễm (adj); Pollutant /pə'lu:tənt/ = chất ô nhiễm (n)

Environment /in'vaiərən'mənt/ = môi sinh, môi trường (n)

Environmental /in,vaiərən'mentəl/ = thuộc về môi trường (adj)

Environmentally /in,vaiərən'mentli/ = về phương diện môi trường (adv)

Environmentalism /in,vaiərən'mentəlist/ = nhà môi trường học (n)

To protect /prə'tekt/ = bảo vệ, che chở; Protection (n)

Protective (adj); Protector = người bảo vệ, vật bảo vệ (n)

EPA = Environmental Protection Agency = cơ quan bảo vệ môi sinh

Waste material /weist mə'tiəriəl/ = chất bã thải ra

An expert = chuyên viên, chuyên gia; Expert = thành thạo (adj)

She's an expert on the environment = bà ta là chuyên gia về môi sinh

An expert opinion = ý kiến một nhà chuyên môn; Expertise = kiến thức chuyên môn ((n))

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "The Problem of Pollution".

- Hi, Max. How are you today? - Fine, Kathy. Thanks for asking - So, who's our guest today? - Ellen Williams. She's an expert on the environment. She works for the US government. I interviewed her last week about the problem of pollution. And I invited her to be on our show - I'm looking forward to meeting her.

To plant /pla:nt/ = trồng, gieo; Plant = cây cỏ, thực vật, nhà máy, xí nghiệp (n)

Ellen Williams is an expert on the environment = Ellen Williams là chuyên viên môi sinh.

She works for the US government = bà ấy làm việc cho chính phủ Mỹ.

Air pollution makes us sick = ô nhiễm không khí làm chúng ta bệnh.

Pollution causes health problems = ô nhiễm gây bệnh

Health problems = vấn đề sức khỏe, bệnh tật; To produce = sản xuất, sinh ra

Pollution also kills plants, and plants give us clean air = ô nhiễm cũng giết chết cây cỏ, và cây cỏ cho chúng ta không khí trong lành.

Plants and trees produce the air that we breathe = cây cỏ sinh ra không khí ta thở.

Polluted water kills animals and fish = nước bị ô nhiễm làm loài vật và cá chết.

If we breathe polluted air, we get sick = nếu ta thở không khí bị ô nhiễm, thì ta bị bệnh.

We also get sick if we drink polluted water = chúng ta cũng bị bệnh nếu ta uống nước bị ô nhiễm.

Breath /breθ/ (n); To breathe /bri:ð/ = thở; To breathe in = hít hơi vào

To breathe out = thở hơi ra; To breathe a sigh of relief = thở phào vì hết lo.

Don't breathe a word of this to anyone = đừng hé răng lộ cho ai biết điều này.

He said something under his breath = anh ta nói thầm

Waste /weist/ = rác rưởi, chất thải, sự lãng phí, sự uổng phí (n)

To waste = lãng phí, uổng phí; Wasteful = lãng phí, hoang phí, gây ra lãng phí (adj)

Waste one's breath = phí lời nói

The doctor told him to take a deep breath = bác sĩ bảo anh ta hít hơi thật mạnh vào.

Polluted air and water is bad for our health and for the environment = không khí và nước nhiễm độc có hại cho sức khỏe chúng ta và cho môi sinh.

- Interview - Now it's time for today's interview. Our guest today is Ellen Williams. She's going to talk to us about the problem of pollution - Ellen, why is pollution a problem? - Well, for one thing, pollution makes us sick - You mean, it's bad for our health? - That's right. Pollution causes health problems. For example, if we breathe polluted air, we get sick - I see. And we also get sick if we drink polluted water - Yes - What else? - Polluted water kills animals and fish - That's terrible! - Pollution also kills plants, and plants give us clean air - Plants give us clean air? - Yes. Plants and trees produce the air that we breathe. Pollution kills the plants which give us clean air - Right. I remember that from school. Our guest is Ellen Williams. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Pollution makes us sick - Pollution causes health problems - If we breathe polluted air, we get sick - We also get sick if we drink polluted water.

Cause /kɔ:z/ = nguyên do (n); To cause = gây nên; A factory = xưởng máy

Factories cause air pollution and water pollution = xưởng máy gây ra ô nhiễm không khí và nước.

Automobiles and factories are two main causes of pollution = xe hơi và xưởng máy là hai nguyên do chính gây ra ô nhiễm.

- Interview - Our guest today is Ellen Williams. Ellen, what causes air pollution? - There are many causes of air pollution. Automobiles are one major cause of air pollution - What about factories? Do factories cause pollution? - Yes, factories cause lots of pollution. Factories cause air pollution. They also cause water pollution - Let's take a short break. This is New Dynamic English.

What causes pollution? = tại sao có ô nhiễm?

What kills animals and fish? = tại sao loài vật và cây cỏ bị chết?

Pollution causes health problems = ô nhiễm gây ra bệnh tật.

Polluted water kills animals and fish = nước bị ô nhiễm làm loài vật và cá bị chết.

- Listen and Repeat - Pollution causes health problems - What causes health problems? - Pollution causes health problems - Factories cause water pollution - What causes water pollution? - Factories cause water pollution - Polluted water kills animals and fish - What kills animals and fish? - Polluted water kills animals and fish.

To explain /iks'plein/ = giải thích, giảng giải; Explanation /eksplə'neiʃən/ (n)

Ellen explains about automobiles and pollution = Ellen giải thích về xe hơi và ô nhiễm.

In general, new cars cause less pollution than old cars = tựu trung, xe hơi mới gây ít ô nhiễm hơn xe cũ.

And big cars usually cause more pollution than small cars = và xe hơi lớn gây ra nhiều ô nhiễm hơn xe hơi nhỏ.

- E-mail - Now let's check our e-mail. We have an e-mail from Ted in Atlanta. His question is: Do all automobiles cause pollution? - That's a good question. All automobiles cause some pollution. In general, new cars cause less pollution than old cars. And big cars usually cause more pollution than small cars - Ellen, thank you for being on our show - Thank you, Kathy - Let's take a short break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - Do automobiles cause pollution? - Yes, they do. Automobiles cause pollution - Does pollution cause health problems? - Yes, it does. Pollution causes health problems - Do plants and trees cause air pollution? - No, they don't. Plants and trees produce clean air. They don't cause air pollution.

A husband and wife are in the kitchen in the morning = hai vợ chồng trong nhà bếp vào buổi sáng

To be out of = hết; They're out of coffee = họ hết cà phê

What do you mean there's no coffee? = anh nói sao, hết cà phê à?

I mean there isn't any coffee = tôi muốn nói hết sạch cà phê; *Footsteps* = tiếng chân người.
- Daily Dialogue: No Coffee!, part 1 - Listen to the conversation - Good morning, Harry! - There's no coffee, Susan - What do you mean there's no coffee? - I mean there isn't any coffee - Listen and repeat.

Unit 117

What else does he need? = anh ta còn cần thêm gì nữa?

What else do they need? = họ còn cần thêm gì nữa?

Soap /soup/ = xà bông (n); *Bathtub /'ba:tʌb/* = bồn tắm (n)

Towel /'tauəl/ = khăn tắm; *Bathrobe /'ba:θroub/* = áo choàng tắm [sau khi tắm xong]

To bathe /beið/ = tắm ngoài nhà như ngoài biển hay trong hồ bơi, rửa ráy

Let's go for a bathe = chúng ta đi tắm đi; *Bathing suit* = áo tắm

The nurse bathed the wound = y tá rửa vết thương.

The bathing here is safe = bơi ở đây an toàn; *Hot water* = nước nóng

To write a letter = viết thư; *An envelope* = phong bì; *A stamp* = tem; *A pen* = bút

To make tea = pha trà; *To boil water* = đun nước sôi; *Tea /ti:/* = trà (n)

Teacup = chén uống trà (n); *Teapot* = bình trà (n)

Tea-kettle = nồi nấu nước sôi pha trà (n)

***Cup of tea* = điều mình thích (idm)**

Classical theater is not everyone's cup of tea = không phải ai cũng thích hát bội.

- Question of the Week! It's time for Question of the Week again, Kathy - I'm ready! - Okay...first question: What else does he need? - Tom is going to take a bath. He has soap. He has a towel. He has a bathtub. What else does he need? - Let's see. He has soap, he has a towel, and he has a bathtub. He needs water! - A glass of water? - No! He needs hot water for his bath - That's right, Kathy! He needs hot water for his bath. Ready for Question Number Two? - Ready! - All right - Lauren is going to write a letter. She has an envelope. She has a pen. She even has a stamp. What else does she need? - Oh...this is easy! She has an envelope, a pen and a stamp, so she needs... paper! She needs paper to write the letter! - Right again, Kathy! She needs paper. Okay...last question - Andy is going to make tea. He has a teapot. He has hot water. He has a teacup. What else does he need? - A teapot, hot water and a teacup? Well, he needs tea, of course! - Of course, he needs tea! Without tea, it would just be hot water. Well, Kathy, you did very well - Thank you, Max. I enjoyed the questions.

Walking for health = đi bộ cho khỏe; *Shoes /ʃu:/* = giày (n)

I have to change my shoes = tôi phải thay giày; *Dress shoes* = giày da đi làm

Walking shoes = giày đế mềm để đi bộ; *To take a walk* = đi bộ

To suggest /sə'dʒest/ = đề nghị, đề xuất; *Suggestive (adj)*; *Suggestion (n)*

My doctor suggested that I take a walk every day = bác sĩ của tôi khuyên tôi đi bộ hàng ngày.

I need to get more exercise = tôi cần vận động thêm.

My blood pressure was a little high = áp huyết của tôi hơi cao.

I went for a checkup recently = mới đây, tôi đi khám bác sĩ.

Recently = mới đây; *Now that you mention it, I see a lot of people out walking after lunch* = vì bạn nói tôi mới nhận ra là tôi thấy nhiều người đi bộ sau khi ăn trưa.

Now = *Since* = *Seeing that* = vì, thấy rằng

Now that we've eaten, let's go out for a walk = vì chúng ta ăn xong rồi, ta nên đi dạo.

Now that you've grown up, you must stop this childish behavior = vì em đã lớn rồi thì phải bỏ trò trẻ con ấy đi.

[có thể bỏ "that" sau "Now that"]

To mention = nói đến, đề cập đến; *I'm off now* = tôi đi đây

I'll be back in a little while = chút nữa tôi sẽ trở về.

- OK... and we're off the air. Good show - Thanks! - Well, excuse me while I change my shoes - Change your shoes? - Yes, these are my new walking shoes. Like them? - Oh, they're very nice. So you're going for a walk? - Yes, my doctor suggested that I take a walk every day - Your doctor. That's interesting. My doctor never said anything to me about walking - Well, I went for a checkup recently. My doctor said my blood pressure was a little high. He told me I needed to get more exercise. So I think I'll take a walk every afternoon - Walking. That sounds nice. The weather is good today. You know, now that you mention it, I see a lot of people out walking after lunch - Well, I'm off. I'll be back in a little while - See you later, Max - Hi, Kathy - Quiet, please. Ready for Functioning in Business.

Expressing feelings = diễn tả tình cảm

To keep in touch! = giữ liên lạc với nhau nhé!;

To disappoint /,disə'pɔɪnt/ = làm chán ngán, thất vọng

Disappointed /,disə'pɔɪntɪd/ = thất vọng (adj)

Disappointing /,disə'pɔɪntɪŋ/ = làm chán ngán. làm thất vọng (adj)

Disappointment /,disə'pɔɪntmənt/ = sự chán ngán, sự thất vọng (n)

We were both feeling disappointed (unhappy) with Ms. Graham's decision = cả hai chúng tôi cùng cảm thấy thất vọng về quyết định của bà Graham.

To complete /kəm'pli:t/ = làm xong, hoàn thành

Complete = hoàn toàn, đầy đủ, trọn vẹn, xong (adj)

Completion /kəm'pli:ʃən/ = sự hoàn thành, sự làm xong (n)

To surprise /sə'praɪz/ = làm ngạc nhiên; *Surprise* = sự làm ngạc nhiên (n)

Surprising = làm ngạc nhiên (n); *Surprised at* = ngạc nhiên, sững sốt (adj)

A complete surprise = một sự ngạc nhiên hoàn toàn

Her decision wasn't a complete surprise, however = dẫu sao thì chúng tôi cũng không hoàn toàn ngạc nhiên về quyết định của bà ấy.

[nếu however đứng ở cuối câu, thì trước nó phải có dấu phẩy]

Honest = thành thật; *To part* = chia tay nhau, từ giã; *Parting* = sự từ giã

She was worried about the deadline and the storage problems = bà ấy lo ngại về vấn đề không kịp hạn chót và không có xưởng chứa đồ.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Keeping in Touch, part 1". This program focuses on Expressing Feelings. - Interview - Today, we are talking to Charles Blake in his Beijing office - Hello, Mr. Blake. It's good to talk to you again - Hello - You met with Mr. Epstein after Shirley Graham rejected your final proposal - Yes, I did. We were both feeling very disappointed with her decision. Her decision wasn't a complete surprise, however. She was very honest in all of our conversations. I knew that she was worried about the deadline and storage problems - OK. Let's listen now to your conversation with Mr. Epstein.

It's too bad = *It's a shame* = rất đáng tiếc.

I guess things worked out the way we thought they might = tôi đã nghĩ là chuyện có thể xảy ra như vậy.

To guess = đoán [ở trên, *Guess* = *Think* = *Suppose*]

Worked out = diễn biến; *A valuable experience* = kinh nghiệm quý báu

Market = thị trường; *North American market* = thị trường Bắc Mỹ

Machinery = máy móc (số ít); *Machines* = máy móc (số ít lẫn số nhiều)

A machine = một cái máy; *Machines* = những bộ máy

On the market = trên thị trường; *To convince* = thuyết phục; *Point* = lập trường, ý kiến

I can understand her point, too = tôi cũng hiểu lập trường của bà ấy

Pressure = áp lực (n); *She's under a lot of pressure* = bà ấy chịu nhiều áp lực.

Get this new operation going by October = điều động cho công trình mới này bắt đầu trước tháng 10.

- Dialog - Mr. Epstein and Mr. Blake discuss Ms. Graham's decision - It's too bad I guess things worked out the way we thought they might - Yeah, but this has been a valuable experience for us. Now we know what our biggest problem will be with the North American market - Well, for me, of course, I'm still not happy. I think your machinery is the best on the market. It's just too bad that I... we couldn't convince Shirley. Still, I can understand her point, too. She's under a lot of pressure here to get this new operation going by October - Sure.

- Variations. Listen to these variations - Well, it's too bad - Well, it's a shame - I'm not happy - I'm disappointed - It's too bad that we couldn't convince her - I'm sorry that we couldn't convince her - I can understand her point - I can appreciate her position.

Lack of experience = thiếu kinh nghiệm; Tough = Difficult = khó

Take the rejection very well = không bức vì bị bác, take the rejection graciously.

The United States would be a difficult market to enter = Hoa Kỳ là một thị trường khó vào cạnh tranh.

Competition is very tough in North America, especially with high tech products = mức cạnh tranh rất mạnh ở Bắc Mỹ, nhất là với sản phẩm kỹ thuật cao.

High tech = Hi tech = High technology = kỹ thuật điện tử cao cấp

We are confident that we will succeed = We are confident of our future success = chúng tôi tin chắc mình sẽ thành công.

[theo sau that là một mệnh đề; theo sau of là một nhóm chữ trong đó có danh từ]

- Interview - Mr. Blake, you said the meetings in San Francisco were "a valuable experience" . What did you mean? - My discussions with Ms. Graham were a good preparation for working with other American managers. I realized that other companies would be worried about our lack of experience in the US - You seem to have taken the rejection very well - Well, we knew that the United States would be a difficult market to enter. Competition is very tough in North America, especially with high tech products. But we believe in our product, and we are confident that we will succeed - Thank you again for being our guest - Thank you for inviting me.

Unit 118

Still, I understand her point, too = tuy vậy, tôi cũng hiểu lập trường của bà Graham.

Still = Nevertheless = mặc dù vậy; Still = vẫn còn; Still not happy = vẫn chưa hài lòng

But I am still not happy with her decision = tôi vẫn không hài lòng về quyết định của bà ta

- Questions. Listen to the question, then listen to the dialog - Is Mr. Epstein happy with Ms. Graham's decision? - Well, it's too bad, but I guess things worked out the way we thought they might - Yeah, but this has been a valuable experience for us. Now we know what our biggest problem will be with the North American market - Well, for me, of course, I'm still not happy - Is Mr. Epstein happy with Ms. Graham's decision - No, he isn't. He is disappointed - In Mr. Epstein's opinion, what was Shirley's main concern? - It's just too bad that I... we couldn't convince Shirley. Still, I can understand her point, too. She's under a lot of pressure here to get this new operation going by October - In Mr. Epstein's opinion, what was Shirley's main concern? - He felt that her main concern was the October deadline.

Empathy = sự thông cảm (n); An idiom = một đặc ngữ hay thành ngữ; Shoes = giày (n)

To put yourself in someone else's shoes = đặt mình vào hoàn cảnh hay địa vị một người khác

Imagine yourself in that person's situation = tưởng tượng mình ở trong hoàn cảnh người đó.

Personal problems = vấn đề cá nhân, chuyện lo riêng

To help find a solution = giúp tìm cách giải quyết

To prevent someone from doing sth = ngăn, cản trở ai làm chuyện gì

Many managers understand that personal problems can prevent workers from doing a good job = nhiều quản đốc hiểu rằng chuyện lo riêng có thể gây trở ngại trong công việc làm tốt của công nhân.

- Culture Tips - Welcome again to “Culture Tips” with Gary Engleton. Today, our e mail question is “How do American managers deal with their employees’ personal problems?” - Most managers understand that personal problems can prevent workers from doing a good job. Good managers will talk with their employees and get to know them. And if there’s a problem, they will try to help find a solution - So they’ll try to understand the employee’s problem - Yes. There is an important idiom in English. It’s “to put yourself in someone else’s shoes” - So you imagine yourself in that person’s situation? - Yes, if you can do that, then you can really understand them
- Thanks, Gary. That was very interesting.

To affect /ə'fekt/ = ảnh hưởng đến

Personal problems can affect a person’s performance = những vấn đề cá nhân có ảnh hưởng đến hiệu năng làm việc của một người.

The climate affected his health = khí hậu làm sức khỏe anh suy yếu.

Some plants are quickly affected by cold = vài thứ cây hơi bị lạnh là héo.

Effect /i'fekt/ = Result /ri'zʌlt/ = kết quả, hậu quả, hiệu quả, ảnh hưởng (n)

Resultant /ri'zʌltənt/ = xảy ra như một kết quả, xảy ra như một hậu quả (adj)

To effect = gây nên; Did the medicine have any effect? = thuốc có công hiệu gì không?

We want to effect a change = chúng tôi muốn thực hiện một thay đổi.

- True or False - Good managers try to understand other people’s feelings - True. Many American managers think it is important to get to know their employees - Personal problems can affect a person’s job performance - True. Personal problems outside of work can prevent workers from doing a good job.

Production manager = quản đốc về sản xuất

Mary, you’re a great employee, but you’ve been late a few times recently = cô Mary à, cô là nhân viên giỏi, nhưng mới đây mấy lần cô đến sở làm trễ.

I am sorry to hear that = tôi rất buồn khi nghe chuyện đó.

I’m having childcare problems = tôi đang gặp trở ngại kiếm người coi cháu nhỏ.

Make the time up = làm bù; Lunch break = giờ nghỉ ăn trưa

I’d like to start making the time up during my lunch break = tôi muốn khởi sự làm bù vào khoảng thời gian tôi đến trễ trong giờ nghỉ ăn trưa của tôi.

My husband and I take turns driving our son to a day care center = nhà tôi và tôi thay phiên lái xe đưa con trai chúng tôi đến trung tâm giữ trẻ ban ngày.

My mother will need another month of rest = Má tôi cần tĩnh dưỡng một tháng nữa.

I’ll explain the situation to them = để tôi giải thích tình trạng này cho nhân viên biết.

I’m sure they’ll understand = tôi chắc họ sẽ thông cảm.

- Business Dialog - Let’s listen to today’s Business Dialog. Rita Gonzales, a production manager at Harris Asphalt, Inc., is talking to Mary Zimmerman. Mary, a member of Rita’s team, has been late for work several times in the last two weeks - Mary, you’re a great employee, but you’ve been late a few times recently - Rita, I’m really sorry, but I’m having childcare problems - What’s going on? - Well, my mother used to take care of my son during the day. But she got sick, and ... - Oh, I’m sorry to hear that - Thank you. I think she’s going to be fine - Oh, that’s good - So now my husband and I take turns driving our son to a day care center in the morning - Mary, I’m really sorry that you’re having these problems. It must be very difficult for you - Yes, it has been difficult - How long will things be like this, do you think? - Well, my mother is feeling much better now. But she’ll need at least another month of rest - Well, that’s not too long - I’m glad you think so, but I’m worried about what other people think - Oh, don’t worry about that. I’ll explain the situation to them. I’m sure they’ll understand - I’d like to start making the time up during my lunch break - That sounds fair to me - Thanks, Rita!

- Focus on Functions: Expressing Feelings - Listen and Repeat - Oh, I'm sorry to hear that - I'm really sorry that you're having these problems - It must be very difficult for you - Oh, don't worry about that - I'm sure they'll understand.

I'm sorry to hear that = tôi buồn khi nghe chuyện đó.

It must be very difficult for you = chắc hẳn việc này rất khó khăn cho bạn.

I'm sure they'll understand = tôi chắc họ sẽ thông cảm.

Show sympathy = tỏ lòng ái ngại, thương cảm với ai.

Understanding the personal feelings of others, and showing interest in their problems, is an important part of being a good manager = thông cảm với những tình cảm cá nhân của người khác, và tỏ ra lưu tâm đến những vấn đề khó khăn của họ, là một phần quan trọng của một quản đốc giỏi.

Manager = quản đốc, quản lý, giám đốc, xếp, trưởng phòng (n)

To notice /'noutis/ = chú ý, để ý; *Notice* = thông cáo, yết thị, lời báo trước (n)

Noticeable /'noutisəbl/ = đáng chú ý, có thể nhận thấy (adj)

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about expressing feelings. In today's Business Dialog, Rita uses expressions that show that she understands Mary's feelings and her personal situation. When she hears that Mary's mother is sick, she shows sympathy with the expression "I'm sorry to hear that" - Well, my mother used to take care of my son during the day. But she got sick, and ... - Oh, I'm sorry to hear that - Thank you. I think she's going to be fine - Oh, that's good - Notice how Rita shows that she understands Mary's feelings by using the expression "I'm really sorry" - Mary, I'm really sorry that you're having these problems. It must be very difficult for you - Yes, it has been difficult - And later she tells Mary not to worry. She is sure that the other people will understand Mary's situation - I'm glad you think so, but I'm worried about what other people think - Oh, don't worry about that. I'll explain the situation to them. I'm sure they'll understand - Understanding the personal feelings of others, and showing interest in their problems, is an important part of being a good manager. Thanks for joining us today for Gary's Tips - Thanks, Gary!

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

Unit 119

What killed the Dinosaurs? = tại sao những con khủng long chết?

Natural History Museum = bảo tàng viện về Lịch sử Thiên nhiên (thảo mộc và sinh vật học).

Denise is the receptionist at a law firm = Denise làm tiếp viên điện thoại ở tổ hợp luật sư.

Child/Children = đứa trẻ, đứa con, đứa con (n); *Childless* /'t.saɪldlis/ = không có con (adj)

She is married and has two children = Denise lập gia đình và có hai con

This morning she went to the Natural History Museum with her children = sáng nay Denise dẫn con đi thăm Bảo tàng viện Lịch sử Thiên nhiên.

Dinosaur = khủng long (n); *Because* = bởi vì; *Cause and effect* = nguyên do và hậu quả

Most dinosaurs ate plants but some dinosaurs ate meat = hầu hết các con khủng long ăn cây cỏ nhưng có một số khủng long ăn thịt.

To Eat/Ate/Eaten = ăn; *To Take/Took/Taken* = mang, lấy

Denise took her children to the museum = Denise đưa các con đi thăm viện bảo tàng.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "What Killed the Dinosaurs?"

- Hi, Max - Hi, Kathy. Who's our guest today? - Denise Collins. Remember, she's the receptionist at a law firm. She's married and she has two children. This morning she took her children to the Natural History Museum. She's going to tell us about it - That sounds interesting.

Kids = Children = trẻ con [nguyên nghĩa kid là con dê con]

Denise learned about dinosaurs at the museum = Denise biết về khủng long ở bảo tàng viện.

To Learn/ Learnt (Learned)/Learnt (Learned) = học, biết được điều gì

- Interview - Today's guest is Denise Collins. How are you today, Denise? - Fine, thanks - Did your kids enjoy their visit to the museum? - Oh, yes. They saw lots of interesting things - What did they like best? - They liked the dinosaurs best. We learned about different kinds of dinosaurs - Dinosaurs were very big, weren't they? - Not all of them were big. There were big dinosaurs and there were small dinosaurs - What did they eat? - Most dinosaurs ate plants, but some dinosaurs ate meat - Our guest is Denise Collins. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Denise took her kids to the Natural History Museum - They learned about different kinds of dinosaurs - There were big dinosaurs and there were small dinosaurs - Most dinosaurs ate plants, but some dinosaurs ate meat.

They died because conditions changed = chúng chết vì điều kiện sinh sống thay đổi.

Meteor = sao băng (n); A rock from space = một tảng đá lớn trên không gian

Meteorite = thiên thạch (n); As a result, plants died = vì thế, cây cỏ chết.

About sixty five million years ago, a very large meteor hit the Earth = cách đây khoảng chừng sáu mươi lăm ngàn năm, một vì sao băng rất lớn đâm vào trái đất.

To Hit/Hit/Hit = đánh trúng, va phải, đâm vào; Dirt and dust = đất và bụi cát

The Earth suddenly became cold and dark = trái đất bất thần trở nên lạnh và tối.

Suddenly = thình lình, bất chợt, bỗng nhiên, đột ngột (adv)

The dirt and dust stopped the sunlight = đất và bụi che ánh sáng mặt trời không cho chiếu xuống mặt đất.

Without heat and light from the sun, the Earth became cold and dark = vì không có hơi nóng và ánh sáng từ mặt trời nên trái đất trở nên lạnh và tối.

And dinosaurs had no food to eat, so they died = và khủng long không có đồ ăn nên chúng chết.

- Interview - Our guest today is Denise Collins. Denise, I have a question for you. Why did the dinosaurs die? - They died because conditions changed - What do you mean? - The earth suddenly became cold and dark - What caused the change? Why did the earth suddenly become colder? - About sixty five million years ago, a very large meteor hit the Earth - A meteor? - Yes, a rock from space. When the meteor hit the earth, dirt and dust went into the air. The dirt and dust stopped the sunlight - So without heat and light from the sun, the Earth became cold and dark - The dinosaurs died because it was too cold? - That's right - Our guest is Denise Collins. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Why did the dinosaurs die? - They died because the Earth became cold and dark - Why did the Earth become cold and dark? - The Earth became cold and dark because there wasn't enough sunlight - Why wasn't there enough sunlight? - There wasn't enough sunlight because there was dirt and dust in the air - Why was there dirt and dust in the air? - There was dirt and dust in the air because a large meteor hit the Earth.

Did all the dinosaurs die because it was too cold? = có phải tất cả khủng long chết vì lạnh quá không?

Some dinosaurs died from the cold = vài khủng long chết vì lạnh

To die from a wound = chết vì bị thương; Die of an illness/a disease = chết vì bệnh

Other dinosaurs died because they didn't have enough to eat = những khủng long khác chết vì không có đủ đồ ăn.

Most dinosaurs ate plants = phần lớn khủng long ăn cây cỏ.

Plants need heat and light = cây cỏ cần hơi nóng và ánh sáng.

When the Earth became too cold and dark, plants died = khi trái đất trở nên lạnh và tối quá, cây cỏ chết.

And when the plants died, the dinosaurs didn't have enough to eat, and they died = và khi cây cỏ chết thì khủng long không có đủ đồ ăn, và chúng chết.

- E-mail - Now let's check our e-mail - We have an e-mail from Tom in Ohio. His question is: "Did all the dinosaurs die because it was too cold?" - Well, some dinosaurs died from the cold. Other dinosaurs died because they didn't have enough to eat - Why didn't they have enough to eat? - You see, most dinosaurs ate plants. Plants need heat and light. When the earth became cold and dark, many plants died. And when the plants died, the dinosaurs didn't have enough to eat, and they died - Thank you, Denise - Thank you, Kathy - Let's take a short break.
- Listen and Answer. Listen for the bell, then say your answer - Did the dinosaurs die because conditions changed? - Yes, they did. They died because conditions changed - Did the Earth become too hot? - No, it didn't. The Earth became too cold - Did some dinosaurs die because they didn't have enough to eat? - Yes, they did. Some dinosaurs didn't have enough plants to eat, so they died.

I can't wake up without coffee = không có cà phê thì tôi không tỉnh ngủ được.

To Wake/Woke (waked)/Woken (waked) = ngủ dậy

What time do you usually wake up? = bạn thường thức dậy lúc mấy giờ?

I woke up early this morning = sáng nay tôi dậy sớm

Don't wake up the baby = đừng đánh thức em nhỏ

Has the baby waked (woken) up yet? = em nhỏ dậy chưa?

Is he awake or asleep? = anh ta đã tỉnh hay còn ngủ?

There was no coffee because you forgot to buy it = không có cà phê vì anh quên không mua.

Shopping list = danh sách các món đồ định mua.

- Daily Dialogue: No Coffee!, part 2 - Listen to the conversation - Good morning, Harry! - There's no coffee, Susan - What do you mean there's no coffee? - I mean there isn't any coffee - There's no coffee because you forgot to buy it - But I can't wake up without coffee - Well, why didn't you buy it? - I didn't buy it because it wasn't on the shopping list.

Unit 120

River of Words = sông chữ; To Win/Won/Won = thắng, đoạt, kiếm được

Win /win/ = sự thắng cuộc, bàn thắng (n); Winner = người thắng, con vật thắng (n)

To love /lʌv/ = yêu, thương, thích; Love (n); Lovely = đáng yêu, có duyên, tuyệt (adj)

A poem /'pɔɪm/ = bài thơ; A poet /'pɔɪt/ = nhà thơ, thi sĩ; Poetry /'pɔɪtri/ = thơ (n)

A poetry contest = cuộc thi thơ; Pollution = ô nhiễm (n); To pollute /pə'lu:t/ = làm ô nhiễm

I want people to love fish = em muốn người ta yêu cá.

Because people pollute the water that fish live in, and then the fish die = vì người ta làm ô nhiễm nước nơi cá sinh sống, và rồi cá chết.

To Choose/Chose/Chosen = chọn, lựa; Girl Poet = nữ thi sĩ tí hon

I think if people love fish, then maybe they won't pollute the oceans and rivers = em nghĩ nếu người ta yêu cá, thì có thể họ sẽ không làm ô nhiễm biển và sông.

I wrote a poem for a poetry contest = tôi làm một bài thơ dự cuộc thi thơ.

- Man on the Street. This is Kent Moss, the New Dynamic English Man on the Street. I'm standing outside the Natural History Museum. With me is Ella Schoeffer Wolf, who is nine years old. Ella, tell us why you're here - Well... I wrote a poem for a poetry contest. The contest was called "River of Words". And I won a trip to Washington, D.C - And what was your poem about? - Fish - Fish. Now, why did you write about fish? - Well... we had to write about something in nature, you know, like the ocean, or rain, or animals. So I chose fish, because I want people to love fish - You want people to love fish? - Yes, because people pollute the water that fish live in, and then the fish die. I think if people love fish, then maybe they won't pollute the oceans and

rivers - I hope you're right, Ella. Well, it's been very nice talking with you. Good luck in the future! - Thank you.

- A Question for You - Are you interested in dinosaurs? - OK.

Footsteps = tiếng bước chân; *Radio show* = chương trình trên đài phát thanh

E-mail = Electronic mail = điện thư (n); *To e-mail* = gửi bằng điện thư

To keep in touch = duy trì liên lạc; *To give it a try* = thử xem

A try = An attempt = thử xem; *To try /traɪ/* = thử, cố

- OK... and we're off the air - You know, I really like it when our listeners send us e-mail - Yes, it's great - I love e mail too - Hi, Elizabeth. So do you use e mail in your radio show, too? - Oh yes, I couldn't do my show without e mail - Do you use e mail at home, Elizabeth? - Yes, I do. I keep in touch with all my friends that way. Boris and I send e-mail to each other all the time. Even my mother - Your mother uses e mail? - Oh yes, she decided one day that she wanted to give it a try. Now she e mails me almost every day - That's great that you can stay in touch that way - Well, excuse me. It's time for my show - Alright. Quiet please. Music.

Keeping in touch (stay in touch), part 2 = duy trì liên lạc, phần 2

Talking about the future = nói về dự tính tương lai

Quite a bit = A lot = nhiều; *Prospective* = có thể thành tựu, về sau, sắp tới (adj)

Prospective customers = khách hàng có thể giao dịch thương mại về sau.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Keeping in Touch, part 2". This program focuses on Talking about the future.

- Interview - Today, we are talking again to Mike Epstein from his San Jose office. Hello again, Mr. Epstein - Hello - Today, we're listening to your conversation with Mr. Blake. It took place after Ms. Graham rejected Mr. Blake's proposal - Oh, yes. I remember that we were both a little sad - Yes, and you talked quite a bit about the future - That's right! We wanted to stay in touch - Let's listen to that conversation.

To plan /plæn/ = đặt kế hoạch

Plans = những kế hoạch, dự tính sẽ làm (n)

Planning = sự lập kế hoạch cho cái gì (n)

Luck /lʌk/ = may mắn (n); *Lucky /'lʌki/* = gặp may, hên (adj)

I certainly wish you the best of luck = tôi chúc ông nhiều may mắn.

In the future, we never know what's going to happen = trong tương lai, chúng ta không biết chuyện gì sẽ xảy ra.

Tomorrow I'm flying to New York in the afternoon to meet with some prospective customers = xé trưa mai tôi sẽ đi máy bay tới New York để gặp vài người có thể là thân chủ tương lai.

- Dialog - So listen, what are your plans from here? - Well, tomorrow I'm flying to New York in the afternoon to meet with some prospective customers - I certainly wish you the best of luck out there - Thank you - Also, I'd like to ask if you could just keep in touch later. I'm very interested to know what happens. In the future, we never know what's going to happen. But it may be possible for us to work together - Okay. I certainly will, Mike.

What are your plans from here? = *What are you going to do next?* = bạn dự tính sẽ làm gì?

- Variations. Listen to these variations - What are your plans from here? - What are you going to do next? - I wish you the best of luck - Best of luck to you - I'd like to ask if you could keep in touch - I'd appreciate it if you could keep in touch - I'm very interested to know what happens - I'd like to know what happens - It may be possible for us to work together - We may be able to work together.

To view = nhìn, quan sát; *Viewer* = người xem, người quan sát, khán giả (n)

A view = tầm nhìn, tầm mắt, quang cảnh, quan điểm, quan niệm

To take a long range view = biết nhìn xa, có viễn kiến

Range /reɪndʒ/ = tầm, phạm vi (n); *Excellent technology* = kỹ thuật tuyệt hảo

As many friends as possible = càng nhiều bạn càng tốt; Long range = dài hạn

- Interview - Mr. Epstein, why did you want to keep in touch with Mr. Blake? - Well, I knew that International Robotics had excellent technology. And I knew we might want to buy from them in the future - So you're taking a long range view into the future - Yes, you never know where you'll be in the future. So it helps to have as many friends as possible. Most of all, I like Charles, and I hope to work with him someday - Thank you very much for talking to us today - It was my pleasure.

Unit 121

- Questions. Listen to the question, then listen to the dialog - Why is Mr. Blake going to New York? - So listen, what are your plans from here? - Well, tomorrow I'm flying to New York in the afternoon to meet with some prospective customers - I certainly wish you the best of luck out there - Thank you - Why is Mr. Blake going to New York? - He's going there to meet with some prospective customers - Does Mr. Epstein think that this is the end of his relationship with Mr. Blake? - Also, I'd like to ask if you could just keep in touch later. I'm very interested to know what happens. In the future, we never know what's going to happen. But it may be possible for us to work together - Okay. I certainly will, Mike - Does Mr. Epstein think that this is the end of his relationship with Mr. Blake? - No. He hopes that it will be possible for them to work together in the future.

Network = hệ thống liên lạc (n); To network; Networking

You should develop a network of people you know to give you job information when you need it = bạn nên tạo một hệ thống liên lạc giữa bạn bè để mách cho bạn biết tin tức về việc làm khi cần. Networking is a good way to get business information = sự liên lạc giữa bạn bè là một cách tốt để biết tin tức về công việc.

You can also network with people you used to work with = bạn có thể duy trì liên lạc với những người mà xưa bạn cùng làm việc.

The Internet connects people = liên mạng Internet giúp người ta liên lạc với nhau

To connect = nối với nhau; Up to date = cập nhật, mới nhất

Your information will be up to date = tin tức của bạn được cập nhật, mới nhất.

Networking is especially important if you are looking for a job = duy trì liên lạc với nhau đặc biệt quan trọng nếu bạn đang tìm việc.

Job openings = có việc đang cần người; Suppliers = nhà cung cấp hàng hóa

People in your network can tell you about job openings, and they can recommend you to their employers = người ở trong hệ thống liên lạc của bạn có thể cho bạn biết về việc làm đang cần, và họ có thể giới thiệu bạn với chủ nhân của họ.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, our e mail question is: "American business people are always talking about networking". "What exactly is networking?" - Well, a network is a group of things that are connected - Like the Internet - Exactly. The Internet connects people. "Networking" means keeping in touch with the people you know in business for example, your suppliers, customers, and co workers. You can also network with people you used to work with, and with people you knew at your university - So why do people network? - Well, if you talk to a lot of people, you will hear different points of view and your information will be up to date. This is important in business. And networking is especially important if you are looking for a job. People in your network can tell you about job openings, and they can recommend you to their employers - So, Gary, who is in your network? - People like you. And I am in your network - I'll keep that in mind. Thanks for your tips, Gary.

The people in your network can give you a lot of up to date information = những người trong hệ thống liên lạc giữa bạn bè có thể cho bạn nhiều tin tức mới nhất.

Former co workers can be a good source of information and job recommendations = bạn cùng làm ở sở cũ có thể là nguồn tin tốt và giới thiệu việc làm tốt.

- True or False - Networking is a good way to get business information - True. The people in your network can give you a lot of up to date information - Your network can include people you used to work with - True. Former co workers can be a good source of information and job recommendations.

Amy Lee, a Vice President of Palatino Music, has just signed a contract with the Rochester Symphony Orchestra = Amy Lee, phó Chủ tịch công ty Palatino Music, vừa ký giao kèo với ban hoà tấu Rochester

A Symphony Orchestra = ban hòa tấu; A violin concerto = bản công tước tấu vĩ cầm.

Concerto/Concertos = bản hòa âm cho một hay hai nhạc khí có ban nhạc phụ họa,

The Four Seasons = bốn mùa; Project = dự án

I really like your idea about recording the major violin concertos = tôi rất thích ý của bạn về việc thu âm những bản concertos vĩ cầm chính.

Discuss the details = thảo luận về chi tiết; Tour = đi lưu diễn hay đi du lịch

We can set a specific date = chúng ta có thể định ngày gặp nhất định.

We'll be touring Europe for two months = chúng tôi sẽ đi diễn ở Âu châu trong hai tháng.

- Business Dialog - Let's listen to today's Business Dialog. Amy Lee, a Vice President of Palatino Music, has just signed a contract with the Rochester Symphony Orchestra. She is talking to Harry Reese, the General Manager for the orchestra - Harry, I'm really looking forward to working with you and the orchestra - I feel the same. This is an exciting project! - I really like your idea about recording the major violin concertos. When will we be able to meet to discuss the details? - Well, I'll be back here in three weeks. We could meet then - That sounds great. When you get back to your office, give me a call. We can set a specific date - I'll do that! - So what will the orchestra be doing in the next few months? - Well, we'll be touring Europe for two months - That sounds exciting! - Yes, we're really looking forward to it.

When you get back to your office, give me a call = khi ông về văn phòng, xin gọi điện thoại cho tôi.

- Focus on Functions: Talking about the future - Listen and repeat - I'm really looking forward to working with you - I'll be back here in three weeks - We could meet then - When you get back to your office, give me a call - We can set a specific date - We'll be touring Europe for two months.

What are your plans from here? = sau khi ở đây về, bạn dự tính sẽ làm gì?

I'd like to ask if you could just keep in touch = tôi muốn chúng ta duy trì liên lạc.

I will = I'll, We'll = We will; To predict = báo trước

To promise /'prɒmɪs/ = hứa, hẹn ước; Promise = lời hứa, điều hẹn ước (n)

Promising /'prɒmɪsɪŋ/ = nhiều triển vọng, đầy hứa hẹn (adj)

Will be V-ing = diễn tả điều dự phỏng hay hứa trong tương lai

So what will the orchestra be doing in the next few weeks? = thế ban nhạc sẽ làm gì trong vài tuần tới?

I'm looking forward to meeting you = tôi mong chờ được gặp bạn.

This is an exciting project = đây là một dự án đầy hứng thú.

I'm very interested to know what happens = tôi rất muốn biết công việc của bạn về sau ra sao.

CONtract /'kɒntrækt/ = giao kèo, hợp đồng, khế ước; To conTRACT = thu nhỏ lại

You should never sign a contract without getting legal advice first = bạn chớ bao giờ ký giao kèo mà không hỏi luật sư trước.

A building contractor = người hay hãng thầu xây cất.

We contracted him to fix the roof = chúng tôi ký hợp đồng thuê ông ta sửa mái nhà.

'She's' is the contracted form of 'she is' = She's là hình thức thu gọn của "she is".

Metal contracts as it becomes cool = kim loại co lại khi nguội.

To combine /kəm'baɪn/ = kết hợp; Combination /,kɒmbɪ'neiʃən/ = sự kết hợp, phối hợp (n)

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today we'll discuss ways to talk about the future. In English, you can use many different language forms to talk about the future. For example, when Mr. Blake tells Mr. Epstein about his plans for the future, he uses the expression "tomorrow I'm flying to New York" - So listen, what are your plans from here? - Well, tomorrow I'm flying to New York in the afternoon to meet with some prospective customers - In English, instead of using a special verb form, we often indicate the future by using time expressions such as "tomorrow," "later" or "in the future". Listen to these examples: - Also, I'd like to ask if you could just keep in touch later. I'm very interested to know what happens. In the future, we never know what's going to happen. But it may be possible for us to work together - Okay. I certainly will, Mike - Today's Business Dialog also has examples of how to talk about the future. One common expression is "I'm looking forward to..." - Harry, I'm really looking forward to working with you and the orchestra - I feel that same. This is an exciting project! - The modal "will" and its contracted forms, such as "I'll" or "we'll," is often used to predict or promise something in the future, as in this example: - When will we be able to meet to discuss the details? - Well, I'll be back here in three weeks. We could meet then - Sometimes "will" is combined with the I N G form, as in the question "What will the orchestra be doing?" - So what will the orchestra be doing in the next few months? - Well, we'll be touring Europe for two months - Thanks for joining us today for Gary's Tips. We'll see you again next time! - Thanks, Gary!

Unit 122

Do guns cause crime? = súng có phải là nguồn gốc gây nên tội phạm không?

How to give a personal opinion = cách đưa ra ý kiến riêng.

IF = nếu [để diễn tả một tình trạng không thực, giả tưởng trái với hoàn cảnh thực sự]

Crime /kraim/ = tội phạm, tội ác (n); Criminal /'kriminal/ = kẻ tội phạm(n, adj)

Criminal law = hình luật; Jazz musician = nhạc sĩ chơi nhạc Jazz

Speculate = Think = Guess = Reason = suy luận, phỏng đoán (v)

Scientists only speculate about life in other planets = các nhà khoa học chỉ suy đoán về đời sống trên các hành tinh khác.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "Do guns cause crime?"

- Hi, Max - Hi, Kathy. Who's our guest today? - Today our guest is Sandy Steele - Oh, Sandy. He's a student at American University - And a jazz musician. That's right.

Hunt /hʌnt/ = săn bắn, bắn (v, n)

To go hunting = đi săn; To go duck hunting = đi săn vịt

Sandy liked to go hunting with his father when he was a boy = Sandy thích đi săn với cha anh khi anh còn là một cậu bé.

When I was a boy, I went hunting every summer with my father = khi tôi còn nhỏ, mùa hè nào tôi cũng đi săn với cha tôi.

I liked being outdoors with my dad = tôi thích ở ngoài trời với cha tôi.

Outdoors = ngoài trời; Indoors = trong nhà (adv); Indoor (adj)

She's not an outdoor type = She likes being indoors = cô ta không thích hoạt động ngoài trời.

We are kept indoors all week by bad weather = chúng tôi bị ở trong nhà suốt tuần vì thời tiết xấu.

Does your hotel have an indoor swimming pool? = khách sạn có hồ bơi trong nhà không?

I owned a hunting rifle = tôi có một cây súng săn.

To own /oun/ = làm chủ, sở hữu, có; Owner = chủ nhân (n)

Own = của chính mình, của riêng mình, tự mình (pron)

Guns = súng (nói chung); Rifle = súng trường; A revolver = súng lục

- Interview - Now it's time for today's interview. Our guest today is Sandy Steele. Hi, Sandy. Welcome back - Hi, Kathy. It's nice to be back - Sandy, we know that you like to go fishing. How about hunting? Do you like to go hunting? - Well, when I was a boy, I went hunting every summer with my father. We went duck hunting - Did you enjoy hunting? - Yes, I did. I liked being outdoors with my Dad - Do you still go hunting? - Not very often. But sometimes... sometimes I go hunting - Do you own a gun? - Yes, I do. I own a gun, for hunting - Our guest is Sandy Steele. We'll talk more after our break. This is New Dynamic English.

To go dancing = đi khiêu vũ; To go hunting = đi săn

To go fishing = đi câu; To go boating = đi thuyền

To go swimming = đi bơi; To enjoy /en'dʒɔɪ/ = thích thú

Enjoyment = sự thích thú, sự được hưởng (n); Enjoyable = thú vị, thích thú (adj)

To Enjoy/Like (ưa thích) + V-ing

To enjoy hunting = thích đi săn; To like being outdoors = thích ở ngoài trời.

- Listen and Repeat - When Sandy was a boy, he went hunting with his father - Sandy enjoyed hunting when he was a boy - He liked being outdoors with his father - Sometimes he goes hunting now.

Many Americans feel that guns are bad = nhiều người Mỹ cảm thấy súng gây hại.

Don't think it is wrong for people to own guns = xin đừng tưởng là người ta có súng là trái.

Dangerous = nguy hiểm (adj); Well, I don't agree = tôi không đồng ý.

Many Americans think it is dangerous for people to have guns in their homes = nhiều người Mỹ nghĩ là trong nhà có súng thì nguy hiểm.

Do you think so? = bạn có nghĩ như vậy không?

- Interview - Our guest today is Sandy Steele. Sandy, many Americans feel that guns are bad. They think it is wrong for people to own guns - Well, I don't agree. I like to go hunting. I need a gun to go hunting. I don't think it is wrong for people to own guns - What about guns in people's homes? Many Americans think it is dangerous for people to have guns in their homes. Do you think so? - No, I don't. I don't think it is dangerous for people to have guns in their homes - Thanks, Sandy. Our guest is Sandy Steele. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Many Americans feel that guns are bad - Sandy doesn't feel that guns are bad - Do you think guns are bad? - Many Americans think it is wrong for people to own guns - Sandy doesn't think it is wrong for people to own guns - Do you think it is wrong for people to own guns?

Control /kən'trɒl/ = kiểm soát (n, v)

To save /seɪv/ = cứu sống, cứu vãn; Life/Lives = mạng sống (n)

To comment /'kɒment/ = bình luận; Comment = lời bình (n)

Commentary = bài bình luận, bài tường thuật, sự tường thuật (n)

Guns kill thousands of people = súng gây tử thương cho hàng ngàn người.

If we control guns, we can save lives = nếu ta kiểm soát súng, ta có thể cứu sống nhiều mạng người.

If there were no guns, there would still be criminals = giả sử như, nếu không có súng thì vẫn còn những kẻ tội phạm.

If I were you, I would not take that job = tôi mà là anh thì tôi không nhận làm việc đó.

If I had a million dollars, I would buy a lot of things = giả thử như tôi có một triệu đô la, thì tôi có thể mua nhiều thứ.

If criminals didn't have guns, everyone would be much safer = ví thử như những kẻ tội phạm không có súng, thì mọi người có thể an toàn hơn.

The caller thinks that guns should be controlled = thính giả gọi vào đài cho rằng phải kiểm soát súng.

A criminal = kẻ tội phạm; A crime = tội ác

Guns kill thousands of people = súng làm thiệt mạng hàng ngàn người.

If we control guns, we can save lives = nếu ta kiểm soát súng, ta có thể cứu nhiều sinh mạng.

If there were no guns, there would still be criminals = giả sử như không có súng, thì vẫn còn những kẻ tội phạm.

The caller thinks that guns should be controlled = thỉnh giả gọi vào đài cho rằng phải kiểm soát súng.

Guns kill thousands of people = súng làm thiệt mạng hàng ngàn người.

If we control guns, we can save lives = nếu ta kiểm soát súng, ta có thể cứu nhiều sinh mạng.

If there were no guns, there would still be criminals = giả sử như không có súng, thì vẫn còn những kẻ tội phạm.

- Telephone - Now it's time for a phone call. Hello. You're on the air with New Dynamic English - Hello. My name is Mary. I'm from Chicago. Each year, guns kill thousands of people. If we control guns, we can save lives - I don't agree. The problem is criminals, not guns. If there were no guns, there would still be criminals - Well, criminals use guns. And guns kill people. If criminals didn't have guns, everyone would be much safer - Thank you, Mary, for your comments. And Sandy, thank you for being our guest today - Thank you, Kathy - Let's take a short break. This is New Dynamic English.

- Listen and Repeat - Guns kill thousands of people each year - Who do guns kill? - They kill people - How many people do guns kill? - They kill thousands of people each year.

Cookies = bánh ngọt; Shopping list = phiếu mua đồ

- Daily Dialogue: No Coffee!, part 3. Listen to the conversation - Good morning, Harry! - There's no coffee, Susan - What do you mean there's no coffee? - I mean there isn't any coffee - There's no coffee because you forgot to buy it - But I can't wake up without coffee - Well, why didn't you buy it? - I didn't buy it because it wasn't on the shopping list - But, Harry... I wrote it on the list - Here's the list... do you see "coffee?" - Yes! It's right here: "Milk, eggs, coffee" - Oh...I thought you wrote "cookies!" - Oh....!

Unit 123

A joke /dʒoʊk/ = câu khôi hài, câu nói đùa; To joke = nói đùa

This week's questions will be riddles = tuần này những câu hỏi là những câu đố.

- Question of the Week! - It's Question of the Week time. We're going to do something a little different this week - Something different? - Yes! This week our questions will be riddles. Do you remember what a riddle is, Kathy? - I think so. A riddle is a kind of word game, isn't it? It's a question without an easy answer - That's right, Kathy. The first riddle is: Why isn't your nose twelve inches long? Why isn't your nose... twelve inches long? And riddle number two. Why do birds fly south in the winter? Why do birds fly south... in the winter? We'll have our answers next week.

- A Question for You - Now here's a question for you - Listen for the bell, then say your answer - Do you think guns are bad? Why do you think so? - Um.. Hmm...

Allergy/Allergies = dị ứng; Allergic = bị dị ứng (adj)

You sound like you have a cold = bạn nghe như có vẻ đang bị cảm.

I'm having problem with my allergies = tôi đang bị dị ứng.

To sneeze = hắt hơi, nhảy mũi; I'm allergic to pollen = tôi bị dị ứng phấn hoa.

To be allergic to something = không chịu, không ưa điều gì; To bloom = nở

Allergy pill = thuốc chống dị ứng; A box of tissues = hộp giấy mỏng mềm để lau mũi

- OK... that's all for today, folks - Thanks, Larry - Oh, Kathy, you sound like you have a cold. I see you've got a box of tissues with you. Are you sick? - Oh, no. Not exactly. I'm having a problem with my...my... - Bless you! - Thank you. I'm having a problem with my allergies - Oh, that's too bad. What are you allergic to? - I'm allergic to pollen. Something must be blooming now - I'm glad you didn't sneeze during the show! - Yes, me too! But I took aa.... - Bless you again! - Thanks. I took an allergy pill. But maybe it's time for another one - Hi, Max, Kathy. Hello, Larry - Hi, Elizabeth. All right, everyone. Time for Functioning in Business. Quiet, please .

Invitations = những lời mời (n)

Conclusion /kən'klu:ʒn/ = phần kết (n)

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Keeping in Touch, part 3". This program focuses on Invitations.

- Interview. Today, we are talking to Mr. Charles Blake from his office in Beijing. Hello again, Mr. Blake - Hello - Today we are listening to the conclusion of your conversation with Mr. Epstein. It took place just after Ms. Graham rejected your proposal - Yes, Mike and I were talking about keeping in touch - Yes, and then he invited you to play golf - Yes, I remember - Let's listen to that conversation.

Free /fri:/ = rảnh (adj); Freely = tự do, không gò bó (adv)

Freestyle /'fri:stail/ = sự bơi tự do, sự đấu vật tự do (n)

Are you free this afternoon? = Do you have any plans this afternoon? = chiều nay bạn có rảnh không?

I'm free this afternoon = I have no plans this afternoon = tôi rảnh vào chiều nay.

Have plans = dự định làm gì; Sorry, I have other plans = xin lỗi tôi bận chuyện khác.

I have a membership in a golf club just across the Bay here = tôi có chân trong hội đánh bóng gôn ngay bên kia Vịnh San Francisco

Bay = vịnh; I've made some reservations = tôi đã dành chỗ trước

Join me for a round of golf = cùng tôi chơi một vòng bóng gôn.

Would you like to... = bạn có muốn...

That sounds like a good idea = ý hay; Maybe another time = có thể vào dịp khác.

- Dialog - Also, I'd like to ask if you could just keep in touch later. I'm very interested to know what happens. In the future, we never know what's going to happen. But it may be possible for us to work together - Okay. I certainly will, Mike - One other thing. What are you doing this afternoon? - Well, I have no plans - Well, I remember the nice game of golf that we had together when I was in China. I have a membership in a golf club just across the Bay here, and I've made some reservations. Would you like to join me in a round of golf this afternoon? - That sounds like a great idea. Sure - Good, the weather's fine - Okay. Let's go - Great. I'd just love to get out of this office today - Great - Let's go.

- Variations. Listen to these variations - What are you doing this afternoon? - Do you have any plans for this afternoon? - I have no plans - I'm not doing anything - Would you like to join me in a round of golf? - Would you like to play golf with me? - That sounds like a great idea - That sounds good to me.

I think that we have a good business relationship = tôi nghĩ chúng tôi có quan hệ nghề nghiệp tốt với nhau.

We get along well = chúng tôi hợp ý nhau.

I'm sure he'll remain part of my network = tôi chắc ông ta sẽ là một trong những người tôi liên lạc chặt chẽ sau này.

You both share a strong interest in industrial technology = cả hai ông đều cùng có chung sở thích là ứng dụng kỹ thuật vào công nghiệp.

Industry = công nghiệp; Industrial = thuộc về công nghiệp (adj)

Technology = kỹ thuật; Definitely = Certainly = chắc chắn như vậy.

- Interview - Mr. Blake, how would you describe your relationship with Mr. Epstein? - Well, I think that we have a good business relationship. We get along well, and I'm sure he'll remain part of my network - You both share a strong interest in industrial technology - Definitely, and I hope that we'll have the chance to work together in the future - Mr. Blake, thank you for talking to me today - It's always a pleasure.

Unit 124

- Questions. Listen to the question, then listen to the dialog - Have Mr. Blake and Mr. Epstein ever played golf before? - One other thing. What are you doing this afternoon? - Well, I have no plans - Well, I remember the nice game of golf that we had together when I was in China - Have Mr. Blake and Mr. Epstein ever played golf before? - Yes, they played together when Mr. Epstein was in China - Listen to the question, then listen to the dialog - When will Mr. Blake and Mr. Epstein play golf? - I have a membership in a golf club just across the Bay here, and I've made some reservations. Would you like to join me in a round of golf this afternoon? That sounds like a great idea. Sure - When will Mr. Blake and Mr. Epstein play golf? - They'll play this afternoon.

Appropriate /ə'prouprɪət/ = phải (adj); *Right* = phải, hợp tình, hợp lẽ (adj)

To socialize /'souʃəlaɪz/ = giao thiệp, thân thiện, làm thân, kết thân

Gray area = vùng không rõ đen trắng, không có qui luật rõ rệt

It's where the rules are not completely clear = đó là ở chỗ qui luật không hoàn toàn rõ.

If the two companies have a good relationship, it may be OK = nếu hai hãng có quan hệ tốt với nhau, thì không sao.

Maybe the other company sells supplies to your company = có thể là hãng kia bán vật liệu cho công ty của bạn.

But if they give you gifts or money to get more business, then it can be a problem = nhưng nếu biếu bạn quà hay cho bạn tiền để bán được nhiều hàng hơn, thì có thể là có vấn đề.

Ethical = thuộc về đạo đức (adj); *An ethical problem* = một vấn đề đạo đức

Common sense = lẽ thường, lương tri, khả năng biết phải trái nhờ kinh nghiệm cuộc sống thực tiễn [good judgment in practical matters, gained by experience of life not by special study]

A competitor /kəm'petɪtə/ = hãng hay người cạnh tranh

Secret /'si:krit/ = thâm kín, bí mật (adj); *Secret* = điều bí mật, huyền bí (n)

Secretly = thâm kín, riêng tư, bí mật, kín đáo (adv); *Technical secrets* = bí mật kỹ thuật

Conflict of interests = mâu thuẫn về quyền lợi; *To avoid* = tránh

And if the company is a competitor, your managers may not like it if you socialize with people from that company = và nếu hãng kia là hãng cạnh tranh với hãng bạn thì quản lý của bạn có thể không thích bạn thân với người của hãng đó.

They may worry that you might give away technical secrets = họ lo ngại bạn có thể lộ bí mật kỹ thuật.

Booked up = đã dành hết chỗ; *My schedule is booked all next week* = thời biểu của tôi tuần tới kín hết rồi.

Socializing = giao thiệp với người khác

In America, is it appropriate to socialize with people from other companies? = ở Mỹ, có nên quen với người thuộc hãng khác hãng mình không?

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, our e-mail question is "In America, is it appropriate to socialize with people from other companies?" - Well, I would call that a gray area - What's a gray area? - It's where the rules are not always completely clear. If the two companies have a good relationship, it may be OK. For example, maybe the other company sells supplies to your company. But if they give you gifts or money to get more business, then it can be a problem - It sounds like an ethical problem - Exactly. And if the

company is a competitor, your managers may not like it if you socialize with people from that company - Why not? - Well, they may worry that you might give away technical secrets - That sounds like a reasonable concern - So it's important to use common sense. It's also usually all right to socialize to keep in touch with friends - Like networking? - Exactly. But you should be careful to avoid a conflict of interests - Thanks for your information, Gary.

- True or False - You should never socialize with someone from another company - False. Sometimes it can help your company - You should use common sense in deciding whether or not to socialize with people from another company - True. You should avoid a conflict of interests.

It's important to use common sense = điều quan trọng là biết dùng lương tri.

You should be careful to avoid a conflict of interests = bạn phải coi chừng tránh mâu thuẫn về quyền lợi.

How to accept or decline an offer, or an invitation = cách nhận hay từ chối lời mời

I'd like to invite you to see our factory while you're in New York = tôi muốn mời ông thăm xưởng máy của chúng tôi khi ông ở New York.

That's very kind of you = cảm ơn lòng quý hóa của bà.

But I'm afraid my schedule is booked up all next week = nhưng tuần tới tôi bận cả tuần.

Won't you join me for lunch? = mời ông dùng cơm trưa với chúng tôi.

I'm sorry, but I have other plans = xin lỗi tôi bận việc khác.

Declining an invitation = từ chối lời mời

- Business Dialog. At the conclusion of a business meeting, Ms. Winthrop invites Mr. Vale to tour her factory - Let's listen to today's Business Dialog. At the conclusion of a business meeting, Ms. Winthrop invites Mr. Vale to tour her factory - I'd like to invite you to see our factory while you're in New York - That's very kind of you. But I'm afraid my schedule is booked up all next week - That's too bad. Well, let's keep in touch. I may be in London early next year - Okay. Please give me a call - Thank you. I'll do that. Well, it's nearly twelve thirty. Why don't you join me for lunch? - I'm sorry, but I have other plans. Thank you anyway - Not at all. Perhaps another time.

- Variations. Listen to these variations - I'd like to invite you to see our factory - Would you like to see our factory? - I'm afraid my schedule is booked up - Unfortunately my schedule is booked up - That's too bad - I'm sorry to hear that - Why don't you join me for lunch? - Are you free for lunch? - I'm sorry, but I have other plans - I'm afraid not. I have other plans - Thank you anyway.

- I appreciate the invitation.

Would you like to join me for a round of golf this afternoon? = chiều nay bạn có muốn đi đánh gôn với tôi không?

I'd like to invite you to see our factory = mời bạn đi thăm xưởng máy của chúng tôi.

That sounds like a great idea. Sure = ý ấy hay lắm. Vâng.

That's very kind of you = But I'm afraid my schedule is booked up = cảm ơn lòng tốt của bạn, nhưng tôi bận lắm.

I'm sorry, but I have other plans = xin cáo lỗi, nhưng tôi bận việc khác.

Thank you anyway = dù sao, cũng xin cảm ơn.

Perhaps another time = có lẽ để dịp khác.

You don't need to give a detailed reason = bạn không cần đưa lý do rõ ràng, đầy đủ chi tiết.

I have other plans = tôi bận chuyện khác mất rồi.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about accepting and declining invitations - Declining? - Saying no. Earlier, we heard Mr. Epstein inviting Mr. Blake to play golf. Mr. Epstein makes the invitation using the expression "Would you like to..." - Would you like to join me in a round of golf this afternoon? - That sounds like a great idea. Sure - Mr. Blake accepts with the expression, "That sounds like a great idea"- In today's Business Dialog, we also hear examples of invitations. But in this dialog, Mr. Vale declines Ms. Winthrop's invitations. First she invites him to see her factory. She uses the expression, "I'd like to invite you..." - I'd like to invite you to see our factory while you're in

New York - That's very kind of you. But I'm afraid my schedule is booked up all next week - That's too bad - Mr. Vale thanks her for her invitation, using the formal expression, "That's very kind of you". Then he gives his reason for declining. Notice that he uses the word but and the expression "I'm afraid" to show that he cannot accept her invitation. Let's listen again: - I'd like to invite you to see our factory while you're in New York - That's very kind of you. But I'm afraid my schedule is booked up all next week - Ms. Winthrop then invites him to lunch, using the expression "Why don't you...?" Again, Mr. Vale declines the invitation, using the expression "I'm sorry but...." - Well, it's nearly twelve thirty. Why don't you join me for lunch? - I'm sorry, but I have other plans. Thank you anyway - Not at all. Perhaps another time - When you are declining an invitation, remember to thank the person for the invitation and give a reason for declining - Do you need to give a detailed reason? - No, you don't. Notice that Mr. Vale gives a very general reason, when he says "I have other plans" - Thank you for your tips, Gary - I hope they've been useful.

Unit 125

It's across from the Library = nó ở phía bên kia thư viện

In front of = đằng trước; Behind = đằng sau; Across = bên kia; Next to = kế bên

Photographer = nhiếp ảnh gia; Visit = cuộc thăm viếng; Campus = khuôn viên đại học

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "It's Across From the Library".

- Hi, Max - Hi, Kathy. Who's our guest today? - Simon Tompkins - The photographer? - That's right - And what are we going to talk about? - We're going to talk about his visit to Princeton, New Jersey.

Main entrance = cửa chính vào đại học

University President = viện trưởng đại học

Hall = Building = sảnh đường, đại sảnh, toà nhà [một đại học thường có nhiều halls]

- Interview - Our guest today is Simon Tompkins. Hello, Simon - Hi, Kathy - Simon, last week you visited Princeton, New Jersey - Yes, I got back yesterday - What's Princeton like? I've never been there - Princeton University has a very beautiful campus. There are lots of trees and some very old buildings. The oldest building is two hundred and fifty years old. It's located at the main entrance to the campus, on Nassau Street - What's the name of the building? - Nassau Hall. The office of the university president is in Nassau Hall - We'll talk more with Simon Tompkins after our break. This is New Dynamic English.

The office of the university president is in Nassau Hall = văn phòng viện trưởng đại học ở tại sảnh đường Nassau

It's located at the main entrance to the campus, on Nassau Street = văn phòng viện trưởng ở ngay cửa chính vào khuôn viên đại học trên đường Nassau.

To be located at/in = ở chỗ, có vị trí ở; Location = vị trí (n)

- Listen and Repeat - Princeton University has a very beautiful campus - The oldest building is Nassau Hall - Nassau Hall is located at the main entrance to the campus - The office of the university president is in Nassau Hall.

The art of photography = nghệ thuật nhiếp ảnh

Give a lecture = đọc một bài diễn giảng, diễn thuyết

A lecture = bài diễn giảng, bài thuyết trình; A speech = bài diễn văn

The art museum = bảo tàng nghệ thuật; Intersection = ngã tư

In the center of = ở trung tâm; A student center = phòng hội của sinh viên

The library is in the northeast corner of campus = thư viện ở góc đông bắc khuôn viên.

It's at the intersection of Nassau Street and Washington Road = thư viện ở góc đường Nassau và đường Washington.

- Interview - Our guest today is Simon Tompkins. What were you doing in Princeton? - I gave a lecture on "The Art of Photography" - Was your lecture at the art museum? - No, it wasn't. It was in the library - Is the library near the art museum? - It's not very far. The art museum is in the center of campus, behind Nassau Hall. The library is in the northeast corner of campus. It's at the intersection of Nassau Street and Washington Road - What did you do after the lecture? - I went to the Student Center for coffee with some students. The Student Center is next to the library. It's between the library and Nassau Hall - Our guest is Simon Tompkins. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Where is Nassau Hall? It's on Nassau Street - Where's the library? The library is in the northeast corner of campus - Where's the Student Center? The Student Center is between the library and Nassau Hall.

A small town = tỉnh nhỏ; Small stores = cửa tiệm nhỏ

Nassau Street = tên phố chính của tỉnh trong đó có trường đại học Princeton

Main Street = đường phố chính mỗi tỉnh nhỏ Hoa Kỳ

Restaurants = nhà hàng; Coffee house = tiệm cà phê và các đồ uống khác

Movie theater = rạp chiếu bóng; An e-mail = một điện thư; To e-mail = gửi một điện thư

Directly across from the library = ngay thư viện trông thẳng sang, đối diện với thư viện.

- E-mail - Now let's check our e-mail - We have an e-mail from Lisa in Richmond. Her question is: What's the town of Princeton like? - Oh, it's a small town. The main street is Nassau Street. There are a lot of small stores on Nassau Street, across from the campus. And some very nice restaurants and coffee houses - Is there a movie theater in Princeton? - Yes, there's a movie theater on Nassau Street, directly across from the library - Thank you for coming here today - It's been my pleasure - Let's take a short break. This is New Dynamic English.

Near = gần; Next to = kế bên; In front of = trước mặt

Directly across from... = ngay trước mặt, đối diện với; Behind = đằng sau

- Listen and Answer. Listen for the bell, then say your answer - Is the Student Center near the library? - Yes, it is. It's next to the library - Is the art museum in front of Nassau Hall? - No, it isn't. It's behind Nassau Hall - Is Nassau Hall on Washington Road? - No, it isn't. It's on Nassau Street.

Officer = tiếng để gọi nhân viên cảnh sát; To Steal/Stole/Stolen = ăn trộm

A woman is talking to a policeman = một bà nói với nhân viên cảnh sát.

She thinks someone has stolen her car = bà ta cho rằng có kẻ lấy trộm xe hơi của bà ta.

A parking lot = bãi đậu xe; Someone stole my car = có kẻ lấy trộm xe hơi của tôi

- Daily Dialogue: in the parking lot, part 1 - Listen to the conversation - Excuse me, officer, but... but... someone stole my car! - Someone stole your car? - Yes, they stole it! They stole my car! - Where was it? Where was your car? - It was right here, in this parking lot - Listen and repeat.

Unit 126

A riddle is a kind of word game = câu đố mẹo là một trò chơi chữ.

A Joke = một câu khôi hài; A foot/feet = chân, một bộ Anh; One inch = 2.54 centimeters

Why isn't your nose twelve inches long? = tại sao mũi bạn không dài 12 phân Anh?

Because if it were twelve inches long, it would be a foot! = vì ví thử như mũi bạn dài 12 inches, thì sẽ gọi là chân!

Too far to walk = xa quá không đi bộ được; A hint /hint/ = lời gợi ý, nhắc

- Question of the Week! - It's Question of the Week time, Kathy! Are you ready to play? - I certainly am! - This week our questions will be riddles. A riddle is a kind of word game. It's a question without an easy answer. And often the answer is a kind of joke - Well... I think I'm

ready - Okay... first riddle: Why isn't your nose twelve inches long? - Twelve inches long? Hmm... Let me see.... - Do you want a hint? - Yes, please - Twelve inches is one foot - One foot? Twelve inches is one foot. Oh, oh, oh. I get it! Your nose can't be twelve inches long... Because if it were twelve inches long, it would be a foot! - That's right, Kathy! It would be a foot! A foot is twelve inches long! - Okay, I'm ready for riddle number two - All right. Here we go: Why do birds fly south in the winter? - Why do birds fly south in the winter? Oh, no, I don't know. I don't know the answer - Yes... this is a hard one. Birds fly south in the winter, because it is too far to walk - Too far to walk? Oh, I see. They fly because it's too far to walk. That was difficult - Well, Kathy, don't feel bad. Riddles are fun, but almost impossible to answer. You did very well! - Thanks, Max.

- A Question for You - Do you think riddles are fun? - Hmmm. OK.

Tour guide = hướng viên du lịch

To show people around = hướng dẫn mọi người đi thăm cảnh

Guiding relatives around town was a tiring job for Larry = hướng dẫn họ hàng quanh thành phố là một việc gây mệt nhọc đối với Larry.

He was tired after walking all day = anh ta mệt sau một ngày đi bộ.

The Air and Space Museum = bảo tàng viện Hàng không và Không gian.

Zoo /zu:/ = sở thú (n); *The Capitol* = điện Capitol, tức là Quốc hội Hoa Kỳ.

Close relatives = họ hàng gần; *Washington Monument* = đài kỷ niệm tổng thống Washington

- OK... and we're off the air - You look tired, Larry. What did you do this weekend? - Oh, some of my relatives were visiting - That's nice. Close relatives? - Yes, my brother and his wife. They came for the weekend. I showed them the city. This was their first visit to Washington, D.C., and they wanted to see everything! - So you were their tour guide - Yes. I love being a tour guide. It's fun to show people around Washington, but it's tiring. First, my wife and I took them to the Air and Space Museum. Then we walked all the way from the Capitol to the Washington Monument. And after that we went to the Washington Zoo to see the animals - That sounds great! - Yes, it was. They had a great time! - Hi, Max, Kathy. Hello, Larry - Alright. Ready for Functioning in Business. Cue Music.

Trucks = các xe vận tải; *Passenger cars* = xe du lịch

To manufacture = To make = chế tạo

Responsibility = trách nhiệm; *Job responsibilities* = trách vụ công việc

To oversee = To superintend = To supervise = trông nom, giám thị

Head office = Main office = Headquarters = văn phòng chính của công ty

I'm responsible for overseeing our factories on the East Coast = tôi chịu trách nhiệm trông coi các xưởng máy ở miền đông.

We manufacture trucks and passenger cars = chúng tôi chế tạo xe vận tải và xe du lịch.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "A new customer, part 1". This program focuses on Greeting.

- Interview - Today, we are talking to Mr. Stewart Chapman of Federal Motors - Welcome to Functioning in Business, Mr. Chapman - I'm happy to be here - Could you tell our listeners a little bit about you and your company? - Certainly. I'm an Executive Vice President for Federal Motors. Our head office is in New York City - And could you tell us something about your job responsibilities? - Yes. I'm responsible for overseeing our factories on the East Coast - What does your company manufacture? - We manufacture trucks and passenger cars - Let's take a short break. And then we'll be back with our guest, Mr. Stewart Chapman.

Responsibility = trách nhiệm (n); *Responsible* = chịu trách nhiệm (adj)

I am responsible for... = tôi chịu trách nhiệm lo về...

My responsibility is... = trách nhiệm của tôi là...

To base /beis/ = dựa vào, bố trí; *Base* = nền tảng, đáy, đế, bệ đỡ (n)

Base on = căn cứ vào; *Basic /'beisik/* = có cơ bản (adj)

Our head office is in New York = Our company is based in New York = văn phòng chính của ông ty của chúng tôi đặt trụ sở tại New York.

- Variations. Listen to these variations - Our head office is in New York City - Our company is based in New York City - I am primarily responsible for overseeing our factories - My primary responsibility is overseeing our factories - What does your company manufacture? - What are your main products? - We manufacture trucks and passenger cars - We make trucks and passenger cars.

Federal Motors has had some problems in the Asian market = hãng Federal Motors đã gặp phải vài khó khăn trong thị trường Á châu.

Production = sản xuất (n); Efficiency = hiệu năng (n)

We have to increase production efficiency so that we can reduce our prices = chúng tôi phải gia tăng hiệu năng sản xuất để có thể giảm giá.

Our cars are too expensive to be competitive in Asia = Our cars cannot compete against cars made in Asia = xe hơi của hãng chúng tôi đắt quá không thể cạnh tranh ở Á châu.

Expensive = đắt, mắc; To be competitive = có thể cạnh tranh

Plans for the future = dự tính, dự trù cho tương lai.

To schedule a meeting = chọn ngày giờ họp

- Interview - We're back again with Stewart Chapman. Mr. Chapman, what are Federal Motor's plans for the future? - Well, we've got to become more international. We've done well in Europe over the years. But we've had some problems in Asia - What kind of problems? - Our cars are too expensive to be competitive in Asia. We have to increase production efficiency so that we can reduce our prices there. So that's why I scheduled a meeting with Mr. Blake last year. I wanted to learn more about his company's robots - Mr. Chapman, thank you very much for coming to talk with us - It was a great pleasure!

Unit 127

Truck /trʌk/ = xe vận tải (n); Passenger cars = xe du lịch

Increase production efficiency = tăng hiệu năng sản xuất; Reduce prices = giảm giá

We've done quite well in Europe over the years = những năm qua chúng tôi rất thành công ở Âu châu.

But we've had some problems in Asia = nhưng chúng tôi gặp khó khăn ở thị trường Á châu.

Our cars are too expensive to be competitive in Asia = xe chúng tôi đắt quá nên khó cạnh tranh ở Á châu.

- Questions. Listen to the question, then listen to the dialog - Where has Federal Motors been more successful, Europe or Asia? - We've done quite well in Europe over the years. But we've had some problems in Asia - What kind of problems? - Our cars are too expensive to be competitive in Asia - Where has Federal Motors been more successful, Europe or Asia? - They've been more successful in Europe - Why did Mr. Chapman schedule a meeting with Mr. Blake? - We have to increase production efficiency so that we can reduce our prices there - So that's why I scheduled a meeting with Mr. Blake last year - I wanted to learn more about his company's robots - Why did Mr. Chapman schedule a meeting with Mr. Blake? - He wanted to learn more about the robots made by Mr. Blake's company.

Why are Americans so crazy about the Internet = tại sao người Mỹ mê dùng mạng Internet?

Crazy = điên dại, mê (adj); Crazy about = Very excited or enthusiastic about = mê thích

You were crazy (foolish) to lend that man your money = anh thật khùng mới cho anh ta vay tiền.

He's crazy about her = anh ta mê cô ta lắm.

He's crazy about skiing = anh ta mê trượt tuyết.

Postage /'poustiʒ/ = tiền tem, bưu phí (n); Newest information = tin tức mới nhất

[information dùng luôn ở số ít, số nhiều: much information (không phải informations)]

Company website = mạng lưới địa chỉ của một công ty

A trade journal = A trade magazin = tạp chí chuyên ngành thương mại hay kỹ nghệ

Products = sản phẩm; Services = dịch vụ

A company can work more cheaply and quickly by using the Internet = một công ty có thể điều hành rẻ hơn và nhanh hơn bằng cách dùng liên mạng Internet.

Convenient /kən'vi:njənt/ = tiện lợi, thuận tiện (adj)

Inconvenient = bất tiện, thiếu tiện nghi, phiền phức (adj)

Convenience /kən'vi:njəns/ = sự thuận tiện, sự thuận lợi (n); To mail a letter = gửi thư

To Pay/Paid/Paid = trả, nộp, thanh toán

Payment /'peimənt/ = sự trả tiền, số tiền trả (n)

To pay for postage = trả tiền cước phí bưu điện (tem)

The World Wide Web = W.W.W = mạng lưới toàn cầu

Using e-mail is much cheaper and more convenient than regular mail = dùng điện thư thì rẻ và tiện hơn gửi thư thông thường.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, our e-mail question is "Why are Americans in business so crazy about the Internet?" - Well, I would say that there are two main reasons. First, people use the Internet to send e-mail. Using e-mail is much cheaper and more convenient than regular mail - Right! You don't have to print a letter, put it into an envelope, and mail it - And you don't have to pay for postage. So you save time and money - What's the second reason? - The second reason Americans love the Internet is the amount of information on the World Wide Web. Websites provide the newest information about business products and services. That's why more and more people go to company websites for information. It's easier than trying to find a trade journal with the same information - It sounds as if companies can work more cheaply and quickly by using the Internet! - That's it exactly! - Thanks for your information, Gary.

- True or False - E-mail is more expensive than regular mail - False. With e-mail, you save a lot of money on paper, envelopes and postage - The World Wide Web provides up to date information - True. It provides the newest information about products and services.

New product line = một loạt sản phẩm mới

How do you like your coffee? = bạn muốn uống cà phê thế nào?

I'd like my coffee black = tôi uống cà phê không đường.

I like it strong and black = tôi thích uống cà phê đậm và không có đường.

Why don't you have a seat here in my office? = xin mời cô ngồi ghế trong văn phòng tôi.

I feel as if I already know you very well = tôi có cảm tưởng đã quen cô từ lâu.

- Business Dialog - Let's listen to today's Business Dialog. Henry Martin is greeting Alice Martinez. Alice has come to see Martin Electronics' new product line - Alice! Welcome to Martin Electronics! I'm Henry Martin - Henry, I'm very pleased to meet you finally - Yes, we've sent each other so much e mail and talked so much on the phone. I feel as if I already know you very well - I know just what you mean! - Well, why don't you have a seat here in my office? I'll get us something to drink, if you'd like. What would you like? - I'd love some coffee - How do you like your coffee? - Hmmm... I like it strong and black, if possible. No sugar - OK. I'll get it for you.

- Focus on Functions: Greetings. Listen and repeat - Welcome to Martin Electronics - I'm Henry Martin - I'm very pleased to meet you - Why don't you have a seat? - I'll get us something to drink - I'd love some coffee.

Informal and formal = thân mật và trịnh trọng

I'm pleased to meet you = hân hạnh gặp ông/bà/cô.

Why don't you have a seat here in my office? = Please have a seat = xin mời cô ngồi ghế trong văn phòng tôi.

I'll get something for us to drink, if you'd like = What would you like? = tôi đi kiếm đồ uống.

Would you care for something to drink? = What would you like to drink? = cô uống gì?

I'd love to have some coffee = Coffee, please; Meet in person = gặp tận mặt

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about greetings. In today's Business Dialog, Henry Martin welcomes Alice Martinez. In this situation, Henry and Alice use first names because they have already established a friendly relationship over the phone - Alice! Welcome to Martin Electronics! I'm Henry Martin - Henry, I'm very pleased to meet you finally - Notice that Alice says "I'm very pleased to meet you" even though they have already talked on the phone. This is because they are meeting in person for the first time. Then Henry suggests that Alice sit down and he offers to get her something to drink. Henry uses the expression "Why don't you..." to make his suggestion - Well, why don't you have a seat here in my office? I'll get us something to drink, if you'd like. What would you like? - I'd love some coffee - Alice and Henry are friendly with each other and their language is polite and a little informal. Now listen to this variation, which uses more formal language: - Please have a seat. Would you care for something to drink? - Yes, thank you. Coffee, please - In this case, the expression "would you care for" is more formal than "would you like". The word "please" also makes this conversation seem more formal. Thanks for joining us today for Gary's Tips. We'll see you again next time! - Thanks, Gary!

Unit 128

She worked in a Cafe = cô ta làm ở một tiệm cà phê và giải khát.

Cafe = Café = một tiệm cà phê và các đồ giải khát khác, một tiệm ăn nhỏ có bán rượu (n)

Summer jobs = việc làm phụ vào mùa hè.; Community = cộng đồng

This program focuses on locations in an American community = chương trình này chú trọng vào những địa điểm trong một cộng đồng Mỹ.

She's going to talk about summer jobs in her community = bà ta sẽ nói về những việc làm vào mùa hè ở trong cộng đồng của bà ấy.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "She worked in a Cafe".

- Hello, Max - Hi, Kathy. Who's our guest today? - Sandra Harris, the music teacher - She lives in Florida, right? - Yes. And her husband Bob works at the post office. She's going to talk about summer jobs in her community.

Last summer John worked at a movie theater, and Collette worked in a restaurant = hè năm ngoái John làm ở một rạp chớp bóng và Collette làm ở một nhà hàng.

They both have part time jobs = cả hai có việc làm bán thời gian.

He sold tickets, and sometimes he sold popcorn and soda = anh ta bán vé và đôi khi bán ngô (bắp) rang và nước ngọt.

She was a waitress = cô ta làm tiếp viên, người phục vụ.

- Interview - Our guest today is Sandra Harris. Sandra, I'd like to ask you a few questions about your children, Collette and John - Sure, go ahead - Do Collette and John work in the summer, when they're not in school? - Yes, they both have part time jobs - What kind of jobs do they have? Where do they work? - Well, for example, last summer, John worked at a movie theater - What did he do? - He sold tickets, and sometimes he sold popcorn and soda - What did Collette do? What did she do last summer? - She worked in a restaurant. She was a waitress - What kind of restaurant was it - It was a French restaurant - Our guest is Sandra Harris. We'll talk more after our break. This is New Dynamic English.

To Sell/Sold/Sold = bán; Sale = bán (n) ; Sales clerk = người bán hàng

- Listen and Repeat - Last summer, John worked at a movie theater - He sold tickets and sometimes he sold popcorn and soda - Collette worked in a restaurant - She was a waitress - It was a French restaurant.

Department store = tiệm bách hóa, bán quần áo, đồ nhà bếp.

Chain = dây xích, tổ hợp nhiều tiệm của cùng một hãng

Sears is a well known chain of department stores = Sears là một hãng nổi tiếng gồm nhiều tiệm bách hóa.

A park = công viên; A fast food restaurant = tiệm ăn bán đồ ăn liền

Fried chicken = thịt gà chiên; KCF = Kentucky Fried Chicken

Convention Center = trung tâm hội nghị

French fries = khoai tây chiên giòn; Hamburger = thịt bò băm nướng

Clothing/Clothes(garments) = quần áo; A clothing store = tiệm bán quần áo

Clothes horse = khung phơi quần áo; Clothes line = dây phơi quần áo

Cloth = vải vóc; A piece of cloth = một mảnh vải hay lụa

Two yards of cloth will be enough for the dress = hai thước anh vải thì đủ cho một áo dài.

The cloth = giới tu sĩ; Man of the cloth = A clergyman = một vị tu sĩ

- Interview - Our guest today is Sandra Harris. We're talking about summer jobs. Are John and Collette going to have jobs this summer? - I think so. Collette's going to work in a department store. She's going to sell children's clothing - Where is the store? - It's in downtown Miami, near the Convention Center - What about John? What's he going to do? - In July, he's going to work at a park near our house. He's going to teach sports to children - And August? What's he going to do in August? - In August, he's going to work in a fast food restaurant near our house. He's going to make hamburgers and French fries - Our guest is Sandra Harris. We'll talk more after our break. This is New Dynamic English.

A neighborhood park = công viên gần nơi mình ở; Sports = các môn thể thao

He's going to teach sports to children = anh ta sẽ dạy trẻ em các môn thể thao.

- Listen and Repeat - Next summer, Collette is going to work in a department store - She's going to sell children's clothing - In July, John is going to work at a neighborhood park - He's going to teach sports to children - In August, he's going to work in a fast food restaurant - He's going to make hamburgers and French fries.

A sales clerk = nhân viên bán hàng

A public library /'laɪbrəri/ = thư viện công cộng

Librarian /laɪ'breəriən/ = thủ thư, quản thủ thư viện (n)

A drugstore /'drʌgstɔː/ = tiệm thuốc tây; Toothpaste = thuốc đánh răng (n)

Drug /drʌg/ = thuốc, nha phẩm (n); A drug addict /drʌg'ædɪkt/ = người ghiền nha phẩm

Druggist /'drʌɡɪst/ = Chemist /'kemɪst/ (BE) = Pharmacist /'fɑːməsɪst/ (AE) = dược sĩ (n)

- Interview - Our guest today is Sandra Harris. Sandra, did you have a summer job when you were in high school? - Yes, I usually did. One summer I worked in the public library. And another summer, I worked in a drug store. I was a sales clerk. I sold toothpaste, shampoo, and so on. I didn't like that job - Thank you, Sandra, for coming here today - Thank you, Kathy - Let's take a short break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - Did John sell popcorn and soda at a department store? - No, he didn't. He sold popcorn and soda at a movie theater - Did Collette work at a German restaurant? - No, she didn't. She worked at a French restaurant - Did Sandra sell toothpaste and shampoo at a drug store? - Yes, she did. When she was in high school, she sold toothpaste and shampoo in a drug store.

Tell me what happened = hãy kể cho tôi biết mọi việc xảy ra thế nào

Police = cảnh sát [dùng ở số nhiều]

A policeman = a policewoman = A police officer = một nhân viên cảnh sát

- Daily Dialogue: In the Parking Lot, part 2. Listen to the conversation - Excuse me, officer, but... but... someone stole my car! - Someone stole your car? - Yes, they stole it! They stole my car! -

Where was it? Where was your car? - It was right here, in this parking lot - OK. Tell me what happened - I parked my car here, next to a green car, and I went into the bank. And when I came out, my car was gone! - Where is the green car? - It's gone too!

Unit 129

National art gallery = bảo tàng viện nghệ thuật Quốc gia ở Washington, D.C.

Gallery /'gæləri/ = phòng tranh (n); *Art* /ɑ:t/ = nghệ thuật (n)

Washington monument = đài kỷ niệm tổng thống Washington.

Natural history museum = bảo tàng viện lịch sử thiên nhiên

Dinosaur = khủng long (n); *Bone* /bəʊn/ = xương (n); *Across the street* = bên kia đường

Air = hàng không (n); *Space* /'speɪs/ = không gian, chỗ trống, khoảng đất trống (n)

Spacious /'speɪʃəs/ = rộng rãi, kiếm được nhiều chỗ, có được nhiều chỗ (adj)

Spaciousness /'speɪʃəsnɪs/ = sự rộng rãi, kiếm được nhiều chỗ, có được nhiều chỗ (n)

The Air and space museum = bảo tàng viện về Hàng không và không gian

A man is looking for the National Art Gallery = một ông đang đi tìm Bảo tàng viện Nghệ thuật Quốc gia.

Directions = hướng dẫn, chỉ đường (n); *I need directions* = tôi cần chỉ dẫn.

- Man on the Street - This is Kent Moss, New Dynamic English Man on the Street. Today, I'm standing in front of the Washington Monument - Excuse me - Yes? - I need directions - Certainly - Where do you need to go? - To the National Gallery of Art - The National Gallery... let me see. It's right next to the Natural History Museum - The Natural History Museum? - Yes. That's where they have the dinosaur bones - I'm afraid I don't know where that is - Okay... well, it's across the street from the Air and Space Museum. You know, where they have the Wright Brothers' airplane - I don't know where that is, either - Is this your first visit to Washington, D.C.? - Actually... I live here! - OK. Come with me. I'll show you where it is.
- A Question for You - Did you have a summer job when you were in school? What was it? -
Unh huh.

Today is the opening day of the new movie, "Battle for the Stars" = hôm nay là buổi chiếu đầu tiên của cuốn phim "Trận chiến giữa các hành tinh".

To bet = cá, cược; *I'll bet there is a long line of people at the movie theater* = tôi cá với bạn là có hàng dài người chờ mua vé ở rạp hát.

Stand in line = xếp hàng chờ; *Wow* = tiếng tỏ dấu ngạc nhiên

- OK... and we're off the air - Say, Max, what time is it? - Umm.... it's three thirty - Oh, I've got to go! - Where are you going? - Don't you know? Today is the opening day of the new movie, "Battle for the Stars" - Oh, that's right. I heard about it on the news last night. Everyone wants to see it. I'll bet there is a long line of people at the movie theater - Oh, yes. There's a very long line - I'm meeting one of my friends there. She started standing in line after lunch today. We're going to wait together. Until the movie tonight - Wow. You're going to wait all afternoon to see a movie? - That's right. I can't wait to see it! See ya! - Hi, Max - Hi, Elizabeth. Have a good show - Thanks - Alri i i ght. Ready for Functioning in Business. Cue Music.

Studio /'stju:diou/ = phòng thu thanh hay thu hình (n); *To modernize* = tân tiến hóa

Advisor = Adviser = cố vấn (n); *Position* = chức vụ (n); *Job* = công việc (n)

Vice President for Production = phó chủ tịch đặc trách sản xuất

What is your relationship with Mr. Chapman? = ông liên hệ thế nào với ông Chapman?

I keep him informed about the newest and best technology = tôi tường trình, báo cho ông ta biết kỹ thuật mới và tốt nhất.

My main responsibility is to modernize our technology = nhiệm vụ chính của tôi là tân tiến hóa kỹ thuật của chúng tôi.

I'm his primary advisor on technology = tôi là cố vấn chính của ông ta.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "A new customer, part 2". This program focuses on Giving Personal Information.

- Interview - Today, we are talking to Mr. Dave Gomez of Federal Motors. He has come to our studio from his office in New York. Welcome to Functioning in Business, Mr. Gomez - I'm happy to be here - Could you tell our listeners a little bit about your position at Federal Motors? - Certainly. I'm Vice President for Production. My main responsibility is to modernize our technology - And what is your relationship to Mr. Chapman? - I'm his primary advisor on technology. I keep him informed about the newest and best technology - Thank you, Mr. Gomez. We'll be back with Dave Gomez, after a short break.

Keep someone informed = báo cáo tin tức mới nhất cho ai biết

Keep me posted = có tin gì lạ xin cho tôi biết.

- Variations. Listen to these variations - Could you tell us about your position? - Could you tell us about your job? - My main responsibility is to modernize our technology - I'm responsible for modernizing our technology - I keep him informed about the newest technology - I give him information about the newest technology.

Machine shop = một khu trong xưởng máy; *Tool* = dụng cụ (n)

Mathematics = môn toán học; *Computer science* = khoa học điện toán

Undergraduate = sinh viên cử nhân; *Masters* = bằng Cao học, trên Bachelor

Mechanical Engineering = khoa kỹ sư cơ khí

Master /'ma:stə/ = thạc sĩ, chủ, hiệu trưởng trường cao đẳng (n)

Mastery = sự tinh thông, tài giỏi (n); *Mastery* = rất giỏi, bậc thầy (adj)

Masterful /'ma:stəfəl/ = có khả năng chỉ huy, oai vệ (adj)

My father worked in a machine shop, so I grew up around tools = cha tôi làm ở xưởng máy nên từ nhỏ đến lớn tôi đã quen với dụng cụ máy móc.

I got my BA(BS) in Computer Science = tôi đậu cử nhân khoa học điện toán.

Graduate school /'grædjut sku:l/ = trường cao học, cấp bằng cao học, thạc sĩ và tiến sĩ

Pendulum /'pendjuləm/ = quả lắc đồng hồ

Procedure /prə'si:đə/ = thủ tục, phương pháp tiến hành

I got my Masters in Mechanical Engineering there = tôi đậu cao học kỹ sư cơ khí ở đó.

Masters = Master of Arts = Master of Science; *Encourage* = khuyến khích

MIT = Massachusetts Institute of Technology; *To be good at* = giỏi

I was always good at mathematics, so my parents encouraged me to go to college = bao giờ tôi cũng giỏi về môn toán, nên cha mẹ tôi khuyến khích tôi học lên đại học.

- Interview - We're back again with Dave Gomez. Mr. Gomez, could you tell us a little bit about your background? - Sure. My parents came to the U.S from Mexico. My father worked in a machine shop, so I grew up around tools. I was always good at mathematics, so my parents encouraged me to go to college - And where did you go to school? - I was an undergraduate at Penn State. I got my BA in Computer Science. Then I went to graduate school at MIT. I got my Masters in Mechanical Engineering there - Mr. Gomez, thank you very much for talking to us today.

- Questions - Listen to the question, then listen to the dialog - Did Mr. Gomez's parents want him to go to college? - My father worked in a machine shop, so I grew up around tools. I was always good at mathematics, so my parents encouraged me to go to college - Did Mr. Gomez's parents want him to go to college? - Yes, they did. They encouraged him to go to college - Listen to the question, then listen to the dialog - Was Mr. Gomez an undergraduate at MIT? - I was an undergraduate at Penn State. I got my BA in Computer Science. Then I went to graduate school at MIT. I got my Masters in Mechanical Engineering there - Was Mr. Gomez an undergraduate at MIT? - No, he wasn't. He went to graduate school at MIT. He was an undergraduate at Penn State.

Unit 130

What can I do to make a good impression? = tôi phải làm gì để gây được ấn tượng tốt?

First impression = ấn tượng đầu tiên; *Firm handshake* = bắt tay chặt

Firm /'fɜ:m/ = chặt (adj); *Handshake* = một cái bắt tay (n); *To shake hands* = bắt tay

Confident = tự tin; *Good eye contact* = nhìn vào mắt người mình nói chuyện

To greet correctly = chào đúng cách; *To expect* = mong đợi

When you greet someone, you should begin by looking him or her in the eyes for a second or two = khi bạn chào ai lần đầu, bạn nên nhìn thẳng vào mắt người đó trong một hai giây.

Then look away, to their chin or forehead, for a few seconds = rồi nhìn vào cằm hay trán người đó trong vài giây.

Good eye contact shows that you are interested and actively listening = nhìn thẳng vào mắt họ tỏ ra mình lưu ý và lắng nghe.

Sit up straight = ngồi ngay ngắn, ngồi thẳng; *Intelligent* /in'telidʒənt/ = thông minh (adj)

Most Americans expect good eye contact = đa số người Mỹ khi nói chuyện muốn nhìn thẳng vào mắt người đối thoại, và muốn người đối thoại nhìn vào mắt họ.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, our e mail question is "I often meet Americans". "What can I do to make a good first impression?" - Well, it's important to greet Americans correctly. They expect a firm handshake. A firm handshake shows that you are confident. And most Americans expect good eye contact. When you greet someone, you should begin by looking them in the eyes for a second or two. Then look away, to their chin or forehead, for a few seconds. Good eye contact shows that you are interested and actively listening - Anything else? - Yes, try to sit up straight, even if you're tired - OK. So let me see: have a firm handshake, good eye contact, sit up straight...That's a lot to remember - Yes, but if you want to seem intelligent, confident, and interested, these things are important - Thanks, Gary.

Polite /pə'lait/ = lễ độ (adj); *Impolite* = vô lễ (adj)

- True or False - In a first meeting, Americans expect a firm handshake - True. A firm handshake shows that you are confident - Americans think that looking at another person's eyes is impolite - False. Eye contact shows that you are listening and interested.

I work in Accounts Payable = tôi làm ở phân vụ phát ngân

Accounts Receivable = phân vụ thu ngân

Bill /bil/ = biên lai (n); *I'm in IT* = tôi làm ở phân vụ điện tử;

IT = Information Technology = kỹ thuật tin học

Boss = người sếp, ông hay bà chủ (n); *To stand for* = thay cho

- Business Dialog - Let's listen to today's Business Dialog. Andrew and Cindy have just met at a company party in Chicago - Hi, I'm Andy Harrison! I work in Accounts Payable - I'm Cindy Mathers. I'm in IT - Nice to meet you - Nice to meet you too, Andrew - Please call me Andy - OK, Andy - I've been wanting to ask... What does IT stand for? - Information Technology. I work with computers. And is Accounts Payable where you pay the company's bills? - Yes, Accounts Receivable takes in money and Accounts Payable pays it out. Uh, how long have you lived in Chicago? - About ten years. How about yourself? - Oh, I just moved here from Detroit - I was wondering...Oh, excuse me, there's my boss. I'd better go over and say hello. I'll talk to you again later - Good luck with your boss!

- Focus on Functions: Introducing yourself. Listen and repeat - I'm Cindy Mathers - I'm in IT - Nice to meet you - Nice to meet you too, Andrew - Please call me Andy - OK, Andy.

To introduce oneself = tự giới thiệu

Say which department you are working in = hãy nói bạn hiện làm ở phân vụ nào.

Nickname /'nikneim/ = tên thân mật (n); *How about yourself?* = thế còn bạn thì sao?

Conversational techniques = cách nói chuyện, cách đàm thoại

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth. Today I'll be talking about introductions and personal information in informal business situations. In today's Business Dialog, two employees are meeting for the first time at a company party. First they introduce themselves and say which department they work in - Hi, I'm Andy Harrison! I work in Accounts Payable. I'm Cindy Mathers. I'm in IT - To identify your department, you can use the expression "I work in..." or simply "I'm in..." You can also say, for example, "I'm in the Accounts Payable department". Notice that when Cindy uses the more formal name "Andrew," Andy asks her to use his nickname "Andy" - Nice to meet you - Nice to meet you too, Andrew - Please call me Andy - OK, Andy - In formal business situations, it is best to begin by using last names. But many Americans in business will later ask you to use their first name or nickname - Yes - One more thing... When people ask you a question, a good technique is to answer the question, and then say, "How about yourself?" Let's listen - Uh, how long have you lived in Chicago? - About ten years. How about yourself? - Oh, I just moved here from Detroit - In this case, the expression "How about yourself?" means the same thing as "How long have you lived in Chicago?" Today's Business Dialog takes place in an informal situation, but many of these same conversational techniques can be used in any business situation. We'll see you again next time! - Thanks, Gary!
- Well, our time is up. Tune in again next time for Functioning in Business. See you then!

Unit 131

There are pictures on the walls = có những bức tranh trên tường.

There is (are) = có

It will also focus on giving reasons, using the expression "so that" = cũng chú trọng vào cách nói lý do bằng cách dùng "so that".

Children's hospital = bệnh viện trẻ em; To furnish /'fə:nɪʃ/ = trang bị đồ đạc

Furniture /'fə:nɪʃə/ = đồ đạc như bàn ghế tủ, giường [dùng như danh từ số ít] (n)

A piece of furniture = An article of furniture = một món đồ đạc

This house was furnished entirely with handmade furniture = nhà này trang bị toàn bằng đồ đạc làm bằng tay.

Some articles of furniture were lost when we moved = vài món đồ đạc bị thất lạc khi chúng tôi dọn nhà.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "There Are Pictures on the Walls".

- Hi, Max - Hello, Kathy. Who's our guest today? - Today we'll be talking again with Sara Scott. You know, the doctor from Chicago. She's going to tell us about the hospital where she works.

So that = để; Room = phòng (n); Ceiling /'si:lɪŋ/ = trần nhà (n); Window = cửa sổ (n)

Why are there pictures on the ceilings? = tại sao trên trần nhà có các bức hình?

So that the children can look at the pictures when they are lying in their beds = để các em có thể ngắm các bức hình khi các em nằm trên giường của chúng.

To Lie/Lay/Lain = nằm; Funny /'fʌni/ = ngộ nghĩnh, vui tươi (adj)

Don't lie in bed all morning! = đừng nằm trên giường suốt cả sáng!

Patients = các bệnh nhân (n); Mostly = Chiefly = phần lớn (adv); Most = Almost all = hầu hết

You work mostly with children, don't you? = bà phần lớn chữa bệnh cho các em nhỏ, phải không?

Most of my patients are children = hầu hết các bệnh nhân của tôi là trẻ em.

Sometimes there are pictures even on the ceilings = đôi khi còn có những bức hình ngay cả trên trần nhà.

Even /'i:vən/ = ngay cả, ngay đến (adv); *Color* /'kʌlə/ = Colour = màu sắc (n)

Colorful = Colourful = nhiều màu sắc (adj)

There is a special floor for children at Sara's hospital = có một tầng riêng cho trẻ em trong bệnh viện của bác sĩ Sara.

The fourth floor of the hospital is only for children = tầng thứ tư của bệnh viện chỉ để dành cho trẻ em.

There are funny pictures on the walls = có các bức hình ngộ nghĩnh vui tươi trên trần nhà.

There are colorful curtains on the windows = có rèm cửa nhiều màu sắc sặc sỡ ở cửa sổ.

We want our children to feel comfortable = chúng tôi muốn các em cảm thấy thoải mái.

- Interview - Our guest today is Sara Scott. Sara is a doctor at a large hospital in Chicago. Hello, Sara. You work mostly with children, don't you? - That's right. Most of my patients are children - Is your hospital only for children? - No, it isn't. It's a very large hospital. But the fourth floor of the hospital is only for children. The rooms look like children's rooms. There are funny pictures on the walls. And there are colorful curtains on the windows. Sometimes there are even pictures on the ceilings - Why are there pictures on the ceilings? - So that the children can look at the pictures when they are lying in their beds. We want our children to feel comfortable - Our guest is Dr. Sara Scott. We'll talk more after our break. This is New Dynamic English.

There are = có những; *There are not...* = *there aren't...* = không có những...

- Listen and Repeat. The fourth floor of the hospital is only for children - There are funny pictures on the walls - There are colorful curtains on the windows - Sometimes there are pictures on the ceilings.

Parents can visit their children at any time, and they can sleep at the hospital = cha mẹ có thể thăm các em bất cứ lúc nào, và ngủ lại ở bệnh viện.

A kitchen = nhà bếp; *Extra* /'ekstrə/ = Additional = phụ, thêm (adj)

Extra beds = giường phụ; *To stay with* = ở lại với

There are extra beds in the children's rooms so that their parents can sleep there = có giường phụ trong phòng các em để cha mẹ các em có thể ngủ ở đây.

And there is a kitchen so that parents can cook food for their children = có nhà bếp để cha mẹ nấu ăn cho con em họ.

There is a teacher so that the children can get some help with their school work = có một giáo viên để các em có thể nhận được giúp đỡ về bài vở ở trường.

School work = bài học hay bài tập nhà trường cho các em học hay làm

Can parents stay with their children? = phụ huynh có thể ở lại với con em họ không?

- Interview - Our guest today is Sara Scott. She's talking about the children's floor at her hospital. Sara, can parents visit their children in the hospital? - Of course, they can. Parents can visit their children any time, day or night. There are extra beds in the children's rooms so that their parents can sleep there. And there is a kitchen so that parents can cook food for their children - Is there a school at the hospital? - No, there isn't a school. But there is a teacher so that the children get some help with their school work - Our guest is Sara Scott. We'll talk more after our break. This is New Dynamic English.

- Listen and repeat - Why are there extra beds in the children's rooms? - There are extra beds so that their parents can sleep there - Why is there a kitchen on the fourth floor - There is a kitchen so that parents can cook food for their children - Why is there a teacher at the hospital? - There is a teacher so that the children get some help with their school work.

Is there a place for the children to play? = có chỗ cho các em chơi không?

A playroom = phòng chơi; *Play games* = chơi các trò chơi; *Play* (n,v)

There is a playroom for the children so that they can play games together = có một phòng chơi để các em có thể chơi các trò chơi với nhau.

Exercise /'eksəsaiz/ = sự tập, sự hoạt động (n)

Exercise helps the children get better = hoạt động giúp các em chóng lành bệnh.

- E-mail - Now let's check our e-mail - We have an e-mail from Vernon in Kentucky. His question is: Is there a place for the children to play? - Yes, there is a playroom for the children so that they can play games together. Children need to play, and exercise helps the children get better - Let's take a short break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - Is there a kitchen on the fourth floor of the hospital? - Yes, there is. There is a kitchen so that parents can cook for their children

- Is there a school at the hospital? - No, there isn't, but there is a teacher to help the students - Is there a place for the children to play? - Yes, there is. There's a playroom.

Unit 132

Lot = khu đất (n); Parking lot = bãi đậu xe

Officer = tiếng dùng khi gọi một nhân viên cảnh sát.

My car was stolen! = My car was gone! = xe tôi mất rồi!

To Steal/Stole/Stolen = ăn cắp, ăn trộm

Oops /'ups/ = úi cha, chết cha" khi mình ngạc nhiên, hay nhầm lẫn, và ngụ ý xin lỗi, như khi ta đánh vỡ một món đồ.

- Daily Dialogue: In the Parking Lot, part 3 - Listen to the conversation - Excuse me, officer, but.. but... someone stole my car! - Someone stole your car? - Yes, they stole it! They stole my car! - Where was it? Where was your car? - It was right here, in this parking lot - OK. Tell me what happened - I parked my car here, next to a green car, and I went into the bank - And when I came out, my car was gone! - Where is the green car? - It's gone too! - Tell me again... Where did you park your car? - Here in Parking Lot A, right in front of the bank - Parking Lot A? This is Parking Lot B, behind the bank - Ooops.

- Listen and Repeat - Tell me again... Where did you park your car? - Here in Parking Lot A, right in front of the bank - Parking Lot A? This is Parking Lot B, behind the bank - Ooops.

What can't you buy at these places? = bạn không thể mua được gì ở nơi này?

Newsstand /'nju:z,stænd/ = quán hay sạp bán báo (n)

Fast food restaurants = tiệm bán đồ ăn liền

McDonald's is a chain of fast food restaurants = McDonald's là một tổ hợp các tiệm bán đồ ăn liền.

I can do it = tôi làm được chuyện đó; I can't do it = tôi không thể làm được chuyện đó.

- Question of the Week! - It's Question of the Week time again. This week's question is "What can't you buy?" - Can't? - That's right. Cannot. What can't you buy at these places? We'll have the answers next week. Question number one: What can't you buy at a fast food restaurant: hamburgers, stamps or French fries? Hamburgers, stamps or French fries? Question number two: What can't you buy at a post office: stamps, envelopes or shirts? Stamps, envelopes or shirts? Question number three: What can't you buy at a clothing store: shirts, French fries or dresses? Shirts, French fries or dresses? See you next time.

- A Question for You - How many hospitals are there in your city? - Uh huh.

I had car trouble = xe tôi bị hư.

What was the matter? = tại sao vậy?; To start /sta:t/ = chạy

Noisy /'nɔɪzi/ = ồn ào, om sòm, huyên náo (adj); Noisily (adv)

Noise /nɔɪz/ = tiếng ồn, tiếng động (n); To make noise = gây ra tiếng động

Yesterday, my car was fine = hôm qua xe tôi chạy tốt.

This morning it wouldn't start = sáng nay, xe của tôi không nổ máy.

This doesn't sound good = có vẻ không tốt, chắc có gì hư.

Local garage = tiệm sửa xe gần nhà

Garage /gə'reɪz/ = nhà chứa xe, tiệm sửa chữa xe

To tow = câu xe; To Drive/Drove/Driven = lái xe

They towed my car this morning = họ câu xe của tôi sáng nay.

My car broke down. I need a towtruck = xe tôi bị hư. Tôi cần một cái xe câu, xe có cần trục.

They're working on it = họ đang sửa xe của tôi.

Boris drove me to work = Boris lái xe đưa tôi đi làm.

I hope the repairs aren't too expensive = tôi hy vọng việc sửa chữa không tốn quá.

- OK... and we're off the air - So how was the movie last night, Kathy? - It was great! I can't wait to see it again - Goodbye, Boris. See you tonight - Hi, everyone - Hi, Hi, Elizabeth - Did Boris drive you to work today? - Yes, I had car trouble - Oh, that's too bad. What was the matter? - I'm not sure. Yesterday, my car was fine. But this morning, it wouldn't start - Did it make any noise at all? - Yes, it did. It went "Rrrrrrrr..... rrrrrrrr..... rrrrrrrr....." And then nothing - Hmmm. That doesn't sound good - Anyway, I called my local garage. They towed my car this morning, and they're working on it. So Boris drove me to work - Well, I hope the repairs aren't too expensive - Oh, excuse me. It's time to start my show - Ready for Functioning in Business. Cue Music...

Offers = lời đề nghị, lời tỏ ý muốn giúp (n); Requests = lời yêu cầu ai làm gì

Expect = mong đợi; We expected you yesterday = hôm qua chúng tôi chờ bạn.

Mr. Blake arrived at our office expecting to meet with Mr. Chapman, but Mr. Chapman was out of town = ông Blake tới văn phòng chúng tôi chờ gặp ông Chapman, nhưng Ông Chapman đi vắng.

Out of town = đi vắng khỏi thành phố

Uh, but there's Mr. Gomez who can come talk to you = à, nhưng có ông Gomez có thể tiếp chuyện ông.

Come talk to you = Come to talk to you; Go get it! = hãy đi lấy cái đó!

Come see him! = Come say hello to him! = hãy lại chào ông ta.

A receptionist = tiếp viên phụ trách điện thoại và đón khách

An administrative assistant = phụ tá hành chính

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "A New Customer, Part 3". This program focuses on Offers and Requests. - Interview - Today, we're talking to Ms. Sylvia Silverstone of Federal Motors. Ms. Silverstone was the receptionist who greeted Mr. Blake on his first visit to Federal Motors - Hello, Ms. Silverstone - Hello - Today, we are listening to a conversation you had with Mr. Charles Blake of International Robotics in June of last year - Oh, yes. I remember. Mr. Blake arrived at our office expecting to meet with Mr. Chapman. Let's listen to that conversation.

Mr. Blake has an appointment with Mr. Chapman, but Mr. Chapman is out of town = ông Blake là người có hẹn gặp ông Chapman, nhưng ông Chapman đi vắng khỏi thành phố.

Town /taun/ = thị trấn, tỉnh nhỏ (n); Townspeople /'taunz,pi:pl/= dân thị thành (n)

Can I have your name please? = xin ông cho biết quý danh?

The name is Blake, Charles Blake of International Robotics = tên tôi là Blake, Charles Blake thuộc hãng chế tạo người máy điện tử International Robotics.

There's a Mr. Blake here to see Mr Chapman = có ông Blake tới đây muốn gặp ông Chapman.

Would you take a chair and wait for a moment? = xin mời ông ngồi chờ một lúc

- Dialog - Mr. Blake has an appointment to see Mr. Chapman, but Mr. Chapman is out of town - Good morning, sir. Can I help you? - Yes. I have an appointment to see Mr. Chapman, Stewart Chapman, at ten thirty - Oh, Mr. Chapman. Can I have your name please? - Yes. The name is Blake, Charles Blake of International Robotics - All right, thank you. Just a moment please. Yes, there's a Mr. Blake here to see Mr. Chapman. Oh, I see, thank you. Uh, Mr. Blake. I'm sorry. Mr. Chapman is not here today - Uh huh...- Uh, but there's a Mr. Gomez who can come talk to you. Would you take a chair and wait for a moment? - Okay, sure. Thank you - Thank you.

Unit 133

I have an appointment to see Mr. Chapman = I'm here to see Mr. Chapman = tôi có hẹn gặp ông Chapman.

Can I have your name please? = Could you please give me your name? = xin ông cho biết quý danh?

- Variations. Listen to these variations - I have an appointment to see Mr. Chapman - I'm here to see Mr. Chapman - Can I have your name please? - Could you please give me your name? - The name is Blake, Charles Blake - My name is Charles Blake - I'm sorry. Mr. Chapman is not here today - I'm afraid that Mr. Chapman isn't here today - Would you take a chair and wait for a moment? - Would you mind waiting here for a moment?

Administrative assistant = phụ tá hành chính [cao hơn chức receptionist]

My main job was to greet visitors and answer the phone = trước kia nhiệm vụ chính của tôi là chào đón thân chủ và trả lời điện thoại.

Last September I was promoted to Administrative Assistant = tháng chín năm ngoái tôi được thăng lên chức phụ tá hành chính.

Additional responsibilities = nhiệm vụ thêm

I work with computers and I sometimes write reports = tôi sử dụng máy điện toán và đôi khi viết tường trình.

- Interview - Ms. Silverstone, could you tell us, what are your responsibilities at Federal Motors?

- Well, at that time, when Mr. Blake visited our offices, I was a receptionist. My main job was to greet visitors and to answer the phone - And now? - Well, last September I was promoted to Administrative Assistant. So now I have some additional responsibilities. I work with computers and I sometimes write reports - I see. Do you enjoy your new job? - Yes, very much - Thank you for talking to us, Ms. Silverstone - You're very welcome.

Just a moment please = xin chờ một chút.

Available = Free = rảnh, sẵn sàng, có mặt (adj); Unavailable /,ʌnə'veɪləbl/ = bận (adj)

Who is available with Mr. Blake? = ai rảnh để tiếp ông Blake?

Are you available this afternoon? = xế trưa nay bạn có rảnh không?

Mr. Chapman was unavailable, because he was out of town = ông Chapman không có mặt để tiếp vì ông đi vắng khỏi tỉnh.

I know you're busy now, but when you are available, come talk to me = tôi biết bạn đang bận, nhưng lúc nào bạn rảnh, tới nói chuyện với tôi.

- Questions. Listen to the question, then listen to the dialog - Who is Mr. Blake expecting to see?

- Good morning, sir. Can I help you? - Yes. I have an appointment to see Mr. Chapman, Stewart Chapman, at ten thirty - Oh, Mr. Chapman. Can I have your name please? - Yes. The name is Blake, Charles Blake of International Robotics - All right, thank you. Just a moment please - Who is Mr. Blake expecting to see? - He's expecting to see Mr. Chapman. He has an appointment to see him at ten thirty - Listen to the question, then listen to the dialog - Who is available to meet with Mr. Blake? - Uh, Mr. Blake. I'm sorry. Mr. Chapman is not here today - Uh huh... - Uh, but there's a Mr. Gomez who can come talk to you - Who is available to meet with Mr. Blake? - Mr. Gomez will meet with Mr. Blake.

Do most American offices have receptionists? = có phải hầu hết văn phòng các sở Mỹ đều có tiếp viên giữ điện thoại không?

A voice mail message = lời nhắn qua điện thoại có gắn máy ghi âm

An e mail message = lời nhắn gửi qua điện thư trên computer, hay trên cell phone

In the past, receptionists greeted visitors, answered phones, and took messages = trong quá khứ, những người tiếp viên điện thoại chào đón khách, trả lời điện thoại, và ghi lại lời nhắn.

I'm busy now, can you please take a message? = tôi đang bận, xin bạn ghi lại lời nhắn cho tôi.

But today, many American business people use voice mail to receive their phone messages = nhưng ngày nay, nhiều nhà kinh doanh Mỹ dùng máy ghi âm gắn trong điện thoại để nhận những lời nhắn.

Technical responsibilities = trách nhiệm kỹ thuật

A low level job = một việc làm ở cấp bậc thấp

Instead of = thay vì [Instead of + V-ing (N)]

Instead of making phone calls, many business people now send e mail messages = Many business people now send e mail instead of making phone calls = thay vì dùng điện thoại, nhiều nhà kinh doanh gửi lời nhắn qua điện thư e mail.

Instead of writing a letter, I sent him an e mail message = thay vì gửi cho anh ta một lá thư, tôi gửi qua điện thư e mail.

I saved a stamp and it's faster = tôi bớt được tiền tem và như vậy nhanh hơn.

Instead of receptionists, many offices now have administrative assistants = thay vì tiếp viên điện thoại, nhiều văn phòng có phụ tá hành chính.

Difference = sự khác nhau (n)

What's the difference between a receptionist and an administrative assistant? = giữa một tiếp viên điện thoại và một phụ tá hành chính có gì khác biệt?

Administrative assistants have more technical responsibilities = phụ tá hành chính có nhiều nhiệm vụ kỹ thuật hơn.

They usually know how to use computers = họ thường biết dùng máy điện toán.

Most receptionists probably want to become administrative assistants = phần lớn tiếp viên điện thoại có thể muốn trở thành phụ tá hành chính.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, our e-mail question is "Do most American offices have receptionists?" - That's a good question. In the past, receptionists greeted visitors, answered phones, and took messages. But today, many American business people use voice mail to receive their phone messages. And instead of making phone calls, many business people now send e mail messages. So now, instead of receptionists, many offices now have administrative assistants - What's the difference between a receptionist and an administrative assistant? - Administrative assistants have more technical responsibilities than receptionists. And they usually need to know how to use computers - Do some companies have receptionists? - Yes. There are some receptionists in large companies. But it's usually a very low level job. Most receptionists probably want to become administrative assistants - Thanks for the interesting information, Gary!

- True or False - Many people in business today use e mail instead of making phone calls - True. E-mail has become very popular in American business - In general, a receptionist has more responsibilities than an administrative assistant - False. An administrative assistant usually has more technical responsibilities than a receptionist.

Unit 134

Document /'dɒkjumənt/ = tài liệu (n); Cable /'keɪbəl/ = dây cáp (n)

This lesson is about requests and offers = bài học này nói về những cách yêu cầu và đề nghị.

Jerry Spaulding, the President of Spaulding Electric, asks his assistant, Carol Wong, for help with his computer = Jerry Spaulding, chủ tịch công ty Spaulding Electric, yêu cầu cô Carol Wong giúp về máy điện toán của ông ta.

I can't print this document = tôi không in được tài liệu này.

Would you mind checking the cable for me? = xin cô vui lòng kiểm soát dây điện dẫn đến máy điện toán của tôi.

Figure out what is wrong = xem xem có gì trục trặc không.

To figure out = tìm ra lý do tại sao; Loose /lu:s/ = lỏng, không chắc (adj)

The cable is loose = dây dẫn điện cắm không chặt.

That may be the problem = có thể đó là lý do tại sao tôi không in được.

Anytime = bất cứ lúc nào (adv); *To Fix* = sửa, chữa; *Let me fix it* = để tôi sửa

Carol is fixing the cable in Jerry's computer = cô Carol đang sửa dây cáp nối với máy điện toán của ông Jerry.

The printer is on..., so it should print = máy in đang chạy rồi, như vậy máy chắc sẽ in được.

- Business Dialog - Let's listen to today's Business Dialog - Jerry Spaulding, the President of Spaulding Electric, asks his assistant, Carol Wong, for help with his computer - Uh, Carol. Could you help me for a minute? - Sure, Jerry. What can I do for you? - Well, I can't print this document. Could you try to figure out what's wrong? - Hmmm. The printer's on..., so it should print - What about the cable? Would you mind checking the cable for me? - No, not at all. Oh, yeah.... OK.... The cable is loose. That may be the problem. Let me fix it - OK!! It's printing! Thanks a lot, Carol - Anytime!

Could you check the cable please = xin bạn vui lòng kiểm soát đường dây điện.

Could you figure out what's wrong? = xin bạn xem xem có gì trục trặc không?

Sure = *Certainly* = chắc chắn [lưu ý 2 từ này khác nhau về từ loại]

Would you mind checking the cable for me? = xin cảm phiền xem lại đường dây điện hộ tôi?

No = *Certainly not* = *Not at all...* = dạ, không sao [khi ai đó nhờ giúp *Would you...*]

- Focus on Functions: Requesting Help - Listen and repeat - Could you help me for a minute? - Sure - Could you try to figure out what's wrong? - OK - Would you mind checking the cable for me? - No, not at all.

Can you help me? = *Could you help me for a minute?* = bạn giúp tôi một chút được không?

Can I help you? = *What can I do for you?* = *May I help you?* = tôi có giúp bạn được không?

Can I have your name, please? = xin ông/bà cho biết quý danh.

To include /in'klu:d/ = bao gồm, gồm có

Inclusive /in'klu:siv/ = bao gồm, kể cả (adj); *Inclusion* = sự gồm có, sự kể vào (n)

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about offers and requests. When Ms. Silverstone greets Mr. Blake, she asks him some questions. Notice that the expression "Can I..." can be used to make an offer or to request information. Listen to this conversation: - Good morning, sir. Can I help you? - Yes. I have an appointment to see Mr. Chapman, Stewart Chapman, at ten thirty - Oh, Mr. Chapman. Can I have your name please? - Yes. The name is Blake, Charles Blake of International Robotics - When Ms. Silverstone says, "Can I help you?" she is offering to help. But when she says, "Can I have your name, please?" she is requesting information. Today's Business Dialog also includes examples of both offers and requests. First, Jerry asks for help and uses the expression "Could you help me for a minute?" Carol answers with an offer to help: "What can I do for you?" Let's listen - Uh, Carol. Could you help me for a minute? - Sure, Jerry. What can I do for you? - Well, I can't print this document.

Could you + V... = Can you + V...

Would you mind + V-ing...

I'm out for a moment. If someone calls, can you take a message for me? = *If someone calls, would you mind taking a message for me?* = tôi ra ngoài vài phút, nếu có điện thoại, xin vui lòng lấy lời nhắn hộ tôi.

Would you mind my opening the window? = tôi mở cửa sổ có phiền bạn không?

- Later, Jerry uses the expression "Would you mind..." to ask for help. Let's listen: - Would you mind checking the cable for me? - No, not at all - The expressions "Could you?" and "Would you mind?" Are two ways to request help. But notice that the response to these requests is different. When someone asks *Could you do something*, you say "Yes" or "Sure" if you will do it, as in the Business Dialog: - Could you help me for a minute? - Sure, Jerry - But when someone asks *Would you mind doing something*, you say "no" or "not at all" if you will do it, as in this

example: - Would you mind checking the cable for me? - No, not at all - Thanks for joining us today for Gary's Tips. We'll see you again next time!

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

Unit 135

Space /'speɪs/ = không gian, khoảng trống (n)

Spatial /'speɪʃəl/ (adj); *Spatial locations* = vị trí của các phòng

Motorhome = xe nhà lưu động; *Motor* /'moutə/ = động cơ (n)

Home = căn nhà; *RV* = *Recreational Vehicle* = xe du lịch thứ lớn

Recreational /,rekri'eɪʃənəl/ = có tính cách giải trí (adj)

Vehicle /'vi:ɪkəl/ = xe cộ (n); *Postal worker* = nhân viên bưu điện

Bob Harris is a postal worker = Bob Harris là nhân viên bưu điện.

Bob Harris is married to Sandra Harris. They have two children-Collette and John = Bob Harris lập gia đình với Sandra Harris. Họ có hai con-con gái là Collette và con trai là John.

This program focuses on rooms and spatial locations = bài học chú trọng về các phòng trong nhà và vị trí các phòng và vật dụng trong nhà.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "The Motorhome has a kitchen".

- Hello, Max - Hi, Kathy. Who's our guest today? - Bob Harris, the postal worker from Florida - Oh, sure...He's married to Sandra Harris. They have two children Collette and, uh, John - Right. Bob's going to talk to us today about his family's vacation plans - Great!

Travel by car = du lịch bằng xe hơi

Pay for motels = trả tiền khách sạn bên đường

Motel /mou'tel/ = motor + hotel = khách sạn loại thường cạnh xa lộ (n)

Hotel /hou'tel/ = khách sạn đủ tiện nghi; *Ferry* /'feri/ = tàu thủy, phà (n)

Motels are expensive = ở khách sạn thì tốn.

When you travel by car, you have to pay for motels = khi du lịch bằng xe hơi, bạn phải tốn tiền trả khách sạn bên đường.

We can save a lot of money, because we don't have to eat at restaurants = chúng tôi bớt tốn nhiều tiền vì không phải ăn ở trong tiệm.

We're going to drive around Alaska for a week = chúng tôi sẽ lái xe đi quanh tiểu bang Alaska trong một tuần lễ.

We can sleep in the motorhome = chúng tôi có thể ngủ trong xe nhà lưu động.

And the motorhome has a kitchen, so we can cook our own meals = xe nhà lưu động có bếp nên chúng tôi có thể tự nấu ăn lấy.

Sounds like a great idea! = xem chừng như một ý rất hay!

Sounds like a great idea for a vacation = xem chừng như một ý rất hay để đi du lịch.

- Interview - Now it's time for today's interview. Our guest today is Bob Harris. Next summer, you're going to Alaska with your family - That's right. We're going to take the ferry from Seattle to Anchorage, Alaska. And then we're going to drive around Alaska for a week - Are you going to rent a car? - No, we're going to rent a motorhome - A motorhome? - Yes. Some people call them RV's recreational vehicles - Why are you going to rent a motorhome? Isn't it expensive? - Not really. When you travel by car, you have to stay in motels. Motels are expensive. When you travel in a motorhome, you don't have to pay for motels. You can sleep in the motorhome. And the motorhome has a kitchen, so we can cook our own meals. We can save a lot of money, because we don't have to eat at restaurants - Sounds like a great idea for a vacation, Bob - Our guest today is Bob Harris. We'll talk more after our break. This is New Dynamic English.

Fluency /'flu:ənsi/ = thông thạo, trôi chảy (n)

- Listen and Repeat - Bob is going to rent a motorhome - Next summer Bob is going to rent a motorhome - You have to stay in motels - When you travel by car, you have to stay in motels - You don't have to stay in motels - When you travel in a motorhome, you don't have to stay in motels.

Bathtub = bồn tắm (n)

Toilet /'tɔɪlɪt/ = phòng vệ sinh (n)

A bathroom = phòng tắm; A dining area = khu ăn; A stove = lò bếp

All those rooms in a motorhome? = xe nhà lưu động chứa đủ tất cả các phòng đó à?

How big is a motorhome? = xe nhà lưu động lớn cỡ nào?

We're going to get one that's twenty two feet long = chúng tôi sẽ thuê một chiếc xe dài 22 bộ Anh. [1 foot=30,479cms; 22 feet = 6.7 mét (meters)]

The motorhome will have a kitchen, a bathroom, a dining area, and four beds = xe nhà lưu động có bếp, phòng tắm, chỗ ăn, và bốn giường.

Refrigerator /ri'frɪdʒəreɪtə/ = Fridge /frɪdʒ/ = tủ lạnh (n)

When you say "bathroom," do you mean the "toilet"? = khi bạn nói phòng tắm "bathroom," có phải bạn muốn ngụ ý nói phòng vệ sinh không?

There isn't a bathtub, but there is a shower = không có bồn tắm nhưng có vòi tắm.

The door is on the side of the motorhome, near the back = cửa bước lên ở bên hông xe nhà lưu động, gần phía sau xe.

The refrigerator is next to the door, on your right = tủ lạnh kế bên cửa bước vào, bên tay mặt.

There's a toilet and a sink = có phòng vệ sinh và bồn rửa.

- Interview - Our guest today is Bob Harris. How big is a motorhome, Bob? - We're going to get one that is twenty two feet long. It has a kitchen, a bathroom, a dining area, and four beds - Really! All those rooms in a motorhome? - Yes! The door is on the side of the motorhome, near the back. When you come in, the kitchen is in front of you. There's a sink... and a stove....- Where's the refrigerator? - The refrigerator is next to the door, on your right - And the bathroom? - The bathroom is on your left - When you say "bathroom," do you mean the toilet? - Well, there's a toilet and a sink, but there's also a shower. There isn't a bathtub, so you can't take a bath, but you can take a shower - Our guest is Bob Harris. We'll talk more after our break. This is New Dynamic English.

On the side of = ở bên sườn, bên hông

The door is on the side of the motorhome = cửa lên xe ở bên sườn xe nhà lưu động.

- Listen and Repeat - The motorhome has a kitchen, a bathroom, a dining area, and four beds - The door is on the side of the motorhome - When you come in, the kitchen is in front of you - The refrigerator is next to the door, on your right - The bathroom is on your left.

The motor home is twenty two feet long = xe nhà di động dài 22 bộ Anh.

It has a kitchen, a bathroom, a dining area, and four beds = xe có bếp, phòng tắm, khu ăn, và bốn giường.

It has a refrigerator to keep food fresh during the trip = xe có tủ lạnh để giữ đồ ăn tươi trong cuộc du lịch.

They do not have to stay in motels, so they can save money = họ không phải thuê khách sạn nên họ có thể tiết kiệm.

The motorhome has a kitchen, so they can cook their own meals = xe nhà lưu động có bếp nên họ có thể tự nấu ăn lấy.

They don't have to eat in the restaurants = họ không phải ăn ở nhà hàng.

Unit 136

Motorhome = xe nhà lưu động (n)

Fun = vui thú (n); *It sounds like a great idea!* = có vẻ là một ý hay!

A sofa bed /'səʊfə,bed/ = ghế dài có tay dựa, chỗ dựa lưng, và có thể kéo ra thành giường ngủ.

He's telling us about the motorhome that he's going to rent next summer = ông ta sẽ tả cho chúng ta về chiếc xe nhà lưu động ông sẽ thuê mùa hè tới.

There's one big bed. Two people can sleep there = có một cái giường lớn. Hai người có thể ngủ ở đó.

And there's a sofa bed and a small bed = và có một cái ghế dài có thể kéo ra thành giường, và một giường nhỏ.

It sounds like a fun way to travel = lối du lịch như vậy thì có vẻ thích thú lắm nhỉ?

- Interview - Our guest today is Bob Harris. He's telling us about the motorhome that he's going to rent next summer. You said there are four beds. Where are they? - They're near the front of the motorhome. There's one big bed. Two people can sleep there. And there's a sofa bed and one more small bed - It sounds like a fun way to travel. Thank you, Bob, for being our guest today - Thank you - Let's take a short break. This is New Dynamic English.

You don't have to stay in motels because you can sleep in your motorhome = bạn không phải ở khách sạn bên đường vì bạn có thể ngủ trên xe nhà lưu động.

You have to eat in restaurants when you travel by car = bạn phải ăn ở nhà hàng khi bạn du lịch bằng xe hơi.

But when you travel by motorhome, you can cook your own meals = nhưng khi bạn du lịch bằng xe nhà lưu động, bạn có thể nấu ăn lấy.

You can cook your own meals because the motorhome has a kitchen = bạn có thể nấu ăn lấy vì xe nhà lưu động có bếp.

- Listen and Answer. Listen for the bell, then say your answer - When you travel by motorhome, do you have to stay in motels? - No, you don't. You don't have to stay in motels because you can sleep in your motorhome - Do you have to eat in restaurants when you travel by car? - Yes, you do. You have to eat in restaurants because you can't cook your own food - When you travel in a motorhome, can you cook your own meals? - Yes, you can. You can cook your own meals because the motorhome has a kitchen.

Freddy invites Stephanie to go to the movies, but she can't go = Freddy mời Stephanie đi xem ci nê, nhưng cô không đi được.

Would you like to go to a movie tonight? = cô có muốn đi xem hát bóng tối nay không?

Oh, Freddy, I'm sorry, but I can't = ồ, anh Freddy, rất tiếc, tôi không đi được.

To make a date = mời ai đi chơi

Who's your date for the dance? = ai là người sẽ đi dự tiệc khiêu vũ với bạn?

- Daily Dialogue: Making a Date, part 1. Listen to the conversation - Hello? - Hi, Stephanie. This is Freddy - Oh... hi... Freddy - Would you like to go to a movie tonight? - Oh, Freddy, I'm sorry, but I can't - Listen and repeat.

A magazine = tạp chí

Fast food restaurants = tiệm ăn bán đồ làm sẵn, ăn liền

What can't you buy? = bạn không thể mua được những món gì ở một nơi nào?

Post office = bưu điện (n); *Stamps* = các tem thư (n); *Clothing store* = tiệm bán quần áo

A shirt = sơ mi; *A dress* = áo dài; *French fries* = khoai tây chiên

Everyone knows you can't buy French fries at a clothing store = ai cũng biết tiệm quần áo không bán khoai tây chiên.

[everyone chủ từ số ít]

I had fun = I enjoyed it = tôi thích trò chơi này.

- Question of the Week! - Well, Kathy, it's Question of the Week time again. Are you ready? - I certainly am! - Okay, Kathy. This week, I'm going to talk about some places and ask you what you can't buy there - Sounds like fun! - All right...first question: What can't you buy at a fast food restaurant? Hamburgers..., stamps... or French fries? - What can't I buy at a fast food restaurant...a hamburger, stamps or French fries? Well, of course, I can't buy stamps at a fast food restaurant - Excellent answer, Kathy. You can't buy stamps at a fast food restaurant. You buy stamps at a post office. Okay, second question: What can't you buy at a post office: stamps, envelopes or shirts? - At a post office? Stamps..., envelopes.... or shirts? Shirts! I can't buy a shirt at a post office! - Great, Kathy! You can't buy shirts at a post office. Question number three: What can't you buy at a clothing store: shirts, French fries or dresses? - At a clothing store? Shirts, French fries, or dresses? Everyone knows you can't buy French fries at a clothing store - Are you sure about that, Kathy? - Of course, I'm sure! - Well, you're right again, Kathy. You can't buy French fries at a clothing store. Once again, you've done very well - Thanks, Max. I had fun.

- A Question for You. Now here's a question for you. Listen for the bell, then say your answer - In your country, do people like to travel in motorhomes? - Unh hunh. Okay!

Rent /rent/ = thuê mướn (n, v)

To lease /li:s/ = cho thuê, thuê;

Rent a house = thuê nhà

Buy a house = mua nhà

Lease a house = thuê nhà [dài hạn, ít nhất là một năm]

Real estate = một khu đất hay một căn nhà, một bất động sản

Real estate agent = Realtor = người chuyên viên địa ốc lo việc mua bán nhà

House for sale = nhà bán; House for rent = nhà cho thuê

Well, sort of = To some extent = Somewhat = Not quite = không hẳn như thế.

[sort of dùng như một trạng từ để tả một chuyện chưa chính xác]

Dream /dri:m/ = giấc mơ, giấc mộng (n)

Dreamy /'dri:mi/ = hay mơ màng, hay mơ mộng (adj)

To Dream/Dreamt (dreamed/Dreamt (dreamed)) = mơ, nằm mơ thấy

Dreamlike /'dri:mlaik/ = kỳ diệu, lung linh, như trong mơ (adj)

My dream house = căn nhà mong ước của tôi; Close to Washington = gần Washington

Price = giá; That is expensive = nó thật là mắc.

It really is just a dream = thực ra căn nhà vẫn còn là mong ước thôi.

To hunt /hʌnt/ = săn, tìm (search) [trong bài]; Househunting = tìm nhà

I sort of thought this would happen = tôi hơi ngờ ngợ là chuyện này sẽ xảy ra.

Are you thinking about buying a house? = bạn đang tính mua nhà phải không?

Well, sort of. Right now I'm just looking = chưa hẳn thế, bây giờ tôi mới coi xem sao.

See anything interesting? = có thấy căn nào chị thích không?

- OK... and we're off the air - Hmmm.....Oh, wow - What are you reading, Kathy? - I'm reading the Real Estate section of the newspaper - I'm looking at the houses for sale - You're thinking about buying a house? - Well, sort of. Right now I'm just looking - See anything interesting? - Yes, here's a beautiful house. It's my dream home. Look at this picture! - Mmm, yes. That's a beautiful old home. Four bedrooms. And it's close to Washington. It's probably expensive - Yes. Look at the price - Wow. That is expensive! - Yes. It really is just a dream.

Unit 137

Personal /'pə:sənəl/ = *tư, riêng* (adj)

I have a personal matter to take care of = *có chuyện riêng phải lo giải quyết.*

Mr. Chapman was out of the office on a personal matter = *ông Chapman vắng mặt ở sở vì chuyện riêng.*

That's personal = *That's private* = *Stop prying into my affairs!* = *đó là chuyện riêng, xin đừng tò mò.*

This program focuses on arriving at an office = *phần này chú trọng vào lúc tới một văn phòng.*

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "A new customer, part 4". This program focuses on Arriving at an Office.

- Interview - Today, we are talking to Charles Blake. He is in his office in Beijing - Hello, Mr. Blake - Hello - Today, we are listening to your first conversation at Federal Motors. You arrived to see Mr. Stewart Chapman - Yes.... but he was out of the office on a personal matter. So I met with Dave Gomez - Let's listen to that conversation.

Did you have a good trip to New York? = *ông có một cuộc du hành thoải mái khi tới New York không?*

Yes, I'm looking forward to staying here for a few days and doing some business = *dạ, cuộc du hành thoải mái, tôi tính sẽ ở lại đây vài ngày và lo vài công chuyện.*

I planned to stay here for a few days and do some business = *tôi tính sẽ ở đây vài ngày và lo vài việc.*

Used to + V... = xưa thường...

Be (get) used to + V- ing (adj)...= quen...

That's where I used to live when I was a child = *đó là nơi tôi đã ở khi còn nhỏ.*

Life isn't so easy as it used to be = *đời sống nay không giản dị như xưa.*

There used to be a grocery store over there = *ở đằng kia xưa có một tiệm thực phẩm.*

You used to smoke a pipe, didn't you? = *có phải ngày trước anh hút píp phải không?*

He's quite used to hard work = *anh ta quen làm việc nặng nhọc.*

He's used to working hard = *anh ta quen làm việc chăm chỉ.*

I'm used to getting up early = *tôi quen dậy sớm.*

I'm not used to spicy foods = *tôi không quen ăn cay.*

You'll soon get used to it = *rồi anh sẽ quen với chuyện đó.*

Now employees have to get used to changing jobs and companies = *bây giờ nhân viên một sở phải quen với vấn đề đổi việc hay đổi sở.*

I used his cell phone because mine was dead = *tôi dùng điện thoại cầm tay của ông ta vì máy của tôi hết pin.*

Used cars = *xe cũ; User* /'ju:zə/ = *người sử dụng* (n)

User-friendly /'ju:zə, frendli/ = *dễ sử dụng* (adj)

This used car is still useable = *xe này cũ nhưng còn dùng được.*

There are more cell phone users in the United States than in any country = *có nhiều người dùng điện thoại cầm tay ở Mỹ hơn các xứ khác.*

Big computer companies try to make their equipment as user friendly as possible = *các công ty lớn chế tạo máy điện tử cố làm cho dụng cụ máy móc của họ càng dễ sử dụng càng tốt.*

- Dialog - Mr. Gomez welcomes Mr. Blake to Federal Motors - Good morning Mr. Blake. Welcome to Federal Motors. My name is Dave Gomez - Pleased to meet you, Mr. Gomez - Nice to meet you. Did you have a good trip to New York? - Yes, and I'm looking forward to staying here for a few days and doing some business - Great.

My name is Dave Gomez = I'm Dave Gomez.

Nice to meet you = It's a pleasure to meet you.

- Variations. Listen to these variations - Welcome to Federal Motors - I'd like to welcome you to Federal Motors - My name is Dave Gomez - I'm Dave Gomez - Pleased to meet you - I'm very pleased to meet you - Nice to meet you - It's a pleasure to meet you.

Mr. Blake, how did you feel when you found out that Mr. Chapman was out of town? = ông cảm thấy thế nào khi ông biết Ông Chapman đi vắng?

Well, naturally, I was a little disappointed at first = dĩ nhiên, thoạt tiên tôi hơi bất mãn một chút.

Disappointed = bất mãn, thất vọng, không hài lòng (adj); To disappoint /,disə'pɔɪnt/

I was looking forward to meeting Mr. Chapman = tôi mong được gặp ông Chapman.

But instead I had to talk to someone else = nhưng thay vì gặp ông ấy, tôi phải nói chuyện với người khác.

He seemed very nice, but I didn't know anything about his background = ông Gomez rất hoà nhã nhưng tôi không biết gì về quá trình của ông ấy.

Background = quá trình chuyên môn (n); Nervous /'nɜ:vəs/ = Uneasy = lo, bồn chồn (adj)

That made me a bit nervous = điều đó khiến tôi hơi áy náy

- Interview - Mr. Blake, how did you feel when you found out that Mr. Chapman was out of town? - Well, naturally, I was a little disappointed at first. I was looking forward to meeting Mr. Chapman. But instead I had to talk with someone else - Uh huh - He seemed very nice, but I didn't know anything about his background. That made me a bit nervous - I understand completely, Mr. Blake - Well, thank you for talking to us today - Sure. You're welcome - Let's take a short break.

- Questions. Listen to the question, then listen to the dialog - How long does Mr. Blake plan to stay in New York? - Did you have a good trip to New York? - Yes, and I'm looking forward to staying here for a few days and doing some business - Great - How long does Mr. Blake plan to stay in New York? - He plans to stay for a few days.

Unit 138

Embrace /im'breɪs/ = đón nhận (n, v); Embrace change = đón nhận thay đổi

What do Americans mean when they say "Embrace Change?" = người Mỹ ngụ ý gì khi họ nói "hãy đón nhận thay đổi?"

Job stability = sự vững chắc trong công việc

Stable /'steɪbəl/ = vững chắc (adj); Stability /stə'bɪləti/ = sự vững vàng (n)

This has become very common advice in American business = đây là lời khuyên rất thông thường trong thương trường Mỹ.

Long /lɒŋ/ = dài, xa, lâu (adj); Long = lâu, trong một thời gian (adv)

Length /leŋθ/ = bề dài, chiều dài (n); To lengthen /'leŋθən/ = làm dài, kéo dài ra

Recently = mới đây, gần đây (adv); Long-term = lâu dài, trường kỳ (adj)

Almost everyone in business today has to deal with change = hầu như ai trong thương trường ngày nay cũng phải đối phó với thay đổi.

In the traditional American company, a job was often long term = trong một công ty Hoa Kỳ ngày xưa, một công việc thường lâu dài.

In my grandfather's time, job stability was normal = thời ông nội tôi, công việc bền vững là chuyện thường.

Now employees have to get used to changing jobs and companies = bây giờ, nhân viên phải quen với thay đổi công việc và thay đổi công ty.

Even if you stay in the same job, the job requirements will change = dù bạn giữ nguyên một công việc, thì đòi hỏi của công việc cũng sẽ thay đổi.

Embrace an opportunity = đón nhận cơ hội

To embrace /im'breis/ = đón nhận, ôm

Embrace a person = ôm người nào tỏ lộ tình cảm.

Skill /skil/ = kỹ năng, kỹ xảo, sự khéo léo (n)

Skilled /skild/ = lành nghề, khéo léo, khôn khéo (adj)

If you don't keep your knowledge and skills up to date, you won't be able to do a good job = nếu bạn không cập nhật hiểu biết và kỹ năng của mình thì bạn không làm việc được hữu hiệu.

That's why it's important to read and study all the time = vì thế điều quan trọng là phải học hỏi liên tục.

Advice = lời khuyên (n); *To advise* = khuyên; *A piece of advice* = một lời khuyên

The doctor advised a complete rest = bác sĩ khuyên phải nghỉ hoàn toàn.

Please follow your doctor's advice = xin theo lời khuyên của bác sĩ.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, our e-mail question is "What do Americans mean when they say Embrace Change?" - To "embrace change" means to welcome change. This has become very common advice in American business - Why is that? - Well... Recently, there has been a lot of change in American business culture. Almost everyone in business today has to deal with change - What kind of change do you mean? - Well, for example, in the traditional American company, a job was often long term. For example, my grandfather worked for the same company for forty five years. And he did the same job for all of that time - That's very unusual! - Today, it's unusual. In his day, job stability was normal - Now employees have to get used to changing jobs and companies - Exactly. And even if you stay in the same job, the job requirements will change. If you don't keep your knowledge and skills up to date, you won't be able to do a good job. That's why it's important to read and study - Interesting, Gary. Thanks.

Constantly = *Continuously* = *All the time* = không đổi (adv)

To study and read constantly = lúc nào cũng phải học hỏi và đọc liên tục

- True or False - In companies today, there is more job stability than there was in the past - False. Now employees have to be prepared for changing jobs and companies - You have to keep your skills up to date in order to do a good job - True. That's why you have to study and read constantly.

Business card = danh thiếp; *Do you have an appointment?* = ông có hẹn trước không?

I just happened to be in town = tôi nhân tiện tới thành phố và tạt qua.

Could you let her know that I'm here? = bạn có thể cho bà ta biết tôi đến đây được không?

Trade /treid/ = thương mại (n, v); *Trading company* = công ty giao dịch thương mại

Actually = thực ra, đúng ra (adv); *Actually, I don't* = thực ra thì tôi không có hẹn trước.

Actually she knows me fairly well = thực ra thì bà ta cũng khá quen tôi.

Marla Fenster is the receptionist at Northstar Marketing = Marla Fenster làm tiếp viên điện thoại hãng tiếp thị Northstar.

She is talking to a man who walked into her office = cô ấy nói chuyện với một người bước vào văn phòng của cô.

- Business Dialog - Let's listen to today's Business Dialog. Marla Fenster is the receptionist at Northstar Marketing. She is talking to a man who walked into her office - May I help you? - Yes, my name is David Wan. I'm from the East West Trading Company. Here's my card - Uh huh. Thank you, Mr. Wan - I'd like to speak to Ms. Suzanne Martins - Do you have an appointment? - No, actually I don't. I just happened to be in town - Well, Ms. Martins is very busy today. I'm afraid that she won't have time to talk to you - Well, actually she knows me fairly well. Could you let her know I'm here? - If you'll take a seat, I'll see if I can contact her - Thank you.

- Focus on Functions: Talking with a receptionist. Listen and repeat - May I help you? - I'm from the East West Trading Company - I'd like to speak to Ms. Suzanne Martins - Do you have an appointment? - Ms. Martins is very busy today - I'm afraid that she won't have time to talk to you.

Typical conversations = đàm thoại tiêu biểu

My name is David Wan; I'm from the East West Trading Company.

Here's my card; I'd like to speak to Ms. Martins.

May I help you?; Do you have an appointment?; Ms. Martins is very busy today

I'm afraid that she won't have time to talk to you = tôi e rằng bà Martins không có thì giờ nói chuyện với ông.

I'm afraid... = tôi e rằng...; To make an appointment = xin hẹn gặp ai

To show up without an appointment = đến mà không có hẹn trước.

To refuse = từ chối; A request = lời thỉnh cầu; Difference = sự khác biệt (n)

I just happened to be in town = tôi nhân tiện đến thành phố nên ghé qua.

When you come to an office, be sure to introduce yourself, with your name and the name of your company = khi bạn tới một văn phòng, nhớ tự giới thiệu, cho biết tên mình và tên công ty mình làm.

And if you have an appointment, you should tell this to the receptionist = và nếu bạn có hẹn gặp ai thì nói mình có hẹn cho người tiếp viên biết.

I have an appointment with Mr. Chapman at ten thirty = tôi có hẹn gặp ông Chapman lúc 10 giờ rưỡi.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about typical conversations between receptionists and visitors to an office. In today's Business Dialog, Mr. Wan shows up without an appointment at Ms. Martins' office. First he introduces himself by name and company, using the expressions "My name is..." and "I'm..." - May I help you? - Yes, my name is David Wan. I'm from the East West Trading Company. Here's my card - When he asks to see Ms. Martins, the receptionist asks him if he has an appointment - I'd like to speak to Ms. Suzanne Martins - Do you have an appointment? - No, actually I don't. I just happened to be in town - Since he doesn't have an appointment, the receptionist politely refuses his request, using the expression "I'm afraid..." - Well, Ms. Martins is very busy today. I'm afraid that she won't have time to talk to you - This conversation is similar to Mr. Blake's conversation with the receptionist. The big difference is that Mr. Blake had an appointment. Let's listen to that conversation again: - Good morning, sir. Can I help you? - Yes. I have an appointment to see Mr. Chapman, Stewart Chapman, at ten thirty - Oh, Mr. Chapman. Can I have your name please? - Yes. The name is Blake, Charles Blake of International Robotics - All right, thank you. Just a moment please - When you come to an office, be sure to introduce yourself, with your name and the name of your company. And if you have an appointment, you should tell this to the receptionist. Thanks for joining us today for Gary's Tips. We'll see you again next time! - Thanks, Gary!
- Well, our time is up. Tune in again next time for Functioning in Business. See you then!

Unit 139

Shapes and locations = hình thể và vị trí

The sun is a circle = mặt trời là một vòng tròn.

Model /'mɒdəl/ = người mẫu (n); To be married to = lập gia đình với ai

Jenny Chen is married to Richard Chen = Jenny Chen lập gia đình với Richard Chen.

To Draw/Drew/Drawn = vẽ; To draw pictures = vẽ hình

Jason drew a tree and some flowers = Jason vẽ một cây và vài bông hoa.

A shape /ʃeɪp/ = hình; Some other shape = hình thể khác

A circle = hình tròn; Circular = hình tròn (adj)

A square /skweə/ = hình vuông (n, adj)

RECTangle /'rek,tæŋɡl/ = hình chữ nhật; RecTANGular /rek'tæŋɡjʊlə/ (adj)

TRIangle /'traɪæŋɡəl/ = hình tam giác; TriANGular /traɪ'æŋɡjʊlə/ (adj)

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "The Sun is a Circle".

- Hello, Max - Hi, Kathy. Who's our guest today? - Jenny Chen - Oh, yes. She's a model, and she's married to Richard Chen. They have a child, don't they? - Yes, a son. His name's Jason. Today we're going to talk about Jason - OK. I'm looking forward to it.

Jenny's son Jason likes to draw pictures = cậu con trai Jason của cô Jenny thích vẽ hình.

He drew a small circle for the nose, under the eyes = cậu bé vẽ một vòng tròn nhỏ làm cái mũi, bên dưới đôi mắt.

Clock = đồng hồ treo tường hoặc để bàn; Watch = đồng hồ đeo tay

Balloon = trái bóng bóng; A basketball = bóng rổ; To do together = cùng làm với nhau

The sun is a circle = mặt trời hình vòng tròn; A sunny day = một ngày có nắng.

- Interview - Our guest today is Jenny Chen. How are you today? - Fine - Jenny, tell us a little about your son - Jason....Well, he likes to draw pictures. It's something we like to do together. First I draw a circle, a square, or some other shape. And then Jason draws a picture with that shape - Can you give us an example? - Sure. Last night, I drew a circle on a piece of paper. And I asked Jason, "What is it?" - What did he say? - He said, "It's the sun" - Yes, the sun is a circle - And then he drew a tree and some flowers. And he made a picture of a sunny day. Our guest is Jenny Chen. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Jason and Jenny like to draw pictures together - Last night Jenny drew a circle on a piece of paper - Jason said, "It's the sun" - The sun is a circle.

Mouse/Mice = con chuột; A mouth = miệng; A cookie = cái bánh ngọt

He drew two circles next to each other inside the big circle = cậu bé vẽ hai vòng tròn sát cạnh nhau bên trong một vòng tròn lớn.

This morning he drew a picture of a mouse = sáng nay cháu nó vẽ hình một con chuột.

Next to each other = sát cạnh nhau, kế bên nhau; On each side of the head = mỗi bên đầu.

- Interview - Our guest today is Jenny Chen. We're talking about the pictures that her son Jason drew. Can Jason draw other pictures with circles? - Well, for example, this morning he drew a picture of a mouse - A mouse? - Yes. He drew a big circle for the head. Then he drew two circles next to each other inside the big circle - Those were the eyes? - That's right. Those were the eyes. Then he drew a small circle for the nose, under the eyes. Then he drew a mouth below the nose - And what about the ears? - He drew a circle on each side of the head. Those were the ears - You can make a lot of pictures with circles, can't you? - Yes. A circle can be a clock, or a balloon, or a basketball - Or a cookie. Mmm, I'm getting hungry. Our guest is Jenny Chen. We'll talk more after our break. This is New Dynamic English.

How did he draw the head? = cậu bé vẽ cái đầu thế nào?

- Listen and Repeat - Jason drew a picture of a mouse - How did he draw the head? - He drew a big circle - How did he draw the eyes? - He drew two circles next to each other - How did he draw the nose? - He drew a small circle under the eyes - How did he draw the mouth? - He drew a circle below the nose - How did he draw the ears? - He drew a circle on each side of the head.

He drew a big circle for the head = cậu bé vẽ một cái vòng lớn làm đầu con chuột.

He drew two circles next to each other for the eyes = cậu bé vẽ hai cái vòng cạnh nhau làm hai con mắt.

He drew a small circle under the eyes for the nose = cậu bé vẽ một vòng nhỏ dưới hai mắt làm cái mũi.

He drew a circle below the nose for the mouth = cậu bé vẽ một vòng nhỏ dưới mũi làm cái mồm.

He drew a circle on each side of the head for the ears = cậu bé vẽ mỗi bên đầu một vòng tròn làm hai cái tai.

A rectangle = hình chữ nhật; A roof /ru:f/ = mái nhà; Doorknob = nắm đấm cửa

Sometimes he draws a small circle for the doorknob = đôi khi cậu bé vẽ một vòng tròn nhỏ làm nắm đấm cửa.

- Interview - Our guest is Jenny Chen. She's talking about her son Jason. He likes to draw. What other things does Jason like to draw? - He likes to draw houses. First he draws a large square. That's the house. Then he draws a triangle on top of the house - The roof - Yes. Then he draws two squares for windows. And a rectangle for the door. Sometimes he draws a small circle... for the doorknob - Can I see some of his pictures? - OK. I'll bring them with me next time I come to your show - Thank you, Jenny, for being our guest today - Thank you - Let's take a short break. This is New Dynamic English.

First he draws a large square for the house = thoạt tiên cậu bé vẽ một hình vuông làm nhà.

Then he draws a triangle on top of the house for the roof = rồi cậu bé vẽ một hình tam giác phía trên nhà làm mái nhà.

Then he draws two squares for windows = rồi cậu bé vẽ hai hình vuông làm cửa sổ.

And a rectangle for the door = rồi cậu bé vẽ một hình chữ nhật làm cửa ra vào.

Doorknob = quả đấm cửa; What shape is... = hình gì?

What shape is the house? = căn nhà hình gì?; The house is a square = căn nhà hình vuông.

- Listen and Answer - What shape is the house? - It's a square - What shape is the roof of the house? - It's a triangle - What shape is the sun? - It's a circle.

Unit 140

I have to wash my hair = tôi phải gội đầu.

I have to give my dog a bath = tôi phải tắm cho chó của tôi.

That's okay, it's no problem = không sao.

- Daily Dialogue: Making a Date, part 2. Listen to the conversation - Hello? - Hi, Stephanie. This is Freddy - Oh... hi... Freddy - Would you like to go to a movie tonight? - Oh, Freddy, I'm sorry, but I can't - Why not? - I have to wash my hair - That's okay. I'll wait - No, really, I can't. I have to give my dog a bath - No problem. I'll help you.

Feng Shui = phong thủy (n); This mirror is not for sale = gương này không bán

Kent talks to a woman carrying a mirror = Kent nói với một người đàn bà đang cầm một tấm gương.

Feng Shui is the Chinese art of putting things in the best places in your house = phong Thủy là nghệ thuật bày biện xếp đặt đồ vật vào vị trí tốt nhất trong nhà.

Mirror /'mirə/ = cái gương; Candle = cây nến (n)

A living room = phòng khách; A bedroom = phòng ngủ

I read a book about Feng Shui = tôi đọc một cuốn sách về phong thủy.

It can bring you happiness, health and love = thuật này có thể đem lại hạnh phúc, sức khỏe và tình yêu.

- Man on the Street - This is the New Dynamic English Man on the Street, Kent Moss. With me is Betty Li. Betty, may I ask why you're carrying that mirror? - I'm going to put it in my living room - So your guests can look at their hair? - No! I'm putting it in my living room to bring me money - How can a mirror bring you money? - I read a book about Feng Shui - Feng Shui? - Yes, Feng Shui is the Chinese art of putting things in the best places in your house - Hmmm! I see you're also carrying two red candles - I'm going to put them in my bedroom - To bring you money? - No! To bring me love! - Love! Feng Shui can bring love? - Certainly! It can bring you happiness, health, money and love! - Wow! Can I buy that mirror? - I'm sorry. It's not for sale. - A Question for You. Listen for the bell, then say your answer - What kind of pictures do you like to draw? - OK!

To recycle /ri:'saikəl/ = tái chế; Recycling (n); Recycle newspapers = tái chế giấy báo

Recycling aluminum cans = tái chế lon (hộp) bằng nhôm

Recycling paper = tái chế giấy vứt đi; *Stuff* /stʌf/ = *Things* = *Goods* = đồ, vật dụng (n)

I have so much stuff to throw away in my office = tôi có rất nhiều đồ vứt đi từ văn phòng tôi.

Most of this paper is from the computer printer = phần lớn giấy này từ máy in của máy vi tính.

The other sides are blank = mặt kia còn trắng; *Lobby* = phòng khách đợi ở dưới nhà (n)

Lobbyist = người vận động; *To waste* = lãng phí; *To get rid of* = bỏ đi

We want to get rid of this extra paper = chúng ta muốn bỏ chỗ giấy dư này đi

Put them in the recycling bin = hãy bỏ vào sọt rác để tái chế; *Hallway* = hành lang

Newspapers go into the blue bin = báo cũ bỏ vào sọt màu xanh.

They will be picked up for recycling = chúng sẽ được mang đi để tái chế.

I have to clean up my office = tôi phải dọn sạch văn phòng của tôi.

Blank /blæŋk/ = để trắng, trống (adj); *Blank* = chỗ trống, khoảng trống (n)

A blank sheet of paper = tờ giấy trắng, chưa viết gì lên.

A blank tape = cuộn băng chưa thâu; *A blank look* = vẻ nhìn lãnh đạm

A blank check = ngân phiếu ký sẵn nhưng chưa ghi tên người và số tiền trả

A blank check = *Carte blanche* = toàn quyền hành động [nghĩa bóng]

His memory is completely blank = anh ta hoàn toàn không nhớ gì.

To fire-point blank = bắn thẳng; *A blank mind* = đầu óc trống rỗng

Fill in the blanks with appropriate words = điền vào chỗ trống bằng chữ hợp nghĩa.

This page is intentionally left blank = trang này chủ ý để trống.

They just set up the recycling bin = họ vừa mới để chiếc sọt rác đựng đồ tái chế.

To bundle /'bʌndl/ = cuộn, bó; *You guys* = mấy bồ, mấy bạn

To toss /tɒs/ = *To throw* /θrou/ = *To pitch* /pitʃ/ = ném

- OK... and we're off the air. Good show - Well, here you go, Max - What's that box for? - It's for all this extra paper. We can use most of this stuff again. You're right. Most of this paper is from the computer printer. The other sides are blank - I got this box in the lobby. They think we waste too much paper - What are you guys doing? - We want to get rid of this extra paper. What should we do with these old newspapers? - Oh, put them in the recycling bin - Where's that? - It's right here in the hallway. It's new. They just set it up. Newspapers go in the blue bin. Then, once a week, they will be picked up for recycling - Now I'll have to clean up my office! - OK. Quiet, please, everyone. Ready for Functioning in Business.

This program focuses on Apologizing = phần này chú trọng vào những cách xin lỗi.

Mr. Blake expected to meet Mr. Chapman = ông Blake mong đợi là sẽ gặp ông Chapman.

Mr. Chapman was out of town on a personal matter = ông Chapman đi vắng khỏi tỉnh vì chuyện riêng.

I remember being a bit nervous = tôi nhớ lại là lúc đó tôi hơi bồn chồn, áy náy.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "A New Customer, Part 5". This program focuses on Apologizing.

- Interview - Today, we are talking to Mr. David Gomez from his office in New York. Hello, Mr. Gomez - Hello - Today we are listening to your first conversation with Mr. Charles Blake. If you remember, Mr. Blake expected to meet Mr. Chapman - Yes, Stewart was out of town on a personal matter. And he asked me to meet Mr. Blake. I remember being a bit nervous - Let's listen to part of that conversation.

Apology/Apologies = lời xin lỗi (n)

To apologize /ə'pɒlədʒaɪz/ = xin lỗi

To apologize to someone for sth = xin lỗi ai vì chuyện gì; *Reception area* = khu tiếp khách

Mr. Gomez apologized to Mr. Blake for Mr. Chapman's absence = ông Gomez xin lỗi ông Blake vì ông Chapman vắng mặt.

Mr. Chapman asked me to apologize to you = ông Chapman nhờ tôi xin lỗi ông.

Please accept my apologies for being late = xin nhận lời xin lỗi của tôi vì tới trễ.

To assure /ə'sʊə/ = bảo đảm, cam kết, đoan chắc; Assurance /ə'sʊərəns/ (n)

And he does assure me he is looking forward to meeting with you as soon as he gets back = và ông ấy đoan chắc với tôi là ông sẽ mong gặp ông ngay sau khi ông ta về.

In the meantime = trong lúc này, trong khi chờ đợi; Products = các sản phẩm (n)

It's no problem = That's all right = không sao; Familiar /fə'miljə/ = quen thuộc (adj)

And I understand about Mr. Chapman's absence = tôi thông cảm sự vắng mặt của ông Chapman.

He was called out of town on a personal matter very suddenly = ông phải đi vắng khỏi tỉnh vì chuyện riêng đột ngột.

- Dialog - Mr. Gomez apologizes for Mr. Chapman's absence - Did you have a good trip to New York? - Yes, and I'm looking forward to staying here for a few days and doing some business - Great. Uh, Mr. Chapman asked me to apologize to you. He was called out of town on a personal matter very suddenly. And he does assure me he is looking forward to meeting with you as soon as he gets back - Uh huh - In the meantime, I'm quite familiar with International Robotics and your products.....and so I'd like to work with you, if that would be all right - Okay, sure. And I understand about Mr. Chapman's absence. It's no problem.

He returned my greeting with a blank look = ông ta nhìn tôi bằng một vẻ lãnh đạm.

An expressionless look = vẻ mặt không biến đổi

Before entering the examination room, I was a bit nervous = trước khi vào phòng thi, tôi hơi bồn chồn lo lắng.

Don't throw these sheets of paper away, since they can be recycled = đừng vứt những tờ giấy này đi vì còn tái dụng.

Put these papers in the recycling bin = hãy bỏ những tờ báo cũ này vào sọt đồ tái dụng.

Toss these papers in the recycling bin.

I apologize to you for my impolite words = tôi xin lỗi vì đã nói những lời thất lễ với cô.

Will you accept my apologies? = xin cô nhận lời xin lỗi của tôi chứ?

Unit 141

I'd like to work with you, if that would be all right = I'd like to work with you, if you don't mind = tôi muốn làm việc cùng ông, nếu như ông thấy không có gì trở ngại

Mr. Chapman asked me to apologize to you = Mr. Chapman sends his apologies = ông Chapman nhờ tôi xin lỗi ông.

- Variations. Listen to these variations - Mr. Chapman asked me to apologize to you - Mr. Chapman sends his apologies - He was called out of town - He had to go out of town - I'd like to work with you, if that would be all right - I'd like to work with you, if you don't mind - It's no problem - It's quite all right.

A bit nervous = hơi bồn chồn, lo lắng

I only got Stewart's message around ten o'clock and Mr. Blake's appointment was for ten thirty = tôi chỉ nhận được lời nhắn của Stewart khoảng mười giờ mà giờ hẹn gặp ông Blake là mười rưỡi.

Review /ri'vju:/ = xem lại (n, v); Note /nout/ = ghi chú (n, v); Familiar = quen thuộc (adj)

I quickly reviewed my notes about International Robotics = tôi vội xem lại những điều tôi ghi chú về hãng chế tạo người máy tự động International Robotics.

Luckily I was very familiar with their technology already = may mắn là tôi đã rất quen với kỹ thuật của hãng này.

Pricing /'praɪsɪŋ/ = giá cả (n); Pricing information = tin tức về giá cả

He mainly wanted me to get more detailed pricing information about the newest robots = ông ấy chủ chốt là muốn tôi cho biết chi tiết về giá người máy điện tử mới nhất.

Mainly = chủ yếu, chính, đại để (adv); Main /mein/ = chính (adj)

Detailed = chi tiết, tỉ mỉ (adj); *Detail* = chi tiết (n)

- Interview - Mr. Gomez, you said that you felt a bit nervous about meeting Mr. Blake - Yes, I only got Stewart's message around ten o'clock and Mr. Blake's appointment was for ten thirty. I quickly reviewed my notes about International Robotics. Luckily I was very familiar with their technology already - What did Mr. Chapman ask you to do? - He mainly wanted me to get more detailed pricing information about the newest robots - Mr. Gomez, thank you for talking to me today - It was a pleasure - Let's take a short break.

- Questions. Listen to the question, then listen to the dialog - Why isn't Mr. Chapman available to meet with Mr. Blake? - Uh, Mr. Chapman asked me to apologize to you. He was called out of town on a personal matter very suddenly - Why isn't Mr. Chapman available to meet with Mr. Blake? - He had to go out of town, on a personal matter - Does Mr. Blake accept Mr. Chapman's apology? - In the meantime, I'm quite familiar with International Robotics and your products....and so I'd like to work with you, if that would be all right? - Okay, sure. And I understand about Mr. Chapman's absence. It's no problem - Does Mr. Blake accept Mr. Chapman's apology? - Mr. Blake accepts the apology by saying that he understands and that it is not a problem.

I'm sorry = tôi xin lỗi, tôi ân hận vì đã làm lỗi

An apology = lời xin lỗi; *Sympathy* = lời cảm thông hay an ủi

I'm sorry for being late = tôi xin lỗi đã tới trễ.

I disagree with you = *That's not a good idea* = *I'm sorry, but I don't think that's a good idea* = xin lỗi, nhưng tôi nghĩ đó không phải là một ý kiến hay.

I'm sorry to hear that you've lost your job = tôi buồn nghe tin bạn mất việc.

To run out of = hết; *We're running out of time* = chúng ta sắp hết giờ.

My car is running out of gas = xe tôi sắp hết xăng; *Hire* /'haɪə/ = mướn (n, v)

We should hire more engineers = chúng ta nên mướn thêm kỹ sư.

Thank you for your valuable information = cảm ơn ông đã cho biết những tin rất quan trọng.

Step on your foot = giẫm vào chân; *Valuable* = quý giá, rất hữu ích (adj)

A valuable diamond = viên kim cương quý giá; *Valuable information* = thông tin hữu ích

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, our e-mail question is "What does the expression "I'm sorry" really mean?". "Americans seem to use it so many different ways" - It's true that "I'm sorry" has different meanings. Sometimes it's really an apology. For example, if I step on your foot, I'll say, "Oh, I'm sorry". In that case, you've made a mistake and are apologizing - What else can it mean? - Well, it's used very often for a polite disagreement. Someone says, for example, "I think that we should hire more engineers". You can say, "I'm sorry, but I don't think that's a good idea". "I'm sorry, but...." is very common in business - What about, "I'm sorry that you're sick" - That's a good example of using "I'm sorry" for expressing sympathy - So it's hard to know if "I'm sorry" is an apology, or some other language function - Yes, you're right, and I'm sorry that there are so many meanings - And I'm sorry that we've run out of time. Thanks for your valuable information - It was my pleasure.

- True or False - Americans use "I'm sorry" to mean many things - True. It is not always used to apologize - "I'm sorry" can be used to express sympathy - True. For example, "I'm sorry that you lost your job" or "I'm sorry that you've been sick".

Unit 142

Nathan Garcia of Smith Medical Supplies, Inc., comes to work late = Nathan Garcia thuộc hãng cung cấp dụng cụ y khoa Smith Medical Supplies, Inc. [Incorporated] đến sở trễ.

My train broke down in Oakland = xe điện ngầm tôi đi bị hư ở Oakland

Tunnel /'tʌnəl/ = đường hầm (n); *Everything is under control* = mọi chuyện đều yên rồi.

I apologize for not calling, but my cell phone didn't work in the tunnel = tôi xin lỗi vì đã không gọi điện thoại báo tin sẽ tới trễ vì máy điện thoại di động của tôi không nói được trong đường hầm.

Come to work late = đến sở trễ; *To break down* = bị hư

My car broke down = xe hơi của tôi bị hư; *I need a tow truck* = tôi cần một xe cẩu.

We were stuck in a tunnel for forty five minutes = chúng tôi kẹt ở đường hầm trong 45 phút.

To Stick/Stuck/Stuck = dính vào; *To stick a stamp on the envelope* = dán tem lên bì thư

To stick to the subject = đừng nói ra ngoài đề tài; *To stick to the rules* = theo đúng luật

Don't go away, please stick around = đừng đi, hãy nán lại.

Hardly /'hɑ:dli/ = *Rarely* = *Scarcely* = *Not quite* = *Not at all* = hiếm khi (adv)

You're hardly ever late = ít khi anh tới trễ.

Harry is with Ms. Daniels explaining your proposal = anh Harry đang cùng cô Daniels giải thích về đề nghị của anh.

You can take over as soon as you are ready = lúc nào anh sẵn sàng thì anh tiếp tục [trình bày đề nghị của anh]

To take over = tiếp nhận công việc người khác đang làm; *Out of control* = trục trặc

Everything is under control = mọi chuyện được giải quyết tốt đẹp, mọi chuyện yên rồi.

It'll take me just a couple of minutes = tôi chỉ mất vài phút là sẵn sàng.

- Business Dialog - Let's listen to today's Business Dialog. Nathan Garcia of Smith Medical Supplies, comes to work late. He meets his boss, Helen McClure, as he comes in - Helen, I'm really sorry that I'm so late. My train broke down in Oakland - That's OK. It's not a problem - We were stuck in a tunnel for forty five minutes! - Oh, that's terrible! - Umm.... I apologize for not calling. But my cell phone didn't work in the tunnel - Nathan, it's perfectly all right. You're hardly ever late. Harry is with Ms. Daniels explaining your proposal. You can take over as soon as you are ready - It'll just take me a couple of minutes - Well, don't hurry. Everything is under control.

To perfect /pə'fekt/ = làm cho hoàn thiện, thành thạo

Perfect = hoàn toàn, đầy đủ, tốt nhất, hoàn thành (adj)

That's OK = *It's not a problem* = *No problem* = *It's perfectly all right* = không sao.

- Focus on Functions: Apologizing. Listen and repeat - I'm really sorry that I'm so late - That's OK - It's not a problem - I apologize for not calling - It's perfectly all right.

Gary Engleton will be talking about how to apologize and how to respond to an apology = Gary Engleton chỉ cho ta cách xin lỗi và cách đáp lại khi có ai xin lỗi mình.

To assure = bảo đảm, đoan chắc; *To reassure* = làm ai yên lòng

He does assure me that he's going to meet with you as soon as he gets back = ông đoan chắc với tôi là ông ấy sẽ gặp ông ngay sau khi ông ấy trở về.

I assure you that I will be there = tôi bảo đảm với anh là tôi sẽ đến đó.

Rest assured that we will help you = xin bạn vững tin là chúng tôi sẽ giúp bạn.

Helen reassures Nathan that everything is under control = Helen làm Nathan yên lòng là mọi việc đều yên cả.

She felt reassured after the police told her that her children were safe = bà ta cảm thấy yên lòng khi cảnh sát cho bà biết các con bà bình yên.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about how to apologize and how to respond to an apology. Today's Business Dialog begins with Nathan apologizing, using the expression "I'm sorry". Notice that he explains the reason why he is late - Helen, I'm really sorry that I'm so late. My train broke down in Oakland - That's OK. It's not a problem - When you apologize, it is always important to give a reason. Nathan also apologizes for not calling Helen and he explains why he didn't call. This time he uses the expression "I apologize..." - Umm.... I apologize for not calling. But my cell phone didn't work in the tunnel - Nathan, it's perfectly all right. You're hardly ever late - In both of these

cases, Helen accepts Nathan's apology and tries to make him feel better. She uses the expressions "That's OK," and "It's perfectly all right" to reassure Nathan.

To be upset = bực mình; In contrast = ngược lại, trái lại

Mr. Chapman asked me to apologize to you = ông Chapman yêu cầu tôi xin lỗi ông.

He was called out of town on a personal matter very suddenly = ông ta có chuyện riêng đột ngột phải đi khỏi tỉnh.

And he does assure me he is looking forward to meeting with you as soon as he gets back = và ông ấy cam kết với tôi ông ấy mong gặp ông ngay khi ông trở về.

Uh huh /ʌ'hʌ/ = Yes /jes/ [thân mật nhưng không lịch sự] (interj)

In the meantime, I'm quite familiar with International Robotics and your products and so I'd like to work with you, if that would be all right.

- In contrast, Mr. Blake is upset that Mr. Chapman is not there to meet with him. So when Mr. Gomez offers an apology, at first Mr. Blake only says "Uh huh". Let's listen - Uh, Mr. Chapman asked me to apologize to you. He was called out of town on a personal matter very suddenly. And he does assure me he is looking forward to meeting with you as soon as he gets back - Uh huh - This is not the most polite way to respond to this situation. Mr. Blake shows that he is not happy with the situation. But later Mr. Blake does accept the apology, saying "It's no problem" - In the meantime, I'm quite familiar with International Robotics and your products....and so I'd like to work with you, if that would be all right - Okay, sure. And I understand about Mr. Chapman's absence. It's no problem - I hope today's tips were helpful! - Thanks, Gary!

Unit 143

I ride my bike to work = tôi lái xe đạp đi làm.

Cities and transportation = thành phố và giao thông

Count nouns: cars, bicycles; Noncount nouns: water, pollution

Mike Johnson works for a bank = Mike Johnson làm ở ngân hàng.

To Ride/Rode/Ridden = đi (xe), cưỡi; To ride a bike = lái xe đạp

I ride my bike to work everyday = tôi lái xe đạp đi làm hàng ngày.

To ride a horse = cưỡi ngựa

I rode my bike to work last week = tuần trước tôi lái xe đạp đi làm.

I've ridden my bike to work all summer = suốt mùa hè này tôi lái xe đạp đi làm.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "I ride my bike to work".

- Hello, Max - Hi, Kathy. Who's our guest today? - Mike Johnson. He works for a bank. It's his first time on our show. I'm looking forward to meeting him.

He rides his bike to work = anh ta đạp xe đạp đi làm.

A bike (bicycle) = xe đạp; To bike /baik/ = lái xe đạp

Bicycling/Biking = lái xe đạp; Exercise = luyện tập; An accountant = nhân viên kế toán

Loan /loun/ = đi mượn, cho vay (n); To Lend/Lent/Lent = cho vay, cho mượn

Loans department = phân vụ trong ngân hàng lo việc cho vay tiền.

May I have the loan of your sewing machine? = xin bạn cho tôi mượn cái máy may của bạn.

I need to apply for a loan from the bank = tôi cần vay tiền ở nhà băng.

This book is on loan from the library = quyển sách này mượn ở thư viện.

A loaner = xe hơi của hãng sửa xe cho mượn trong khi xe của mình đang chờ sửa.

To borrow = vay, mượn (from someone); Environment = môi sinh (n)

You can borrow these novels from the library = bạn có thể mượn những cuốn tiểu thuyết này ở thư viện.

Biking is great exercise = đi xe đạp là một cách luyện tập rất tốt.

It's much better for the environment = đi xe đạp còn có lợi cho môi sinh.

It's much cheaper than driving a car = đi xe đạp đỡ tốn hơn xe hơi nhiều.

And it's faster than taking the bus = và xe đạp còn nhanh hơn đi xe buýt

Downtown = trung tâm kinh doanh buôn bán trong thành phố (n)

Biking is much cheaper than driving a car = đi xe đạp rẻ hơn xe hơi.

Cheap = rẻ → *Cheaper* = rẻ hơn; *Pretty* = đẹp → *Prettier than* = đẹp hơn

Noble = cao thượng → *Nobler than* = cao thượng hơn; *Big* = lớn → *Bigger than* = lớn hơn

Expensive = đắt → *More expensive than* = đắt hơn

Beautiful = đẹp → *More beautiful than* = đẹp hơn

So sánh hơn:

– Những tính từ ngắn có: một hay hai vần (*short, cheap, small, safe, big...*) thêm **ER** (nhưng nếu tính từ ngắn đã tận cùng bằng “e” thì chỉ thêm “r”) vào cuối chữ + **THAN**. nếu tính từ tận cùng bằng một phụ âm (consonant) và trước đó chỉ có một nguyên âm (vowel) thì gấp đôi phụ âm trước khi thêm **ER**: đổi y thành i trước khi thêm **ER**

– Những tính từ dài có trên hai vần (*beautiful, expensive...*) khi sang thể so sánh hơn, thì dùng **MORE + Adj + THAN**.

– Ngoại lệ:

Good = tốt → *Better* = tốt hơn; *Bad* = xấu, tệ, dở → *Worse* = tệ hơn

Little = ít → *Less* = ít hơn; *Far* = xa → *Farther* = xa hơn

- Interview - Now it's time for today's interview. Our guest today is Mike Johnson. Hello, Mike. Welcome to New Dynamic English - Hello, Kathy. Thanks for inviting me - Can you tell us a little about yourself? - Well, I'm twenty three years old... and I live in San Francisco. I work for Stagecoach Bank in downtown San Francisco. I'm an accountant. I work in the loans department - Do you live near your office? - No, I live about five miles away, on the other side of San Francisco - How do you get to work? Do you drive? - No, I don't. I don't have a car. I ride my bike to work - Really? - Yes, it's much cheaper than driving a car. And it's faster than taking the bus. It's great exercise, too. And it's much better for the environment! - Our guest is Mike Johnson. We'll talk more after our break. This is New Dynamic English.

Riding a bike is cheaper than driving a car = lái xe đạp thì rẻ hơn lái xe hơi

It's better for the environment = lái xe đạp tốt hơn cho môi sinh.

- Listen and Repeat - Mike rides his bike to work - It's cheaper than driving a car - It's faster than taking the bus - It's much better for the environment.

Mike thinks that more people should ride bikes = Mike nghĩ nhiều người hơn nên lái xe đạp.

A parking space = chỗ đậu xe hơi; *To own* = làm chủ, sở hữu

Do you think more people should ride their bikes to work? = bạn có nghĩ là nhiều người hơn nên lái xe đạp đi làm không?

If more people rode bikes, there would be fewer cars on the roads = nếu như có nhiều người đi xe đạp hơn thì sẽ có ít xe hơi hơn trên đường lộ.

WOULD dùng ở mệnh đề chính của một câu chỉ điều kiện giả thiết (conditional), chỉ một giả thiết, một ước muốn chưa có thật ở hiện tại. Câu này gồm hai phần, phần mệnh đề phụ theo sau *if* (mệnh đề phụ *if*) động từ ở hình thức giống như quá khứ đơn *simple past*, đúng ra là *subjunctive* nhưng nếu là động từ “be” thì dùng “were” cho mọi ngôi. mệnh đề chính **WOULD** cho tất cả các ngôi.

Dùng “fewer” trước **count nouns** “less” trước **noncount nouns**: *fewer cars; less pollution*

- Interview - Our guest today is Mike Johnson. Mike works for a bank in San Francisco. You said you ride your bike to work. Do you think more people should ride their bikes to work? - Yes, I do. I think more people should ride bikes - Why? - For one thing, it would help the environment. Cars are the major cause of air pollution in San Francisco. If more people rode bikes, there would be fewer cars on the road. There would be less air pollution. And riding a bike is a great way to

save money. It's very expensive to own and drive a car. And if you ride a bike, you don't have to pay for parking. And parking is very expensive in San Francisco - If you can find a parking space! - That's right! - Our guest is Mike Johnson. We'll talk more after our break. This is New Dynamic English.

Few = ít [dùng trước một count noun]

Few cars = ít xe hơi; Fewer cars on the road = ít xe hơi hơn trên đường lộ

Little (Less) = ít (ít hơn) [dùng trước một noncount noun]

Less air pollution = ít ô nhiễm không khí hơn

- Listen and Repeat - fewer cars on the road - There would be fewer cars on the road - If more people rode bikes, there would be fewer cars on the road - Less air pollution - There would be less air pollution - If more people rode bikes, there would be less air pollution.

Isn't it dangerous to ride your bike on city streets? = lái xe đạp trên đường phố ở thành phố không nguy hiểm sao?

Mike thinks the city government should do more to help bike riders = anh Mike nghĩ là nhà cầm quyền thành phố phải làm nhiều hơn để giúp người lái xe đạp.

Lane = đường nhỏ

Last year they made bike lanes along some of the major streets = năm ngoái họ xây nhiều đường nhỏ dành cho người lái xe đạp dọc theo những phố chính.

There's a lot of traffic = có nhiều xe cộ

Many = nhiều [dùng trước một count noun]

Many cars; Many bicycles; Many streets

Much = nhiều [dùng trước một noncount noun]

Much air pollution; Much traffic; Much money; Much time

"A lot of" hay "lots of" trước count nouns hay noncount nouns

A lot of cars; A lot of pollution; A lot of money; A lot of traffic.

- E-mail - Now let's check our e mail. We have an e mail from Christie in Los Angeles. Her question is: "Is it safe to ride your bike on the streets of San Francisco?" - Well, that's a difficult question. There's a lot of traffic, and sometimes there are accidents - Is the city government doing anything for bike riders... to make bike riding safer? - Well, last year they made bike lanes along some of the major streets. But I think they should do more. They should stop all automobile traffic on some streets. Some streets should be for bicycles only. Then it would be much safer to ride bikes - Thank you, Mike, for being our guest today - Thank you - Let's take a short break - This is New Dynamic English.

Unit 144

Is it safe to ride your bike on the streets of San Francisco? = Lái xe đạp có an toàn trên đường phố San Francisco không?

Is the city government doing anything to make bike riding safer? = nhà cầm quyền thành phố có làm gì cho việc lái xe đạp được an toàn hơn không?

Last year they made bike lanes along some of the major streets = năm ngoái nhà cầm quyền thành phố làm những con đường nhỏ dành riêng cho xe đạp dọc theo vài đường phố chính.

If more people rode bikes, there would be fewer cars on the road = nếu như có nhiều người dùng xe đạp hơn thì sẽ có ít xe hơi hơn trên đường phố.

If more people rode bikes, there would be less air pollution = nếu như có nhiều người dùng xe đạp hơn thì sẽ có ít ô nhiễm không khí hơn.

If there were fewer cars on the road, there would be fewer car accidents = ví thử như nếu có ít xe hơi hơn trên đường phố thì sẽ có ít tai nạn xe hơi hơn.

- Listen and Answer. Listen for the bell, then say your answer - If more people rode bikes, would there be more air pollution? - No, there wouldn't - There would be less air pollution because there

would be fewer cars - If there were fewer cars on the road, would there be more accidents? - No, there would be fewer accidents if there were fewer cars - If some streets were for bicycles only, would it be safer to ride a bike? - Yes, it would. It would be much safer.

Stephanie has to do her English homework = Stephanie phải làm bài tập Anh văn.

- Daily Dialogue: Making a Date, part 3. Listen to the conversation - Hello? - Hi, Stephanie. This is Freddy - Oh... hi... Freddy - Would you like to go to a movie tonight? - Oh, Freddy, I'm sorry, but I can't - Why not? - I have to wash my hair - That's okay. I'll wait - No, really, I can't. I have to give my dog a bath - No problem. I'll help you - I just can't, Freddy. I have to do my English homework - I'll do it for you! - Really? - OK. I'll see you at six!

A flag = cờ; To describe = mô tả; Star = ngôi sao (n)

Rectangle = hình chữ nhật; Circle = một vòng; Red = đỏ

Green = xanh lá cây; Blue = xanh da trời; White = trắng

Yellow = vàng; Orange = cam; In the center = ở giữa

Whose flag is it? = đó là cờ của xứ nào?; On the right = bên phải; On the left = bên trái

I'll describe a flag to you, and you tell me the name of the country = tôi sẽ mô tả một lá cờ cho bạn, và bạn sẽ cho tôi biết đó là cờ xứ nào.

- Question of the Week! - Once again it's time for Question of the Week. Today our question is "Whose flag is it?" I'll describe a flag to you, and you tell me the name of the country - Which flag is red... with five yellow stars? Which flag is red with five yellow stars? Question number two: Which flag has a green rectangle on the left...a white rectangle in the center...and a red rectangle on the right? Which flag has a green rectangle on the left, a white rectangle in the center, and a red rectangle on the right? Question number three: Which flag is blue... with a circle of little yellow stars... in the center? Which flag is blue with a circle of little yellow stars in the center? Listen to our next show for the answers to these questions.

Larry thinks he will go shopping for a new computer = Larry dự tính đi lựa mua một máy vi tính mới.

Our computer at home can't run the newest programs = cái máy vi tính của chúng tôi ở nhà không chạy được những thảo trình mới nhất.

Computers are not very expensive those days = dạo này máy vi tính không quá mắc nữa.

Do you remember how expensive they were just a few years ago = cách đây chỉ vài năm, bạn còn nhớ máy vi tính đắt thế nào không?

Run = chạy (n, v); Few = ít; A few = vài; To come down = hạ

The prices have really come down = giá thực sự đã hạ; Finance = tài chính

Do our family finances = tính sổ sách chi tiêu trong gia đình chúng tôi.

It makes things a little easier when it is time to pay taxes = máy vi tính giúp cho việc tính sổ dễ dàng hơn khi tới lúc phải trả thuế.

Pay taxes = trả thuế; Taxpayers = những người đóng thuế

Play computer games = chơi các trò chơi điện tử

Give something a try = thử xem; A fun game = trò chơi thích thú

Try to see if something is good or not = thử xem có tốt không

- OK... and we're off the air - What are you doing this weekend, Larry? - Well, I think I'll go shopping for a new computer - Really? - Yes, our computer at home can't run the newest programs. It's very slow - Computers are not very expensive these days - Yeah. I can't believe how cheap they are now. Do you remember how expensive they were just a few years ago? - Yes, the prices have really come down - What will you use it for, Larry? - Well, mostly for e mail. Also, I want to use it to do our family finances - My wife and I do that. It makes things a little easier when it is time to pay taxes. And my son loves to play computer games - Actually, I was thinking I might give some of these computer games a try. "Computer Soldier" looks like a fun game - That's a great game! I play.... I mean, my son plays it all the time - Oh, you guys! - Oh, hi, Elizabeth. I guess we'd better get started - Quiet, please. Ready for Functioning in Business.

Oh, you guys! = ô mấy ông cũng mê chơi trò chơi trên máy vi tính như trẻ con

At first I was a little upset = lúc đầu, tôi hơi bất mãn.

But then Mr. Gomez reassured me = nhưng rồi ông Gomez làm tôi yên lòng.

He assured me that he was familiar with my company products = ông ta đoán chắc với tôi là ông hiểu rõ sản phẩm của hãng tôi.

To reassure = làm yên lòng; *To assure* = bảo đảm, đoán chắc

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "A New Customer, part 6". This program focuses on Asking a Favor.

- Interview - Today, we are talking to Mr. Charles Blake from his office in Beijing - Hello Mr. Blake - Hello - Today we're listening to the end of your first conversation with Mr. Gomez at Federal Motors. You expected to meet Mr. Stewart Chapman - Yes, Mr. Chapman was called out of town suddenly on a personal matter. At first I was a little upset. But then Mr. Gomez reassured me - OK. Let's listen to that part of the conversation.

You must be tired from your trip = chắc ông mệt sau cuộc hành trình.

Why don't we go into the office and sit down and relax for a few minutes...? = nào chúng ta hãy vào văn phòng ngồi nghỉ ngơi vài phút cho thoải mái.

And we can get coffee or tea if you'd like = và chúng ta sẽ uống cà phê hay trà nếu ông thích.

- Dialog - In the meantime, I'm quite familiar with International Robotics and your products.....and so I'd like to work with you, if that would be all right - Okay, sure. And I understand about Mr. Chapman's absence. It's no problem - Great. Uh, you must be tired from your trip. Why don't we go into the office and sit down and relax for a few minutes. And we can get some coffee or tea if you'd like - Okay, that sounds great - Great.

Unit 145

Mr. Gomez tried to make Mr. Blake feel more comfortable = ông Gomez cố làm cho ông Blake cảm thấy dễ chịu.

He assured Mr. Blake that he knows Mr. Blake's company and its products = ông đoán chắc với ông Blake là Ông biết rõ hãng ông Blake và sản phẩm của hãng ông.

In the meantime, I'm quite familiar with International Robotics and your products, and so I would like to work with you, if that would be all right? = trong khi chờ ông Chapman về, tôi rất quen thuộc với hãng chế tạo người máy International Robotics và sản phẩm của ông, và như vậy tôi muốn làm việc cùng ông, nếu ông không thấy có gì trở ngại

You must be tired from your trip = chắc ông mệt sau cuộc du hành.

Why don't we go into the office and sit down and relax for a few minutes? And we can get some coffee or tea, if you'd like = nào chúng ta hãy vào văn phòng nghỉ vài phút cho thoải mái, và uống cà phê hay trà, nếu ông thích.

To relax /ri'læks/ = nghỉ ngơi cho thư giãn

Let's stop work and relax for fifteen minutes = hãy ngưng làm việc và nghỉ 15 phút cho thoải mái.

The doctor told him to relax for a month before going back to work = bác sĩ bảo anh ta nghỉ ngơi một tháng trước khi trở lại làm việc.

- Dialog - In the meantime, I'm quite familiar with International Robotics and your products, and so I'd like to work with you, if that would be all right - Okay, sure. And I understand about Mr. Chapman's absence. It's no problem - Great. Uh, you must be tired from your trip. Why don't we go into the office and sit down and relax for a few minutes...And we can get some coffee or tea, if you like - Okay, that sounds great - Great.

- Variations. Listen to these variations - You must be tired - You're probably tired - Why don't we go into the office? - Let's go into the office - We can get some coffee or tea, if you'd like - Would you like some coffee or tea? - Okay, that sounds great - Thanks. I appreciate it.

Upset = phật lòng (adj); *Low-level manager* = người quản lý ở cấp thấp

Well, that was because I didn't know who Dave Gomez was = ấy là vì tôi không biết ông Dave Gomez là ai.

But later I found out that he was a Vice President of Federal Motors = nhưng sau đó tôi được biết là ông ta là một Phó Chủ tịch công ty chế xe hơi Federal Motors.

- Interview - Mr. Blake, in our last interview, you said that you were a little disappointed - Well, that was because I didn't realize who Dave Gomez was. I thought that he was a low level manager. I was afraid that Federal Motors wasn't interested in our robots. But later I found out that he was a Vice President of Federal Motors - So you felt better? - Very much - Mr. Blake, thank you for talking to me today - It's always a pleasure - Let's take a short break.

To relax = nghỉ ngơi; *Relaxation* = sự giải trí; *Sit down and relax* = hãy ngồi nghỉ.

The warm bath relaxed me = sau khi tắm nước nóng xong, tôi thấy mình nhẹ nhõm.

I play golf for relaxation = tôi chơi đánh gôn để giải trí.

Fishing is my favorite relaxation = câu cá là môn giải trí tôi ưa nhất.

- Questions. Listen to the question, then listen to the dialog - What does Mr. Gomez do to make Mr. Blake feel more comfortable? - Uh, you must be tired from your trip. Why don't we go into the office and sit down and relax for a few minutes...And we can get some coffee or tea if you'd like? - Okay, that sounds great - Great - What does Mr. Gomez do to make Mr. Blake feel more comfortable? - He invites him into the office and offers him coffee or tea.

How can we begin a good business relationship? = làm thế nào chúng ta có thể bắt đầu gây một liên hệ tốt về thương mại?

First you need to make your visitors feel comfortable = trước hết bạn phải làm cho thân chủ cảm thấy thoải mái.

Serious /'siəriəs/ = nghiêm trang, quan trọng, nghiêm trọng (adj)

Don't talk about serious business at first = thoát tiên đừng bàn về chuyện quan trọng.

Introduce everyone = hãy giới thiệu mọi người.

Offer them some light refreshments = mời họ uống đồ giải khát nhẹ [non alcoholic drinks]

Begin small talk = bắt đầu hỏi thăm qua loa

How long was your trip to New York? = ông đi mất bao lâu?

Is this the first time you've been to our city? = có phải đây là lần đầu bạn tới New York không? *How do you like New York?* = bạn có thích thành phố New York không?

How do you find the city traffic? = bạn thấy xe cộ ở New York thế nào?

Have you been to New York before? = ông đã tới New York lần nào chưa?

***To break the ice* = làm không khí bớt lạnh nhạt (idiom);** *Cold* /kould/ = Icy = lạnh nhạt

Try to create a warm relationship by making your visitors feel comfortable = tạo liên hệ thân mật bằng cách làm cho khách cảm thấy thoải mái.

Small talk light conversation about common, everyday things = hỏi thăm qua loa về chuyện thông thường hàng ngày

An ice-breaker = tàu phá băng; câu chuyện hỏi thăm hay đồ giải khát làm bớt không khí dè dặt ban đầu

And everyone should sit down together and get to know each other = mọi người nên cùng ngồi xuống với nhau và làm quen với nhau.

To get to know = làm quen với nhau

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, our e-mail question is: "We have some important American visitors coming to our office". "How can we begin a good business relationship?" - Well, first, you need to make your visitors feel comfortable - What's the best way to do that? - Well, for example, don't talk about serious business at first. Welcome them and introduce everyone in the group. You should then offer them some light refreshments - Light? Like coffee or a soft drink? - Yes. And everyone should sit down together to get to know each other. And at the beginning, "small talk" is very important. You might ask them how their trip was. Or you could say, "Is this the first time you've been in our city?" - This

is sometimes called “breaking the ice” - Definitely. When you first meet someone, the relationship can feel cold or “icy”. You try to create a warm relationship by making your visitors feel comfortable - I understand. Well, thanks for your information, Gary.

- True or False - Serious business talk is very useful at the beginning of a relationship - False. Small talk is better at first - “Breaking the ice” means helping people become more comfortable with each other - True. Small talk and light refreshments are good ways to break the ice at the beginning of a meeting.

Unit 146

Asking a favor = nhờ ai giúp chuyện gì

A favor /'feivə/ = điều giúp, điều làm ơn

Do someone a favor = giúp đỡ ai chuyện gì

Sorry to call you at home = xin lỗi phải gọi điện thoại ở nhà anh.

I've got a problem = tôi có chuyện khó khăn phải giải quyết.

My mother is quite ill, and I have to fly to Miami today = Má tôi bị bệnh nặng, tôi phải lấy máy bay đi Miami hôm nay.

Ill /il/ = Sick /sik/ = bị bệnh (adj); Hate /heit/ = ghét, ngại, không thích (n, v)

I hate to ask, but... = tôi rất ngại ngại phải xin nhờ, nhưng...

Would you mind meeting Bob Myers of Dover, Ltd. tomorrow? = xin bạn cảm phiền thay tôi gặp ông Myers thuộc công ty trách nhiệm hữu hạn Dover ngày mai được không?

I'll be happy to help out = tôi rất vui lòng được giúp bạn.

What time do you expect Mr. Myers to arrive? = chị đoán chừng nào ông Myers sẽ tới?

To expect = mong đợi; To expect = To suppose = To presume = To guess = đoán chừng

I'd like to apologize for this inconvenience = tôi xin lỗi vì chuyện làm phiền này.

Don't worry about it = xin chị đừng lo; To take care of = săn sóc

I'll take care of everything here = tôi sẽ lo mọi chuyện ở sở.

I certainly hope that your mother is feeling better = tôi hy vọng tình trạng của cụ khá hơn.

- Business Dialog - Let's listen to today's Business Dialog. Ms. Palmer calls Bill Martin to ask a favor - Hello - Hello, Bill. Sorry to call you at home - No problem. What can I do for you? - I'm afraid I've got a problem. My mother is quite ill, and I have to fly to Miami today. I hate to ask, but would you mind meeting Bob Myers of Dover, Ltd. tomorrow? - I'm sorry to hear about your mother. I'd be happy to help out. What time do you expect Mr. Myers to arrive? - He'll be there at ten thirty - Okay, I'll meet him then - Thanks! Again, I'd like to apologize for this inconvenience - Don't worry about it. I'll take care of everything here. And I certainly hope your mother is feeling better - Thank you. I hope I can be back by Wednesday, but I'm just not sure right now - Sure, I understand - Thanks again. I appreciate it. I'll call you tomorrow afternoon around four o'clock - Fine. I'll talk with you then.

A starter = câu mở đầu [I'm afraid I've got a problem]

State the problem = nói vấn đề khó khăn của mình [My mother is quite ill, and I have to fly to Miami today]

Asking a favor = xin giúp [I hate to ask, but would you mind meeting Bob Myers of Dover, Ltd. tomorrow?]

Say thanks and apologies = cảm ơn và xin lỗi [Again, I'd like to apologize for this inconvenience]

- Focus on Functions: Asking a favor . Listen and repeat - What can I do for you? - I'm afraid I've got a problem - I hate to ask, but... - Would you mind meeting Bob Myers? - I'd be happy to help out - I'd like to apologize for this inconvenience - Don't worry about it.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about asking a favor. When you ask a favor, you usually include some form of

apology, because you are asking someone to do something special. In today's Business Dialog, Ms. Palmer calls Bill Martin at home to ask a favor. Before Ms. Palmer asks her favor, she apologizes for calling Bill at home, using the expression, "Sorry". Bill accepts the apology by saying "No problem" - Hello - Hello, Bill. Sorry to call you at home - No problem. What can I do for you? - I'm afraid I've got a problem - When Ms. Palmer asks her favor, she uses very polite language, and includes the expression "I hate to ask, but ..." - My mother is quite ill, and I have to fly to Miami today. I hate to ask, but would you mind meeting Bob Myers of Dover, Ltd. tomorrow? - I'm sorry to hear about your mother. I'd be happy to help out - Bill shows that he understands and shares Ms. Palmer's feelings when he says, "I'm sorry to hear about your mother". In this case, "I'm sorry" is an expression of sympathy; it is not an apology. Let's listen again: - I hate to ask, but would you mind meeting Bob Myers of Dover, Ltd. tomorrow? - I'm sorry to hear about your mother. I'd be happy to help out - The expression "I'd be happy to help out" is a good way to agree to do a favor for someone. As the conversation continues, Ms. Palmer thanks Bill several times and again apologizes for the trouble - Thanks! Again, I'd like to apologize for this inconvenience - Don't worry about it. I'll take care of everything here. And I certainly hope your mother is feeling better - Thank you - Bill uses the expression "Don't worry about it" to reassure Ms. Palmer. When you ask a favor, you will use several of the language functions we have been studying: requesting, apologizing, and thanking. Thanks for joining us today for Gary's Tips - Thanks, Gary!

I hate to ask you, but I've got a problem = tôi rất ngại phải hỏi bạn, nhưng tôi đang gặp một chuyện khó khăn.

Would you mind opening the window? = phiền bạn mở giúp cửa sổ được không?

Sorry to call you at home = xin lỗi phải gọi điện thoại tại nhà riêng của ông.

I'm afraid I've got a problem... = tôi e rằng tôi gặp chuyện khó khăn...

I hate to ask, but would you mind...? = tôi rất ngại phải xin, nhưng ông có cảm phiền giúp không...?

No problem = không sao; *What can I do for you?* = tôi có thể giúp gì cho bạn?

I'm sorry to hear about your mother = tôi buồn nghe tin má bạn bị bệnh

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

Unit 147

How long will you stay in Washington? = bạn sẽ ở Washington bao lâu?

Next week I'm going to Boston to attend my sister's wedding = tuần tới tôi sẽ đi Boston dự đám cưới người chị (em gái) tôi.

A travel agent = nhân viên tổ chức du lịch

Full = đầy, hết chỗ (adj); *The flight was full* = chuyến bay hết chỗ.

There was space on the flight = chuyến bay còn chỗ.

To get the ticket = mua vé; *To book* = dành chỗ hay mua vé trước ở khách sạn hay rạp hát

Can I book a ticket to Miami tomorrow? = tôi muốn mua vé đi Miami ngày mai, được không?

The flight was full = *The flight was all booked up* = chuyến bay hết chỗ.

To Fly/Flew/Flown = bay; *A flight* = chuyến bay

Today's guest is Henry Thornton, and he's going to talk about his travel plan = khách hôm nay là ông Henry Thornton, và ông sẽ nói về hành trình của ông.

Plan = chương trình, điều dự trù sẽ làm (n); *Travel* = cuộc du hành (n)

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "How Long Will You Stay In Washington?".

- Hi, Max - Hi, Kathy - You look happy - Yes, next week I'm going to Boston to attend my sister's wedding - That sounds like fun. Are you going to fly to Boston? - Well, last week I tried to buy a ticket, but the flight was full - Oh, that's too bad - It's OK. Yesterday my travel agent called me. She told me that there was space on the flight - Great - Yes. I'm going to get the ticket tomorrow - Well, today's guest is Henry Thornton, and he's going to talk about his travel plans - Henry Thornton? He's the businessman from Seattle - That's right. Let's take a short break and then we'll talk with Mr. Thornton.

Be going to + V = dự định làm gì (tương lai gần)

- Listen and Repeat - Next week. Next week Max is going to Boston - Last week. Last week he tried to buy tickets - Yesterday. Yesterday his travel agent called him - Tomorrow. Tomorrow he's going to get the tickets.

Congress = nghị viện, hội nghị, đại hội (n)

Congressman/Congresswoman = dân biểu hạ viện Hoa Kỳ

The U.S Congress = quốc hội; Senate = thượng viện; Senator = Sen = thượng nghị sĩ

House of Representatives = hạ viện Hoa Kỳ; To last = kéo dài

We're going to talk about my plans for a new factory = chúng tôi sẽ bàn về dự án của tôi về một xưởng mới.

How long will the meeting last? = buổi hội kiến sẽ kéo dài bao lâu?

The meeting will probably last for about an hour = buổi hội kiến chắc có lẽ sẽ kéo dài chừng một giờ.

Lawyer = luật sư (n); Probably = có thể, chắc có lẽ (adv) [thường đi trước động từ]

To Meet/Met/Met = gặp; To meet with some one = gặp ai; Meeting = cuộc hội kiến, buổi họp

I'm here to meet with my Congressman = tôi tới đây để gặp vị dân biểu đại diện khu tôi ở.

- Interview - Our guest today is Henry Thornton. Welcome back to our show, Mr. Thornton - It's nice to be here - Are you here in Washington on business? - I'm here to meet with my Congressman - Your Congressman? - Yes, I'm going to meet with him this afternoon - What are you going to talk about? - We're going to talk about my plans for a new factory - How long will the meeting last? - I think it'll probably last... for about an hour - And what will you do after that? - I'll go back to my hotel, and then I'll go out to dinner with my lawyer. We'll probably go to a very nice restaurant - Our guest is Henry Thornton. We'll talk more after our break. This is New Dynamic English.

We plan to visit Hanoi next week = tuần tới chúng tôi dự định đi thăm Hà nội.

We're going to stay over in Huế for three days and then fly to Hanoi = chúng tôi dự tính sẽ nghỉ ở Huế trong ba ngày rồi đi máy bay đi Hà nội.

The 8:00 A.M. flight was full, but there is space in the 3:00 P.M. flight = The 8:00 A.M. flight was all booked up, but there's space in the 3:00 P.M. flight = Chuyến bay 8 giờ sáng hết chỗ nhưng chuyến bay ba giờ chiều còn chỗ.

We'll probably go to a fine restaurant = chắc có lẽ chúng tôi sẽ đi ăn ở một tiệm ăn ngon và sang.

- Listen and Repeat - This afternoon Mr. Thornton is going to meet with his Congressman - The meeting will probably last for about an hour - After that, he'll go back to his hotel - Later, he'll go out to dinner with his lawyer - They'll probably go to a very nice restaurant.

A plan = dự án, điều dự định, dự trù; To plan = dự định làm gì

How long do you plan to stay in Washington? = ông dự định ở Washington trong bao lâu?

My plan is I'll be there until tomorrow afternoon = tôi định sẽ ở đó đến xế trưa ngày mai.

I'll fly back to Seattle the day after tomorrow = tôi sẽ đi máy bay về Seattle ngày mốt.

Actually = thực ra, nói cho đúng; Around three o'clock = khoảng ba giờ.

Henry will fly to Chicago tomorrow afternoon. Henry sẽ đi máy bay đi Chicago xế trưa mai.

- Interview - We're talking to Henry Thornton. Mr. Thornton is a businessman. He lives in Seattle. He's in Washington to talk with his Congressman. Mr. Thornton, how long do you plan to stay in Washington? - I'll be here until tomorrow afternoon, and then I'm going to go to

Chicago - Chicago? When will you get to Chicago? - Well, my flight leaves Washington at one o'clock tomorrow afternoon. I'll arrive in Chicago around three o'clock - And when will you fly back to Seattle? - I'll fly back to Seattle the day after tomorrow, in the afternoon - So you'll only stay in Chicago for one day? - Well, actually, I'll be there for two days and one night - Our guest is Henry Thornton. We'll talk more after our break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - Will Mr. Thornton fly from Washington to Seattle? - No, he won't. First he'll fly to Chicago - Will he arrive in Chicago tomorrow morning? - No, he won't. He'll arrive tomorrow afternoon - Will he fly back to Seattle the day after tomorrow? - Yes, he will. He'll fly back to Seattle the day after tomorrow, in the afternoon.

In a Dorm room = trong phòng ở ký túc xá đại học

Susan and Nancy plan a trip to Yosemite National Park = Susan và Nancy dự định đi thăm công viên quốc gia Yosemite.

Dorm /dɔ:m/ = Dormitory = ký túc xá cho sinh viên đại học; To go alone = đi một mình

- Daily Dialogue: In a Dorm room, part 1. Listen to the conversation - I really want to go somewhere, Nancy - How about Yosemite? It's beautiful there - But I don't want to go alone! - OK, Susan. I'll go with you!

Unit 148

Flag = lá cờ (n); Yellow = vàng ; Red = đỏ ; Blue = xanh da trời

Green = xanh lá cây; White = trắng; Rectangle = hình chữ nhật

Triangle = hình tam giác; European Union = EU = Liên hiệp Âu Châu

Europe = Âu châu (n); Star = ngôi sao (n); Okay, here we go = được, nào chúng ta bắt đầu.

You're close = bạn gần đúng; Two out of three = ba câu mà đúng hai câu.

On the left = bên trái; On the right = bên phải; In the center = ở giữa

- Question of the Week! - Well, Kathy, once again it's time for Question of the Week - Great! What are you going to ask me about? - Well, today we're going to ask about flags of different countries. I'll describe a flag to you, and you tell me the name of the country - Sounds interesting!

- Okay, here we go: - First question: Which flag is red with five yellow stars? - Red with five yellow stars? - Yes. One large yellow star and four small yellow stars - That's the Chinese flag, isn't it? - Yes! It's the flag of China, Kathy. Good for you. Ready for Question Number Two? - Ready! - All right. Which flag has a green rectangle on the left, a white rectangle in the center, and a red rectangle on the right? - It has three rectangles? Green on the left, white in the center, and red on the right? Is it the French flag? - No...it's not the flag of France... but you're close! - Oh, wait...It's the Italian flag, right? - Yes, it is, Kathy! It's the flag of Italy - Okay...I'm ready for the third question - All right, last question: Which flag is blue with a circle of little yellow stars in the center? - I know this! The blue flag with the circle of little yellow stars in the center is a new flag. It's the flag of the European Union! - You got it! Good work, Kathy. Two out of three! - Thank you, Max. That wasn't easy, but I enjoyed it - See you next time.

Hot = nóng (adj); It sure is hot today! = hôm nay nóng ghê!

Humid /'hju:mid/ = ẩm thấp (adj); It feels like summer = thời tiết như mùa hè.

Weather report = bản tường thuật về tình trạng thời tiết.

The high today will be ninety-five degrees Fahrenheit = mức nóng nhất hôm nay là 95 độ Fahrenheit.

Celsius = thang nhiệt °C [điểm sôi (boiling point) là 100 °C, điểm đông (freezing point) là 0 °C, nhà thiên văn Thụy Điển sáng chế]

Fahrenheit = thang nhiệt °F [điểm sôi (boiling point) là 212 °F, điểm đông (freezing point) là 32 °F, nhà vật lý người Đức nghĩ ra]

$$^{\circ}\text{C} = (^{\circ}\text{F} - 32) \times 5/9; ^{\circ}\text{F} = ^{\circ}\text{C} \times 9/5 + 32$$

What's your favorite season? = bạn thích mùa nào nhất?

I like spring best = tôi thích mùa xuân nhất.

Like best = thích nhất; To like something better = To prefer = thích hơn

I prefer spring to winter = tôi thích mùa xuân hơn mùa đông.

I prefer walking to cycling = tôi thích đi bộ hơn đi xe đạp.

Dry = khô (adj); Dry air = không khí khô ráo

Freezing = lạnh cóng (adj); Fall = Autumn = mùa thu (n); Be in full bloom = nở rộ

Flowers are in full bloom in spring = Flowers bloom in spring = về mùa xuân hoa nở rộ

I like the trees when they change color = tôi thích cây cối khi chúng đổi màu.

I like the warm weather, and everything turns fresh and green = tôi thích thời tiết ấm áp khi mọi vật đổi thành xanh tươi.

No one likes winter = không ai thích mùa đông.

- That's hot! - Do you like summer, Kathy? - Mmmm. Well, I prefer fall, you know, autumn - Oh, why is that? - I prefer the cooler weather and the dry air. And I love the trees when they change color - Yes, it's pretty - What's your favorite season, Max? - Hmmm. Well, actually, I think I like spring best. I like the warmer weather, and everything turns fresh and green. And all the trees and flowers are in bloom - And no one likes winter? The white snow in winter is beautiful - Oh, the winter? When it's cold and freezing? - With all that ice and snow? - No thank you! - Hi, Max, Kathy. Hello, Larry. Well, it's time to start my show - OK. See you later - Quiet everyone...

How did things go? = mọi chuyện tiến hành ra sao?; Prices = giá; Quality = phẩm chất (n)

I was happy with the price and quality of the robots = tôi hài lòng về giá và phẩm chất người máy điện tử tự động.

Issue /'isju:/ = vấn đề cần giải quyết (n)

To issue = đưa ra, phát hành, lưu hành

To Deal/Dealt/Dealt with = đối phó với, giải quyết

But we still needed to deal with the issue of training our workers = nhưng chúng tôi còn phải giải quyết vấn đề huấn luyện nhân viên của hãng chúng tôi.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Negotiations, part 1".

- Interview - Today, we are talking to Mr. David Gomez from his office in New York. Hello Mr. Gomez - Hello - Today we'll listen to the last part of your negotiations with Mr. Blake - Yes, uh, we met for about an hour and a half - How did things go? - I was very happy with the price and quality of the robots. But we still needed to deal with the issue of training our workers - OK. Let's listen to part of that conversation.

Technical = thuộc về kỹ thuật (adj); Advisor /əd'vaɪzə/ = Adviser = cố vấn (n)

When we first put these machines in operation, can you send over a group of advisors? = khi chúng tôi bắt đầu cho máy chạy, ông có thể gửi sang một nhóm cố vấn không?

They could come within a few months = họ sẽ tới trong vòng vài tháng.

Mr. Blake promises to send some technical advisors = ông Blake hứa sẽ gửi một vài cố vấn kỹ thuật.

Engineer /,enʒɪ'niə/ = kỹ sư; Available /ə'veɪləbəl/ = sẵn sàng (adj)

Program /'prəʊgræm, 'prɒgræm/ = chương trình (n)

Language training program = chương trình huấn luyện ngôn ngữ.

They could come over within a few months and be available any time you need them = họ có thể đến trong vòng vài tháng và sẵn sàng giúp việc bất cứ lúc nào ông cần.

- Dialog. This scene takes place in Mr. Gomez's office at Federal Motors - So, Mr. Blake, when we first put these machines in operation, can you send over a group of advisors..... technical advisors who speak English and can train our engineers and workmen? - Certainly, Mr. Gomez.

In fact, we have some engineers in a language training program now. They could come over within a few months and be available any time you need them - Great, great. That sounds good.

We need technical advisors who speak English and can train our engineers and workers = chúng tôi cần cố vấn kỹ thuật biết nói tiếng Anh và có thể huấn luyện kỹ sư và công nhân của chúng tôi.

We have some engineers in a language training program now = hiện chúng tôi có một vài kỹ sư đang theo chương trình huấn luyện ngôn ngữ.

They could be available any time you need them = họ sẽ sẵn sàng giúp việc bất cứ lúc nào ông cần.

Unit 149

To send over = gửi sang; Language training program = chương trình huấn luyện ngôn ngữ

To train /treɪn/ = huấn luyện; Training program = chương trình huấn luyện

Trainer = huấn luyện viên; Trainee = người được huấn luyện; Training = việc huấn luyện

Can you send over a group of advisors? = ông có thể gửi sang một nhóm cố vấn không?

Can you send over a group of advisors who speak English? = ông có thể gửi sang một nhóm cố vấn nói tiếng Anh không?

Can you send over a group of advisors who can train our engineers? = ông có thể gửi sang một nhóm cố vấn có khả năng huấn luyện kỹ sư của chúng tôi không?

Can you send over a group of advisors who speak English and can train our engineers? = ông có thể gửi sang một nhóm cố vấn biết nói tiếng Anh và có khả năng huấn luyện kỹ sư của chúng tôi không?

- Listen to these Sentences - Can you send over a group of advisors? Can you send over a group of advisors who speak English? Can you send over a group of advisors who can train our engineers? - We have some engineers in a language training program now. They could come over within a few months. They could be available any time you need them.

Why was training such a concern? = tại sao việc huấn luyện là một mối quan tâm như vậy?

Concern /kən'sɜ:n/ = mối quan tâm; To make sure = lo cho chắc

With high-tech equipment, training is always a major worry = với máy móc kỹ thuật (công nghệ) cao cấp, việc huấn luyện bao giờ cũng là mối quan tâm chính.

High-tech = High-technology = kỹ thuật cao cấp (adj)

High tech = High technology = kỹ thuật cao cấp (n)

High-tech equipment = phụ tùng máy móc điện tử

Properly /'prɒpəli/ = đúng đắn, chính xác (adv)

Robots have to be operated properly or they will break down = người máy phải được điều hành cho chính xác nếu không thì sẽ bị hư.

To break down = hư; Repair = sửa chữa (v, n)

To delay = làm chậm trễ; Delay = sự chậm trễ (n)

Repairs will delay production = việc sửa chữa sẽ làm chậm trễ việc sản xuất.

Technical advisors = cố vấn kỹ thuật; Available = sẵn sàng (adj)

I wanted to make sure someone will be available to train our workers = tôi phải lo cho chắc là sẽ có người sẵn sàng huấn luyện nhân viên của chúng tôi.

- Interview - Mr. Gomez, why was training such a concern? - Well, with high-tech equipment, training is always a major worry - Uh, robots have to be operated properly or they'll break down. If that happens, repairs will delay production. Any delay in production is very expensive - So that's why you asked about technical advisors? - Yes, I wanted to make sure that someone would be available to train our workers - Mr. Gomez, thank you for talking to me today - I enjoyed it - Let's take a short break.

Or = hay là, nếu không thì (if not)

Hurry up or you'll be late! = nhanh lên nếu không thì trễ!

Robots have to be operated properly or they will break down = người máy rô-bô phải được điều hành chính xác, nếu không thì hư.

Be careful or you'll cut yourself = cẩn thận kẻo đứt tay.

- Questions. Listen to the question, then listen to the dialog - Does Mr. Gomez expect Mr. Blake's company to provide training? - So, Mr. Blake, when we first put these machines in operation, can you send over a group of advisors.... technical advisors who speak English and can train our engineers and workmen? - Certainly, Mr. Gomez - Does Mr. Gomez expect Mr. Blake's company to provide training? - Yes, he does. He expects the company to send a group of technical advisors to provide training - When is Mr. Blake prepared to send technical advisors? - In fact, we have some engineers in a language training program now. They could come over within a few months and be available any time you need them - When is Mr. Blake prepared to send technical advisors? - The engineers are in a language training program now, and they'll be available within a few months.

What is a negotiation? = thương lượng là gì?

Process = Steps in a development = tiến trình (n)

Negotiation is a process by which people try to come to an agreement = thương lượng là một tiến trình theo đó người ta đi đến một sự thỏa thuận.

A series /'siəri:z/ = một loạt [số ít và số nhiều viết giống nhau]

A proposal /prə'pouzəl/ = A suggestion = một đề nghị

To propose /prə'pouz/ = đề nghị; *Counter* = ngược lại

To make a proposal = *To offer a proposal* = đưa ra đề nghị

A counter-proposal = *A counterproposal* = một phản đề nghị

An important part of any negotiation is making a proposal = phần quan trọng trong bất cứ cuộc thương lượng nào là việc đưa ra đề nghị.

A breakdown = *A failure* = *A collapse* = thất bại, sụp đổ, suy nhược (n)

To Break/Broke/Broken down = hư, thất bại; *Broken-down* = hỏng, suy nhược, ốm yếu (adj)

The car broke down, and needed to be repaired = xe hơi bị hư máy cần phải sửa.

The negotiation broke down because both sides could not reach an agreement = cuộc thương lượng bị thất bại vì hai bên không đạt đến một sự thỏa thuận.

The two sides keep making suggestions until you both agree = cả hai bên tiếp tục đưa ra đề nghị cho đến khi cả hai đồng ý.

To keep + V-ing = tiếp tục làm gì

To keep talking = cứ tiếp tục nói đi.

If no proposal is acceptable to both sides, the negotiation will fail = nếu không có đề nghị nào được cả hai bên chấp nhận thì cuộc thương lượng thất bại.

To fail /feil/ = thất bại; *A failure* /'feiljə/ = thất bại

She had a nervous breakdown = bà ta bị suy nhược thần kinh.

The negotiation was a breakdown = *It was a complete failure* = cuộc thương thuyết thất bại.

The train had a breakdown (broke down) outside the city = xe lửa hư máy ở ngoài thành phố.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. We are going to begin a special series on negotiating. Today Gary will answer the question: What is a negotiation?

- OK, Elizabeth. Negotiation is a process, a process by which people try to come to an agreement. An important part of any negotiation is making a proposal - What exactly is a proposal? - A proposal is a suggestion. When you make a proposal, you say what you would like - But what if the other side doesn't like your proposal? - Then they usually make a counter-proposal - A counter-proposal? - Yes, a counter-proposal is a new proposal, a new suggestion. The two sides keep making suggestions until you both agree - And if we can't agree? - Then the negotiations break down. They fail. For example... let's say that you are selling a car for one thousand dollars. That's your proposal. I tell you that I'll pay five hundred dollars. That's my counter-proposal -

And what if I say that I'll accept eight hundred dollars? - I can accept your counter-proposal or make a new one - I see. Well, Gary, I'm looking forward to hearing more about negotiations.

Goal /goul/ = mục tiêu, mục đích, đích (n)

To reach /ri:tʃ/ = tới, đạt tới; To accept = chấp nhận

To reach an agreement = đạt tới một sự thoả thuận

The goal of negotiation is to reach an agreement = mục đích của thương lượng là đạt đến thoả thuận.

In an attempt to = để đạt một điều gì; Acceptable to both sides = cả hai bên đều chấp nhận.

People offer proposals and counter-proposals (counterproposals) in an attempt to reach an Agreement = người ta đưa ra những đề nghị và phản đề nghị để cố đạt tới thoả thuận.

- True or False - The goal of negotiation is to reach an agreement - True. People offer proposals and counter-proposals in an attempt to reach an agreement - Negotiations sometimes fail - True. If no proposal is acceptable to both sides, the negotiations will fail.

Unit 150

To take time off = nghỉ làm

Time off = thời gian nghỉ làm việc

I'll be too tired to work = tôi sẽ mệt lắm không làm việc được.

I'll probably be exhausted = chắc có lẽ tôi sẽ mệt lả.

Tired /'taiəd/ = mệt (adj); Exhausted /ig'zɔ:stid/ = mệt lả (adj)

Definitely = Certainly = chắc chắn; Absolutely = tuyệt đối chắc chắn

I need you back here on Monday = tôi cần cô vào sở làm việc thứ Hai này.

My flight arrives at six o'clock on Monday morning = máy bay của tôi hạ cánh lúc sáu giờ sáng thứ Hai.

I can definitely start on Tuesday = chắc chắn tôi có thể bắt đầu làm hôm thứ Ba.

And there's absolutely no way you can change your airline ticket? = và cô không có cách gì đổi vé máy bay ư?

How about if you only work in the afternoon? = thế xế trưa thứ Hai cô vào làm được không?

To agree to a proposal = thoả thuận, đồng ý

Would you agree to that? = cô có bằng lòng về đề nghị đó không?

To agree with a person = đồng ý với ai; I agree with you = tôi đồng ý với anh.

I agree to your proposal = tôi đồng ý với đề nghị của anh.

To arrange /ə'reɪndʒ/ = xếp đặt, dàn xếp; I can arrange that = tôi sẽ dàn xếp cho cô nghỉ bù.

A definite refusal = một lời từ chối chắc chắn; A negotiation = một sự thương lượng

I understand your problem, but it's not possible for me to work on Monday = tôi hiểu vấn đề khó khăn của ông, nhưng tôi không thể vào làm thứ Hai này được.

How about if you only work in the afternoon? = thế nếu xế trưa cô vào làm thì có được không?

- Business Dialog - Let's listen to today's Business Dialogs. In both dialogs, Tom is on the phone with Mary, an employee in his department. Mary is visiting her mother in San Francisco:

+ Dialog number one - Mary, I really need you back on Monday - Tom, I understand your problem, but it's not possible for me to work on Monday. My flight arrives at six o'clock on Monday morning. I'll be too tired to work. I can definitely start on Tuesday - And there's absolutely no way you can change your airline ticket? - No, I'm afraid not.

+ Dialog number two - Mary, I really need you back on Monday - Well... That may be difficult. My plane arrives at six o'clock Monday morning. I'll probably be exhausted - How about if you only work in the afternoon? Would you agree to that? - I might be able to do that. But I'd like some time off later in the week - Sure, I can arrange that.

Definitely = Certainly = Absolutely = Surely = chắc chắn (thực chắc chắn) (adv)

Probably = chắc có lẽ; Possibly = Might be = có lẽ (mức chắc chắn thấp hơn)

I can definitely start on Tuesday = chắc chắn là thứ ba tôi có thể bắt đầu làm việc.

I'll probably be exhausted = chắc có lẽ tôi sẽ mệt mỏi.

I might be able to do that = có lẽ tôi vào làm chiều thứ Hai được.

Solution /sə'lu:ʃən/ = giải pháp (n)

To find a satisfactory solution = tìm giải pháp thỏa đáng

To solve /sɒlv/ = giải quyết; To solve a problem = giải quyết một vấn đề

- Focus on Functions: Probability - Definitely - I can definitely start on Tuesday - May - That may be difficult - Probably - I'll probably be exhausted - Might - I might be able to do that.

Possible, Possibly, Maybe, Might (diễn tả sự có thể)

A process = một trình tự, quy trình; A compromise = một sự nhượng bộ

A win-win situation = một hoàn cảnh cả hai bên đều chấp nhận.

'Win-win' is a term in conflict management = 'Win-win' là từ ngữ dùng trong khoa giải quyết mâu thuẫn.

Flexible = mềm dẻo, linh động, chịu nhượng bộ (adj)

I understand your problem, but it's impossible for me to come on Monday = tôi hiểu vấn đề khó khăn của ông, nhưng tôi không thể vào làm hôm thứ Hai được.

There is a big difference between something you are sure of, and something that is uncertain = có một khác biệt rõ rệt giữa điều mình chắc và điều mình chưa chắc.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! In business discussions, there is a big difference between something you are sure of, and something that is uncertain. In today's Business Dialogs, we can see examples of the language you can use to show certainty or uncertainty. In both dialogs, Tom is negotiating with Mary to try to get her to work on Monday. In the first dialog, Mary is very certain that she cannot work on Monday. She uses the expression, "It's not possible" to state her position very clearly - Mary, I really need you back on Monday - Tom, I understand your problem, but it's not possible for me to work on Monday - She won't work on Monday, but she promises that she definitely will start on Tuesday - My flight arrives at six o'clock on Monday morning. I'll be too tired to work. I can definitely start on Tuesday - In the second version of the conversation, Mary is more flexible. Notice how she uses the words "may" and "probably" to make her position less certain - Mary, I really need you back on Monday - Well... That may be difficult. My plane arrives at six o'clock Monday morning. I'll probably be exhausted - Tom proposes a compromise by asking Mary to work only in the afternoon - How about if you only work in the afternoon? Would you agree to that? - I might be able to do that. But I'd like some time off later in the week - Sure, I can arrange that - These conversations represent a kind of negotiation. In the second conversation, Mary and Tom worked together to find a satisfactory solution. This is an example of a win-win situation. Thanks for joining us today for Gary's Tips. We'll see you again next time! - Thanks, Gary!

I'd like to take three days off beginning Monday next week.

We're planning a cookout this Sunday afternoon. We invite you to come over.

I appreciate your invitation, but it's impossible for me to come this Sunday afternoon. We have a round of golf until 6:00 p.m. I'm afraid we can't come.

We really need you to come to work this Saturday.

I'm sorry, but it's impossible since I promised my children to bring them to the zoo in the morning.

How about the afternoon?

That might be possible, but I need to take some time off the following week.

Okay, I'll come in at 1:00 o'clock in the afternoon.

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

Unit 151

He's going to build a bird house = ông ta sắp làm một cái chuồng chim.

Bird /bɜ:d/ = con chim (n); *An aviary* /'eiviəri/ = chuồng chim lớn; *Nest* = tổ chim (n)

House = nhà (n); *A bird house* = *A birdhouse* = *Birdcage* = chuồng chim

A procedure /prə'si:ʒə/ = trình tự, phương pháp, thủ tục tiến hành

This program will teach you how to talk about a procedure: how someone will do something
= chương trình này sẽ dạy cho ta cách mô tả: những bước tuần tự của một công việc

Dick Owens is going to build a bird house = Dick Owens sẽ xây một chuồng chim

Daily schedule = thời biểu hàng ngày; *To Build/Built/Built* = xây (nhà), gây (tín nhiệm)

Building = toà nhà, dinh thự; *Empire State Building* = tên toà nhà New York, cao 102 tầng

Builder = nhà thầu xây cất; *To build trust* = gây lòng tín nhiệm

To succeed = thành công, thịnh vượng

Success = sự thành công, sự thành đạt, sự thắng lợi (n)

Successful = thành công, thắng lợi, thành đạt (adj)

Successive = liên tục, kế tiếp, lần lượt (adj); *Succession* = sự kế tiếp, liên tiếp (n)

Building trust in your clients is an important part in a successful business = muốn một thương vụ thành đạt thì phải được thân chủ tín nhiệm.

To paint = vẽ, sơn; *Painter* = họa sĩ, thợ sơn; *Paint* = sơn (n); *A painting* = một bức họa

Diane's studying painting in the evening = Diane học vẽ vào buổi tối.

She told us about her family and her daily schedule = bà ấy đã nói chuyện với chúng ta về gia đình bà và công việc hàng ngày.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "He's going to build a bird house".

- Hi, Max - Hi, Kathy - Who's our guest today? - Today our guest is Diane Owens - Diane Owens! Sure. She told us about her family and her daily schedule. Her husband's name is Dick and she has two girls, Deborah and Rachel - And she's studying painting in the evening.

Diane's husband, Dick is a taxi driver = chồng Diane Owens là Dick Owens lái xe tắc-xi.

Your husband drives a taxi, doesn't he? = *Your husband drives a taxi, right?* = chồng bà lái xe tắc-xi, phải không?

He works seven days a week = ông ấy làm bảy ngày mỗi tuần.

He enjoys driving = ông ấy thích lái xe.

To Enjoy/ Start/Finish/Stop + V-ing

Diane enjoys painting = Diane thích vẽ.

Dick Owens starts working at ten in the morning = Dick Owens bắt đầu làm việc từ 10 giờ sáng.

Have you finished reading that novel? = bạn đọc xong cuốn tiểu thuyết đó chưa?

Let's go. It has stopped raining = mưa đã tạnh. chúng ta đi đi.

He meets lots of interesting people = ông ta gặp nhiều người đáng ghi nhớ, lý thú.

- Interview - Our guest today is Diane Owens. Welcome back, Diane - It's nice to see you again, Kathy - Your husband Dick drives a taxi, doesn't he? - That's right. He's a taxi driver - Does he work every day? Seven days a week? - Yes, he does. On weekdays, he works from ten in the morning until four in the afternoon. And on weekends, he works in the evening... from seven until one or two at night - Does he like his job? - Yes, he does. He meets lots of interesting people. And he enjoys driving! - Our guest is Diane Owens. We'll talk more after our break. This is New Dynamic English.

Weekday = thứ Hai đến hết thứ Sáu (n)

Weekend /'wi:kend/ = cuối tuần (thứ bảy+ chủ nhật) (n)

To start /sta:t/ = bắt đầu; *Start* = sự bắt đầu, điểm xuất phát (n)

On weekdays, he starts working at ten in the morning until four in the afternoon = những ngày trong tuần, Dick bắt đầu làm việc từ mười giờ sáng đến bốn giờ chiều.

On Saturdays and Sundays, he works in the evening from seven o'clock until one or two at night = vào thứ Bảy và Chủ nhật, Dick làm từ bảy giờ tối đến một hay hai giờ đêm.

- Listen and Repeat - Dick drives a taxi - On weekdays, he starts working at ten in the morning - He works until four in the afternoon - On Saturdays and Sundays, he works in the evening - He works from seven o'clock until one or two at night.

Diane's husband is going to build a birdhouse = chồng Diane sẽ xây một cái chuồng chim.

Hobby/Hobbies = thú tiêu khiển riêng (n); A hole /'houl/ = một lỗ hổng

Make a large hole = đục một lỗ lớn; He loves to build things = ông ưa thích làm các đồ vật.

Floor /flɔ:/ = nền, sàn (n); Front wall = tường phía trước

Wall /wɔ:l/ = bức tường, vách (n); Roof /ru:f/ = mái (n)

First, he'll make the walls, the floor, and the roof = trước hết, ông ta làm vách, nền, rồi mái.

After he makes the walls, he'll make a large hole in the front wall = sau khi làm vách tường, ông ta đục một cái lỗ lớn ở tường phía trước.

He'll also make small holes in all the walls for air = ông ta cũng sẽ đục nhiều lỗ nhỏ trên tất cả các vách để cho thoáng khí.

Air /eə/ = không khí (n); For air = để có không khí; Material /mə'tiəriəl/ = vật liệu (n)

Let's go out and get some fresh air = ta hãy ra ngoài cho thoáng khí một chút.

Wood is the best material for a birdhouse = gỗ là vật liệu tốt nhất để làm chuồng chim.

He'll make holes in the floor so that water can go out = ông ấy đục lỗ trên nền chuồng chim để nước chảy ra ngoài.

So that = In order that = để [bắt đầu một mệnh đề phụ]

He'll make holes in the floor so that water can go out = ông ấy đục lỗ trên nền chuồng chim để nước chảy ra ngoài.

Speak clearly so that they may understand you = hãy nói rành rọt để họ hiểu bạn nói gì.

- Interview - Our guest today is Diane Owens. She's talking about her husband, Dick. Does Dick have any hobbies? - Well, he loves to build things. For example, this weekend he's going to build a birdhouse - A birdhouse? Tell me about it - Well... First he'll make the walls, the floor, and the roof - Will he use wood? - Yes, he will. Wood is the best material for a birdhouse. After he makes the walls, he'll make a large hole in the front wall - So that the birds can go in and out? - That's right. He'll also make small holes in all the walls for air - I see - And he'll make holes in the floor so that water can go out - Very interesting. Our guest is Diane Owens. We'll talk more after our break. This is New Dynamic English.

- Listen to these questions and answers - What will Dick make first? - First he'll make the walls, the floor, and the roof - What will he do after he makes the walls? - After he makes the walls, he'll make a large hole in the front wall - Why will he make small holes in the walls? - He'll make small holes in the walls for air - Why will he make holes in the floor? - He'll make holes in the floor so that water can go out.

Backyard /'bækjɑ:d/ = sân sau nhà (n); Chemicals = các hoá chất (n)

He'll paint the outside of the birdhouse, but he won't paint the inside = ông ấy sơn bên ngoài chuồng chim, nhưng không sơn bên trong chuồng chim.

Paint has chemicals that can hurt the birds = sơn có những hoá chất có thể gây nguy hiểm cho chim.

To Hurt/Hurt/Hurt = gây thương tổn, làm đau; My leg hurts = chân tôi đau.

He hurt his back when he fell = anh ta bị đau ở lưng sau khi bị té

I didn't mean to hurt your feelings = tôi không có ý làm chạm lòng tự ái của bạn.

Birds like to build their nests in trees = chim thích xây tổ của chúng trên cây.

He'll paint it green = ông ta sẽ sơn chuồng chim màu xanh lá cây.

[He'll paint + (it) direct object + (green) adjective]

Dick is going to paint the bird house and put it in a tree = Dick sắp làm một chuồng chim rồi đặt lên cây.

- Interview - Our guest today is Diane Owens. Will Dick paint the birdhouse? - He'll paint the outside of the birdhouse. But he won't paint the inside - He won't paint the inside? Why not? - Paint has chemicals that can hurt the birds. So he won't paint the inside where the birds will live - What color will he paint the birdhouse? - He'll paint it green - Where will he put the birdhouse? - He'll put it in a tree in our backyard. Birds like to build their nests in trees. So that's where we'll put our birdhouse - Well, good luck. And thank you. Let's take a short break. This is New Dynamic English.

My father is going to build a garage = cha tôi sắp xây một cái phòng đậu xe

He's going to paint the garage tan = ông ấy sẽ sơn gian nhà đậu xe màu nâu nhạt.

- Listen and Answer. Listen for the bell, then say your answer - Will Dick paint the birdhouse? - He'll paint the outside, but he won't paint the inside - What color will he paint the birdhouse? - He'll paint it green - Where will he put the birdhouse? - He'll put it in a tree in his backyard.

Unit 152

In a dorm room = trong phòng ở ký túc xá.

Nancy and Susan are going to borrow a car to drive to Yosemite = Susan và Nancy tính mượn xe hơi lái đi thăm Công viên Quốc Gia Yosemite National Park trong vùng Sierra Nevada ở California.

To borrow = vay, mượn; To Pay/Paid/Paid = trả tiền; I'll pay! = để tôi trả chi phí cho!

- Daily Dialogue: In a dorm room, part 2. Listen to the conversation - I really want to go somewhere, Nancy - How about Yosemite? It's beautiful there - But I don't want to go alone! - OK, Susan. I'll go with you! - But I don't have any money - That's OK. I'll pay! - How will we get there? - I'll borrow my brother's car!

A fortune-teller = A soothsayer = một thầy bói

Fortune /'fɔ:tʃn/ = sự may mắn, gia tài lớn (n)

Sooth /su:θ/ = Truth /tru:θ/ = sự thật (n)

To tell someone's fortune = đoán vận mệnh tương lai, bói

To read your future = đoán tương lai; Palm /pɑ:m/ = lòng bàn tay (n)

To read the palm = bói chỉ tay; A long life = sống lâu, thọ

I also see that you will be successful and make a lot of money = tôi cũng thấy ông sẽ thành đạt và kiếm được nhiều tiền.

Wait a minute! = khoan đã!; Wait /weit/ = chờ, đợi (n, v)

Blond hair = tóc vàng óng, vàng hoe; Blond = Blonde = vàng hoe (adj)

A blonde /blɒnd/ = thiếu nữ hay phụ nữ tóc vàng

Why are you holding my hand? = tại sao bà cầm tay tôi?

I'm reading your future = tôi đang đoán xem tương lai ông ra sao.

- Man on the Street - Hello. This is Kent Moss from Washington, D.C. With me is Madame Roux. She's a fortune teller. Madame Roux, why are you holding my hand? - I'm reading your future - And what can you see? - I see that you will have a long life - That's good news! - I also see that you will be successful and make a lot of money - Great! - You will also marry a beautiful woman - Wait a minute! I'm already married! - Does your wife have blond hair? - No... she has black hair - Oh. Let me see your other hand.

To take some vacation = nghỉ làm việc

I need to take some vacation = tôi cần phải nghỉ một vài ngày.

He's on vacation = ông ta hiện đang nghỉ làm việc.

Recommendation /,rekəmen'deɪʃən/ = lời khuyên, lời giới thiệu (n)

To recommend /,rekə'mend/ = giới thiệu, khuyên

To recommend a non-stop (nonstop) flight = đề nghị đi chuyến bay thẳng không ghé ở nơi nào trên đường bay.

The best thing is to get a non-stop flight = tốt nhất là đi chuyến bay thẳng.

I'd prefer a non-stop flight = tôi muốn chuyến bay thẳng hơn.

National Airport = tên phi trường ở Washington, D.C [bây giờ Reagan-National Airport]

To connect /kə'nekt/ = nối; Connecting flights = chuyến bay nối tiếp

Six o'clock in the morning? Oh, that's a little early = sáu giờ sáng? như vậy hơi sớm.

I'd better call a travel agent = thế thì tôi phải gọi điện thoại hỏi nhân viên lo tổ chức du lịch.

Change planes = đổi phi cơ; I'd better = I had better = I should = I ought to

You'd better do your homework now = em nên làm bài tập ngay bây giờ đi.

- OK... and we're off the air - Hi, everyone - Hi, Elizabeth. Hello - I have a question for you - Sure. What is it? - Well, Boris and I are thinking of taking a little vacation. We'd like to go out to Los Angeles - That sounds nice! - I hope so. Do you have any recommendations about flights? - Well, the best thing is to get a non-stop flight. There's a flight every day at six a.m. from National Airport - Six in the morning? Oh, that's a little early. Is there another flight? - I'm not sure - There are lots of connecting flights. You can fly from here to Dallas or to Chicago. And then change planes - Well, I'd prefer a non-stop flight. I'd better call a travel agent - Good idea - See you later, Elizabeth - Quiet please. Ready for Functioning in Business.

To recall = nhớ lại; Detail = chi tiết (n)

Service = dịch vụ (n); Manual /'mænjʊəl/ = sách hướng dẫn (n)

Service manual = sách hướng dẫn cách dùng và bảo trì

To negotiate /ni'gəʊfi'eɪt/ = thương lượng; Negotiation /ni,gəʊfɪ'eɪʃn/ = sự thương lượng

A negotiator /ni'gəʊfi'eɪtə/ = người lo việc thương lượng.

Main points of the negotiation = các điểm chính của cuộc thương lượng.

Issue /'ɪʃju:/ = vấn đề cần bàn, thảo luận (n)

Problem /'prɒbləm/ = vấn đề khó khăn đã có sẵn rồi (n)

We still needed to deal with the issue of training our engineers = chúng tôi còn cần giải quyết vấn đề huấn luyện kỹ sư của hãng chúng tôi.

We also need to have an easy-to-read service manual in English = chúng tôi cũng cần sách chỉ dẫn dễ hiểu về cách sử dụng và bảo trì bằng tiếng Anh.

Raise a new issue = nêu lên vấn đề mới

I must take issue with you on that = tôi bất đồng ý với bạn về điểm đó.

We had finished talking about most of the main points in the negotiation = chúng tôi đã bàn xong về hầu hết những điểm chính của cuộc thương lượng.

As I recall, we were beginning to talk about some of the details, such as the service manual = như tôi nhớ lại, chúng tôi đang bắt đầu bàn về vài chi tiết, như là sách hướng dẫn cách dùng.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Negotiations, part 2".

- Interview - Today, we are talking to Charles Blake from his office in Beijing - Hello, Mr. Blake

- Hello - Today we're listening to the end of your negotiation with Mr. Gomez of Federal Motors

- Yes, I remember. We had finished talking about most of the main points in the negotiation. As I recall, we were beginning to talk about some of the details - Such as the service manual? - Yes, that's right - Let's listen to that part of the conversation.

Training = sự huấn luyện (n)

When we put these machines in operation, can you send over a group of technical advisors who speak English and can train our engineers and workers? = khi chúng tôi cho máy chạy rồi, ông có thể gửi sang một nhóm cố vấn kỹ thuật nói được tiếng Anh và có thể huấn luyện kỹ sư và nhân viên của chúng tôi không?

I wanted to make sure someone will be available to train our workers = tôi muốn lo cho chắc là sẽ có người sẵn sàng huấn luyện nhân viên của chúng tôi.

Translation /træns'leiʃən/ = dịch, bản dịch (n); *To translate* /træns'leit/ = dịch

Translator /træns'leitə/ = người dịch, dịch giả (n)

Interpreter /in'tə:prɪtə/ = người thông ngôn (n)

An estimate /'estimeɪt/ = một phỏng định (giá tiền hay thời gian)

Could you give me an estimate? = ông có thể cho biết khoảng bao lâu (thì có sách)?

I'll get back to you = sẽ trả lời cho ông biết sau; *To be concerned about* = lo ngại, quan tâm

We're quite concerned about getting a service manual in English = chúng tôi rất lo ngại là phải có sách hướng dẫn cách sử dụng và bảo trì bằng tiếng Anh.

Easy /'i:zi/ = dễ dàng, dễ chịu (adj); *Easily* = một cách dễ dàng (adv)

To be easy to read = dễ đọc; *To expect* = tin rằng, mong chờ, phỏng chừng

We expect that to be ready in a short time = chúng tôi tin rằng sách sẽ xong trong một thời gian ngắn.

As I told you, we are preparing a translation of the Chinese manual we have now, and we expect that to be ready in a short time = như tôi đã thưa với ông, chúng tôi đang dịch sang tiếng Anh cuốn sách hướng dẫn cách dùng và sửa chữa viết bằng tiếng Trung Hoa mà chúng tôi hiện có, và tôi tin chắc trong một thời gian ngắn sẽ xong.

By a short time...could you give me an estimate? = ông nói trong một thời gian ngắn... ước chừng bao lâu?

Probably about two or three weeks = có thể chừng hai hay ba tuần.

Reasonable /'ri:znəbl/ = hợp lý (adj); *Reasonable price* = giá phải chăng

Mr. Blake offers to provide a translation of the service manual = ông Blake đề nghị sẽ cung cấp bản dịch sang tiếng Anh cuốn sách hướng dẫn cách sử dụng và bảo trì người máy rô-bô.

- Dialog - Uh, another one of our major concerns is the service manual. We're quite concerned about getting a service manual in English. It has to be easy to read and very clear and useful for our engineers - Yes, again, as I told you, we are preparing a translation of the Chinese manual we have now.... and we expect that to be ready in a short time - By a short time ... could you give me an estimate? - Uh, I'd like to say two weeks, but I'd have to get back to you. But probably about two or three weeks - Oh, that sounds quite reasonable.

Unit 153

Major /'meɪdʒə/ = chính, quan trọng; *Concern* = *Worry* /'wʌri/ = mối quan tâm, lo (n)

One of our major concerns is a service manual in English = một mối lo chính của chúng tôi là phải có sách hướng dẫn cách dùng và bảo trì bằng tiếng Anh.

We are quite concerned about getting a service manual in English = chúng tôi rất lo ngại về vấn đề phải có sách hướng dẫn cách dùng và bảo trì bằng tiếng Anh.

It has to be easy to read and very clear and useful for our engineers = sách phải dễ đọc, rành mạch và giúp ích cho kỹ sư của chúng tôi.

Again, as I told you, we are preparing a translation of the Chinese manual we have now, and we expect that to be ready in a short time = một lần nữa, như đã thưa với ông, chúng tôi đang dịch từ tiếng Trung Hoa (sang tiếng Anh) sách hướng dẫn cách sử dụng và bảo trì chúng tôi hiện có, và chúng tôi phỏng chừng sách sẽ xong trong một thời gian ngắn.

- Listen to these Sentences - One of our major concerns... - One of our major concerns is the service manual - We're quite concerned... - We're quite concerned about getting a service manual in English - We expect... - We expect that to be ready in a short time - I'd like to say... - I'd like to say two weeks, but I'd have to get back to you.

To meet with = gặp; *To Feel/Felt/Felt* = cảm thấy

To respond /ri'spɒnd/ = *To answer* /'ɑ:nsə/ = trả lời, đáp ứng

I felt we could meet their concerns = tôi cảm thấy chúng tôi có thể đáp ứng được những điều họ lo ngại.

To meet the requirements = đáp ứng đúng đòi hỏi, đáp ứng được yêu cầu.

Requirement /ri'kwaiəmənt/ = điều đòi hỏi, bắt buộc, yêu cầu (n)

Need /ni:d/ = cần, nhu cầu (n, v); *To meet their needs* = đáp ứng (thỏa mãn) nhu cầu

Mr. Thornton is going to meet with his Congressman = ông Thornton sẽ gặp vị dân biểu đại diện khu ông ở.

After my meetings with Advanced Technologies, I was better prepared to respond to the concerns at Federal Motors = sau các buổi họp với công ty Advanced Technologies, tôi chuẩn bị kỹ hơn để giải đáp những mối lo ngại của công ty Federal Motors.

For example, I knew that they would want us to send some engineers to train their workers = thí dụ, họ muốn chúng tôi gửi vài kỹ sư để huấn luyện công nhân của họ.

And I knew they would want service manuals in English = và tôi biết trước họ muốn có sách hướng dẫn cách dùng và bảo trì người máy rô-bô.

To respond to their concerns = giải đáp những điều lo ngại của họ.

So you were prepared to respond to these concerns = như vậy ông đã chuẩn bị trước để giải đáp những điều họ lo ngại này.

- Interview - Mr. Blake, how did you feel about these negotiations? - After my meetings with Advanced Technologies, I was better prepared to respond to the concerns at Federal Motors. For example, I knew that they would probably want us to send some engineers - To train their workers? - Yes, exactly. And these engineers would have to be able to speak English. And I knew they would want service manuals... in English - So you were prepared to respond to these concerns - Yes, I was. I felt that we could meet their needs - Mr. Blake, thank you for talking to us today - It was a pleasure - Let's take a short break.

The service manual has to be easy to read and very clear and useful for our engineers = sách hướng dẫn cách bảo trì phải dễ hiểu, rành mạch và giúp ích cho kỹ sư của chúng tôi.

The service manual has to be easy to read, "easy to read".

We need an easy-to-read service manual.

- Questions - Listen to the question, then listen to the dialog - Has the service manual already been translated into English? - Uh, another one of our major concerns is the service manual. We're quite concerned about getting a service manual in English. It has to be easy to read and very clear and useful for our engineers - Yes, again, as I told you, we are preparing a translation of the Chinese manual we have now..... and we expect that to be ready in a short time - Has the service manual already been translated into English? - No, it hasn't. It is still being translated - Is Mr. Gomez willing to wait two or three weeks for the English service manual? - By a short time... could you give me an estimate? - Uh, I'd like to say two weeks, but I'd have to get back to you. But probably about two or three weeks - Oh, that sounds quite reasonable - Is Mr. Gomez willing to wait two or three weeks for the English service manual? - Yes, he is. He says, "That sounds quite reasonable".

A good relationship = liên hệ tốt, giao hảo

Series = một loạt [số ít và nhiều giống nhau](n)

Good negotiators want an agreement that is good for both sides = người lo thương lượng giỏi muốn có một thỏa thuận mà cả hai bên đều coi là tốt.

A win-win solution = giải pháp cả hai đều chấp nhận; *Different from* = khác với

Negotiating can be different from playing a game, where one person wins and the other person loses = thương lượng khác với trò chơi ở chỗ trong một trò chơi, một bên thắng và một bên thua.

To Win/Won/Won = thắng, được; *To Lose/Lost/Lost* = mất, thua

Try to understand what the other side needs = gắng tìm hiểu bên kia cần gì.

Find out everything that you can about the company = hãy cố gắng tìm hiểu tin tức về công ty mình thương lượng.

Get to know the people in the company = tìm hiểu nhân viên của hãng đó.

Arrive early at meetings to chat about personal matters = đến họp sớm, để nói chuyện về những vấn đề cá nhân.

To chat = *To talk informally* = nói chuyện thân mật; *Small talk* = hỏi thăm qua loa

To build trust = gây tín nhiệm; *Deadline* /'dedlain/ = hạn chót (n)

Avoid short deadlines = tránh những hạn chót quá gần

We're under deadline = chúng tôi đang làm gấp cho kịp hạn chót.

Good working relationship = sự giao thiệp (mối liên hệ) tốt trong công việc.

Relationship in Negotiations = sự giao-thiệp trong khi thương lượng.

It takes time to develop a good working relationship = phải mất nhiều thì giờ mới tạo được mối giao hảo trong công việc.

And good agreements are based on good relationships = và những thoả thuận tốt được xây dựng trên những mối giao hảo.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, we are continuing our special series on negotiating - Yes, today I'm going to talk about developing a good relationship. Good negotiators want an agreement that is good for both sides. That is sometimes called a win-win solution - So negotiating can be different from playing a game, where one person wins and the other person loses - Exactly - So, uh, how do you develop a good relationship? - Well, try to understand what the other side needs. Find out everything that you can about the company. You also should get to know the people in the company. For example, arrive early at meetings to chat about personal matters - So small talk is important - Yes, it can help to build trust. Finally, if possible, avoid short deadlines. It takes time to develop a good working relationship. And good agreements are based on good relationships - Thanks, Gary!

Unit 154

How to build trust in a negotiation = cách gây tín nhiệm trong một cuộc thương lượng

To socialize with someone = giao thiệp với người nào

Small talk is important because it helps build trust = nói chuyện qua loa ban đầu (cuộc họp) là điều quan trọng vì giúp gây tín nhiệm.

- True or False - In a negotiation, you should try to win, like in a game - False. The goal should be an agreement that will help both sides - It's a bad idea to socialize with the other side in a negotiation - False. You should try to build personal relationships.

Thomas is presenting information about Burger Town to his boss, Sophia = Thomas trình bày tin tức về công ty Burger Town cho cô Sophia là xếp của ông ta.

Their company, Metro Foods, is negotiating to buy Burger Town = công ty Metro Foods, đang thương lượng để mua công ty Burger Town.

Market /'ma:kit/ = thị trường, chợ (n); *Share* /ʃeə/ = chia sẻ (n, v)

Market share = thị phần [phần phân phối trên thị trường, tỷ lệ lượng đồ bán ra của một công ty trên toàn thị trường]

To decline /di'klain/ = giảm đi, suy sụp, khước từ; *Declining sales* = mức bán ra giảm

Declining prices = giá giảm đi; *To decline an invitation* = từ chối lời mời

Figures = *Numbers* = những con số (n)

According to these figures, the market share of Burger Town has declined twenty percent during the last three years = theo những con số này thì tỉ lệ lượng hàng bán ra của công ty Burger Town đã giảm 20 phần trăm trong ba năm qua.

It's clear that competition is increasing = rõ ràng là sự cạnh tranh gia tăng.

That has me really worried = That really worries me = I'm quite concerned about that = điều đó làm tôi thực lo ngại.

I'm especially concerned about competition from other types of fast food restaurants = tôi đặc biệt lo ngại về sự cạnh tranh của những loại nhà hàng khác bán đồ ăn liền.

Hamburgers aren't as popular as they used to be = bánh mì nhân thịt bò nghiên không còn được ưa thích như xưa.

That's definitely a concern = đó chắc chắn là một mối quan tâm.

I'm not sure that this is the right time to invest in a fast food company = tôi không chắc là bây giờ là lúc thuận tiện để đầu tư vào một công ty bán đồ ăn liền.

To invest /in'vest/ = đầu tư; *Investment* = sự đầu tư; *Investor* = người đầu tư

Burger Town does have a very high quality product = công ty Burger Town quả thật có sản phẩm hảo hạng.

Management team = nhóm quản trị (ban giám đốc); *To be scheduled* = dự định, dự trù

We're scheduled to meet with their top management team next week = theo thời biểu thì chúng ta hẹn gặp ban giám đốc của họ tuần tới.

We should get to know more about their management team before we begin negotiations = chúng ta nên tìm hiểu thêm về nhóm quản đốc của họ trước khi ta thương lượng.

On schedule = *According to schedule* = *On track* = đúng hạn

Behind schedule = trễ hạn (late); *Ahead of schedule* = trước hạn (early)

- Business Dialog - Let's listen to today's Business Dialog. Thomas is presenting information about Burger Town to his boss, Sophia. Their company, Metro Foods, is negotiating to buy Burger Town - According to these figures, the market share of Burger Town has declined twenty percent during the last three years - Yes, that has me really worried. It's clear that competition is increasing. I'm especially concerned about competition from other types of fast food restaurants - Like pizza and Mexican food? - Exactly. Hamburgers aren't as popular as they used to be - Yes, that's definitely a concern - Burger Town does have a very high quality product. I'm just not sure that this is the right time to invest in a fast food company - Well, we're scheduled to meet with their management next week - That's good. We should get to know more about their management team before we begin negotiations - Perhaps I can arrange to have lunch or dinner with someone from their team before the meeting.

That has me really worried = *Competition worries me* = điều ấy làm tôi thực lo ngại.

Competition is definitely my concern = *I'm especially concerned about competition* = tôi lo ngại vì có cạnh tranh.

This is not the right time to invest in a fast food company = *I'm just not sure that this the right time to invest in a fast food company* = bây giờ không phải là lúc thuận tiện để đầu tư vào công ty bán đồ ăn liền.

That's not a good idea = *I'm just not sure that's a good idea* = *I'm not so sure that's a good idea* = đó không phải là một ý hay.

I'm just not sure...I'm not so sure that... hay I'm not sure about that [để diễn tả một điều ta bất đồng ý một cách lịch sự]

- Focus on Functions: Expressing a concern. Listen and repeat - That has me worried - I'm especially concerned about competition - That is definitely a concern - I'm not sure that this is the right time.

How to express your concerns, and doubts = cách diễn tả sự quan tâm, và cách diễn tả sự hoài nghi

Competition has me really worried = tôi lo ngại về sự cạnh tranh.

To work towards a solution = cùng nhau tìm ra giải pháp

Toward /tə'wɔ:d/ = *Towards* = về phía, hướng về (prep)

Gary discusses how to express concerns = Gary bàn về cách diễn tả sự lo ngại.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about how to express concerns. In today's Business Dialog, Sophia and Thomas both have concerns about Burger Town. Notice their use of the expressions "That has me really worried" and "I'm especially concerned..." - According to these figures, the market share of Burger Town has declined twenty percent during the last three years - Yes, that has me really worried. It is clear that competition is increasing. I'm especially concerned about competition

from other types of fast food restaurants - Later, Sophia expresses her doubts with the words “I’m just not sure that this is the right time...” - I’m just not sure that this is the right time to invest in a fast food company - Mr. Gomez also expresses his concerns when he talks to Mr. Blake about the service manual - Uh, another one of our major concerns is the service manual. We’re quite concerned about getting a service manual in English. It has to be easy to read and very clear and useful for our engineers - One important part of any negotiation is to bring up your concerns and to understand the other person’s concerns. In this way, you can work towards a solution that will work well for both sides of the negotiation. Thanks for joining us today for Gary’s Tips. We’ll see you again next time! - Thanks, Gary!

Unit 155

We’ll sell men’s clothing = chúng tôi sẽ bán quần áo đàn ông.

Maria is going to talk about her plans for the future = Maria Alvarez về dự định sẽ mở thêm một tiệm bán quần áo trong tương lai.

A plan /plæn/ = điều dự trù, kế hoạch; *To plan* = dự tính làm gì

To plan for the future = dự tính làm các việc trong tương lai.

To sell /sel/ = bán; *Sales* /seilz/ = sự bán (n); *To wear* /weə/ = mặc

- Hi, I’m Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today’s unit is “We’ll sell men’s clothing”.

- Hi, Max - Hi, Kathy. Who’s our guest today? - Today our guest is Maria Alvarez - Oh, yes, Maria. She manages a clothing store - That’s right. And she’s going to talk to us about her plans for the future.

Store /stɔ:/ = cửa tiệm (n); *Clothing store* = tiệm bán quần áo

Men’s clothing = quần áo đàn ông; *Clothing/Clothes* (garments) = quần áo

Cloth = một mảnh vải hay lụa (n); *To Clothe/ Clad/Clad* = *To dress* = mặc quần áo

Tablecloth /'teiblklɒθ/ = khăn trải bàn (n); *Damp cloth* = khăn lau (n)

The cloth = giới thầy tu; *He’s a man of the cloth* = ông ta là thầy tu

Shirt /ʃə:t/ = áo sơ mi; *Tie* /tai/ = cà-vát (n)

Shoes = giày; *Socks* = bít-tắt, vớ (n); *Gloves* = bao tay (n)

He’s poorly clad = *He’s poorly dressed* = anh ta ăn mặc quần áo xập xệ.

To put on one’s clothes = mặc quần áo; *To take off one’s clothes* = cởi quần áo

Full-time workers = công nhân làm toàn thời gian

Part-time = bán thời gian (ít hơn 40 giờ mỗi tuần) (adj, adv)

To close = đóng cửa; ; *Closed* = đóng (adj); *To open* = mở cửa; *Open* = mở (adj)

Next month we’re going to open up a new store = tháng tới chúng tôi sẽ mở một tiệm bán quần áo mới.

The store is open during the day, but it will close at six o’clock = tiệm mở ban ngày nhưng đóng từ sáu giờ chiều.

Is the store still open now? = tiệm hiện còn mở cửa không?

Yes, we’re still open, but we’re closed at six [we will close at six] = tiệm đang mở nhưng sẽ đóng cửa lúc sáu giờ.

When I came to the store, it was closed = khi tôi tới tiệm thì tiệm đóng cửa rồi.

How’s business? = việc buôn bán ra sao?; *To manage* /'mæniɔ:/ = quản trị

A Manager /'mæniɔ:/ = quản lý, quản đốc (n); *To employ* = dùng, thuê làm việc

Employee /,emplɔi'i:/ = *Worker* /'wɜ:kə/ = công nhân (n); *Employer* = chủ nhân (n)

Fair Employment Opportunity = luật về cơ hội đồng đều đối với công nhân

We'll sell all kinds of men's clothing shirts, ties, shoes, etc = chúng tôi bán đủ các loại quần áo đàn ông sơ mi, cà-vát, giày, v.v...

There will be five full-time employees, and some part-time workers = sẽ có năm người làm toàn thời gian và vài công nhân bán thời gian.

- Interview - Our guest today is Maria Alvarez. She manages a women's clothing store in San Jose, California. How's business, Maria? - Good. Very good. In fact, next month we're going to open up a new store - A new store? What kind of store will it be? - It'll be a men's clothing store. We'll sell all kinds of men's clothing shirts, ties, shoes, etc - How many people will work in the new store? - There will be five full-time employees, and some part-time workers - Will the store be open in the evening? - No, it won't. It'll close at six o'clock - Our guest is Maria Alvarez. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Maria's company is going to open up a new store - It will be a men's clothing store - There will be five full-time employees at the store - The store won't be open in the evening - It'll close at six o'clock.

To look for = tìm; To hire = mướn, thuê; For hire = cho thuê

The store hired two new clerks for the sale = tiệm mướn thêm hai người để bán hàng.

To Sell/Sold/Sold = bán; Sale /seil/ = hàng bán ra (n)

Salesman = anh/ông bán hàng (n); Saleswoman = cô/bà bán hàng (n)

Sales rep = Sales representative = Sales person = nhân viên đại diện hãng lo về mãi dịch

During our vacation we hired a boat and went fishing = trong dịp nghỉ, chúng tôi thuê một cái tàu nhỏ để đi câu cá.

House to let = nhà cho thuê; Apartment for rent = căn hộ cho mướn

Rent a movie = thuê một cuốn phim; Rent a car = thuê xe hơi

Men's clothing = quần áo đàn ông; Women's clothing = quần áo đàn bà

Children's Clothing = quần áo trẻ em; To manage = quản trị, trông coi; Manager (n)

Someone who is good with people = một người khéo điều khiển nhân viên và bắt thiệp với khách hàng.

That makes sense = điều đó hợp lý, có ý nghĩa.

That doesn't make sense = điều đó vô lý, vô nghĩa.

Who will manage the new store? = ai lo quản lý cửa tiệm mới mở?

Maria is too busy. She can't manage two stores = Maria quá bận. Bà ấy không thể coi cả hai tiệm.

She's looking for a new manager = bà Maria đang tìm một quản lý mới.

She's looking for someone who is good with people = bà ta đang tìm người giỏi điều khiển nhân viên và bắt thiệp với khách hàng.

We're scheduled to meet their top management team next week = theo thời biểu thì tuần tới chúng ta sẽ gặp ban giám đốc của họ.

They are looking for a person to manage the new store = họ đang tìm một người làm quản lý cho cửa tiệm mới mở.

We'll have to hire a manager = chúng tôi sẽ phải mướn một quản lý.

We want someone who is good with people = chúng tôi muốn mướn người khéo giao thiệp với nhân viên và bắt thiệp với khách hàng

- Interview - Our guest today is Maria Alvarez. She's talking about a new men's clothing store that is going to open next month. Who will manage the new store? Will you? - No, I won't. I'm too busy. I can't manage two stores. We'll have to hire a manager - What kind of person will you hire? - We're looking for someone who knows a lot about men's clothing. And we want someone who is good with people - That makes sense. Let's take a short break. This is New Dynamic English.

Relative pronoun = liên đại danh từ (đại từ quan hệ)

She's talking about a store that is going to open next week = bà ta nói về một cửa tiệm sắp mở tuần tới.

They are looking for someone who is good with people = họ đang kiếm người khéo điều khiển nhân viên và bắt thiệp với khách hàng.

He was a bold man that first ate an oyster = người đầu tiên ăn sò sống hẳn phải là một người khá bạo.

Maria is the one who hires a new manager for her new store = Maria là người muốn thêm một quản lý cho cửa tiệm mới mở của bà ta.

The book which (that) I was reading has disappeared = cuốn sách tôi đang đọc bị ai lấy đi.

She is the girl who won the award = cô ta là người trúng giải thưởng.

“Who” thay cho người

“Which” thay cho vật hay điều gì (không phải là người)

“That” thay cho which hay who (“that” thay cho cả vật và người)

This is the dog that (which) was lost = đây là con chó bị lạc; To look for = tìm, kiếm

They are looking for someone who knows a lot about men’s clothing = họ đang tìm người biết rành về quần áo đàn ông.

- Listen and Repeat - Maria is talking about a store. She’s talking about a store that is going to open next month - They are looking for someone. They are looking for someone who knows a lot about men’s clothing - They want someone. They want someone who is good with people.

Unit 156

*Will you open stores in other states? = bạn sẽ mở thêm các tiệm nữa ở các bang khác không?
They may open some other stores in the future = có thể họ sẽ mở thêm các tiệm mới trong tương lai.*

Maria is talking about a new store that is going to open next month = Maria sẽ nói về một tiệm hàng sẽ mở vào tháng sau.

Children’s clothing store = tiệm bán quần áo trẻ em.

But I’m not sure = nhưng tôi không chắc; I don’t think so = tôi không nghĩ như vậy.

May/Might = có thể; It may rain = trời có thể mưa; Perhaps /pə'hæps/ = có lẽ (adv)

We may open a children’s clothing store, but I’m not sure. = chúng tôi có thể mở một tiệm bán quần áo trẻ em, nhưng tôi không chắc.

- Interview - Our guest today is Maria Alvarez. She’s talking about a new store that is going to open next month. Maria, do you think you’ll open other stores in the future? - We may open a children’s clothing store, but I’m not sure. Or perhaps we’ll open another women’s clothing store - Will you open stores in other states? - I don’t think so. We probably won’t open any stores outside of California - Our guest is Maria Alvarez. We’ll talk more after our break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - Are they going to open a children’s clothing store? - They may open a children’s clothing store, but they’re not sure - Will they open stores in other states? - Probably not. They probably won’t open any stores outside of California.

In the Dorm (Dormitory) = trong ký túc xá

Will he let you borrow his car? = anh ta có để cho cô mượn xe của anh ta không?

They’ll invite Nancy’s brother to come with them = họ tính mời anh của Nancy cùng đi.

- Daily Dialogue: In a Dorm Room, part 3. Listen to the conversation - I really want to go somewhere, Nancy - How about Yosemite? It’s beautiful there - But I don’t want to go alone! - OK, Susan. I’ll go with you! - But I don’t have any money - That’s OK. I’ll pay! - How will we get there? - I’ll borrow my brother’s car! - Wait a minute! Will he let you borrow his car? - Oh, I don’t know. Uh, probably not - I know! We’ll bring your brother with us! - Listen and repeat.

Wear /weə/ = mặc, mòn (n)

To Wear/Wore/Worn = mặc, bận, đội, đeo, đi, để, mòn, mệt

Sportswear = quần áo thể thao; *For summer wear* = để mặc vào mùa hè

Sleepwear = *Nightclothes* = quần áo ngủ; *Beachwear* = quần áo đi biển

Underwear /'ʌndəweə/ = quần áo lót (n)

There's some wear left in these tires = bánh xe này chưa quá mòn, còn đi được.

To wear jewelry = đeo nữ trang; *To wear a gun* = đeo súng

To wear a smile = nở một nụ cười; *To wear dentures* = mang răng giả

To wear one's hair long = để tóc dài.

My shoes have begun to wear = giày tôi đi bắt đầu mòn.

This sweater has worn thin at the elbows = cái áo len này mòn ở hai khuỷu tay.

My patience is wearing thin = *My patience is beginning to wear out* = tôi không còn kiên nhẫn.

The long wait wore everyone out = chờ lâu nên ai cũng mệt; *Wear and tear* = hư vì dùng lâu

The United Nations Secretary General's residence, built in 1921, will be renovated since it shows signs of wear and tear in the reception areas = tư dinh của Tổng Thư Ký Liên Hiệp Quốc (ở New York), xây từ năm 1921, sẽ được tân trang lại vì có nhiều chỗ bị hư ở phòng tiếp khách.

- Question of the week! - It's Question of the Week time once again. We'll have the answers on our next show. Today I'm going to ask questions about clothing. First question: What is it? You wear it on your head. You wear it on your head. What is it? Question number two: You wear them on your feet. You wear them on your feet. What are they? Question number three: You wear them on your hands. You wear them on your hands. What are they? Tune in next time for the answers to Question of the Week.

- A Question for You - What new stores will open in your city this year? - OK. Great!

Nightclub /'naitklʌb/ = hộp đêm; *To rock* = lắc, đu đưa

Rock /rɒk/ = cục đá, phiến đá, nhạc rock, nhạc trẻ (n)

Jazz /dʒæz/ = nhạc Jazz, nhạc Mỹ từ nhạc ragtime và nhạc blues (n)

Between a rock and a hard place = bị lâm vào hai cảnh éo le, tiến thoái lưỡng nan.

Rock concert = buổi nghe nhạc rock; *On the rocks* = uống rượu whisky chỉ pha đá cục thôi.

Their marriage has been on the rocks = cuộc tình duyên của họ sắp bị đổ vỡ.

Their marriage has worn well = cuộc tình duyên của họ rất đầm thắm.

Rock-bottom prices = giá thấp nhất; *Prices have reached rock-bottom* = giá xuống thấp nhất.

Rock a baby to sleep = đu đưa nôi dỗ cho em bé ngủ.

***Don't rock the boat* = đừng làm thuyền trôi trành [nghĩa bóng: tình trạng đang yên, đừng gây chuyện rắc rối] (idm)**

A live band = ban nhạc sống (có ca sĩ và nhạc sĩ chứ không phải chỉ thu băng.)

The concert will be broadcast live = buổi hòa nhạc sẽ được truyền thanh/hình trực tiếp.

Yard work /jɑ:d wɜ:k/ = việc làm vườn (n)

What's up? = *What's happening?* = có chuyện gì lạ không? [cũng dùng lời chào thân mật]

Usual /'ju:ʒəl/ = thông thường, thường dùng (adj)

Usually = theo cách thông thường, thường thường (adv)

Unusual = khác thường, đáng chú ý, đặc sắc (adj)

Unusually = cực kỳ, khác thường (adv)

The usual = như thường lệ; *To rent a movie* = thuê một cuốn phim

Thanks anyway = dù sao cũng cảm ơn bạn.

- OK... and we're off the air - Wow! It's almost the weekend. I can't wait! - What's up? - I'm going to meet some of my friends at a nightclub. We're going to listen to a live band, with a singer - What kind of music do they play? - They play jazz - That sounds nice. I like jazz - I'm looking forward to it. What are you doing this weekend, Max? - Oh, the usual. Do a little yard work. Maybe we'll rent a movie. On Sunday afternoon we may go to a rock concert with John.

Maybe you'd like to come too? - Hi, Elizabeth. Would you like to go to a rock concert this weekend? - Uh, sorry, I'm, uh, busy this weekend. But thanks anyway. Oh! It's time to start my show - Quiet, please. Ready for Functioning in Business. Cue Music.

Unit 157

Training = huấn luyện (n); *Service manual* = sách hướng dẫn sửa chữa

Scheduling = hoạch định và theo dõi công việc trên thời biểu (n)

Scheduler = nhân viên lo xếp đặt và theo dõi công tác trên thời biểu (n)

To schedule /'ʃkɛdju:l/ = dự làm gì vào ngày giờ đã định trong bảng giờ giấc

Schedule = thời biểu (n); *According to schedule* = *As planned* = như đã dự trù

To be ahead of schedule = *Early* /'ɜ:li/ = sớm hơn dự trù

Behind schedule = *Late* /leɪt/ = trễ hơn dự trù

On schedule = *On time* = *On track* = đúng dự trù

To work on a tight schedule = làm việc theo một thời biểu chặt chẽ

Can you fit me into your schedule next week? = xin cho tôi gặp bạn tuần tới được không?

The plane is scheduled to arrive at 2:00 p.m. = theo thời biểu, máy bay tới lúc 2 giờ xế chiều.

The factory is scheduled to complete next September = *The factory is on track for completion next September* = tháng chín năm tới thì nhà máy được dự trù sẽ xây xong.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Negotiations, part 3".

- Interview - Today, we are talking again to Mr. David Gomez from his office in New York. Hello, Mr. Gomez - Hello. It's nice to talk to you again - We're listening to your conversation with Mr. Blake. You were discussing training and the service manual. And then you talked about scheduling. Yes - Let's listen to that part of the conversation.

To install /in'stɔ:l/ = *To set up* /'setʌp/ = ráp, đặt, thiết lập

Installation = sự đặt, ráp máy (n); *Deadline* /'dedlɪn/ = hạn chót (n)

Pressure /'preʃə/ = áp lực, sức ép, áp suất (n); *To pressure* = gây áp lực, gây sức ép

Deadline pressure = bị áp lực phải làm gấp cho kịp hạn chót

Get them operating = cho máy chạy; *A fair amount of time* = một khoảng thời gian khá lâu

The robots need to be installed by January first = người máy tự động cần phải được ráp xong trước mùng một tháng giêng tây.

Can you finish the work by tomorrow? = đến mai thì có làm xong việc này không?

They should be here by now = giờ này lẽ ra họ phải tới rồi.

We have until January first to install these machines = chúng tôi có thì giờ từ nay đến đầu tháng giêng để đặt những bộ máy này.

My office just installed a brand-new computer system = văn phòng của tôi vừa đặt một hệ thống máy vi tính mới tinh.

We have until January first to install these machines, and get them operating, so we're under no deadline pressure here = chúng tôi có thì giờ từ nay đến mùng một tháng giêng tây để đặt những máy này và cho máy chạy, nên chúng tôi không bị áp lực phải làm gấp cho kịp hạn chót.

- Dialog - Yes, again, as I told you, we are preparing a translation of the Chinese manual we have now... and we expect that to be ready in a short time - By a short time ... could you give me an estimate? - Uh, I'd like to say two weeks, but I'd have to get back to you - But probably about two or three weeks - Oh, that sounds quite reasonable. As you know, we have until January first to install these machines and get them operating ... so we're under no deadline pressure here - Okay, well, that gives us a fair amount of time to work with - Plenty of time. That sounds good, Mr. Blake.

We have until January first to install these machines, hay These machines don't have to be installed until January first = chúng tôi có từ nay đến mùng một tháng giêng để thiết kế những máy móc này

Deadline pressure = tình trạng bị hối thúc phải làm gấp cho kịp hạn chót.

We have good deal of time = We have a large amount of time = We have plenty of time = We have a lot of time = chúng ta còn nhiều thì giờ.

A good deal of = A large mount of = một lượng lớn; A good deal of money = một số tiền lớn

- Variations. Listen to these variations - We have until January first to install these machines - These machines don't have to be installed until January first - We're under no deadline pressure - We don't have any deadline pressure - That gives us a fair amount of time - We have a good deal of time.

Mr. Blake had more than 6 months to install the robots, so he had plenty of time to set up the machines, he had a good deal of time = ông Blake có hơn sáu tháng để thiết lập người máy tự động, nên ông có nhiều thì giờ.

He was not under any deadline pressure = ông không bị áp lực phải làm gấp cho kịp thời hạn chót.

The robots didn't need to go into operation until January first = mãi đến mùng 1 tháng giêng thì người máy tự động mới cần phải ráp cho chạy.

He was well prepared this time = lần này ông chuẩn bị kỹ càng

Concerns = những điều lo ngại (n); That was very reassuring = như vậy thật yên tâm

Reporters often work under deadline presssure = phóng viên thường phải làm việc gấp cho kịp hạn hót.

- Interview - This conversation took place in June of last year - Yes, that's right - So Mr. Blake had more than six months to install the new robots - Yes, the robots didn't need to go into operation until January first. So there really wasn't any deadline pressure. I think that Charles--that is, Mr. Blake--was very well prepared for all of our concerns. That was very reassuring - Mr. Gomez, thank you for talking with us today - My pleasure - Let's take a short break.

What is the deadline for the installation of the robots? = hạn chót phải đặt xong người máy tự động là lúc nào?

They need to be installed by January first = người máy tự động cần phải được thiết lập (ráp) xong trước mùng 1 tháng giêng.

- Questions. Listen to the question, then listen to the dialog - What is the deadline for the installation of the robots? - As you know, we have until January first to install these machines and get them operating ...- What is the deadline for the installation of the robots? - They need to be installed by January first - Listen to the question, then listen to the dialog - Are they under a lot of deadline pressure? - As you know, we have until January first to install these machines and get them operating .. so we're under no deadline pressure here - Okay, well, that gives us a fair amount of time to work with - Plenty of time. That sounds good, Mr. Blake - Are they under a lot of deadline pressure? - No, they aren't. They have plenty of time to install the robots.

They have just installed a brand-new computer system = họ mới đặt một hệ thống máy vi tính mới tinh.

Newspaper reporters often work under a lot of deadline pressure = phóng viên nhật báo thường phải làm việc gấp cho kịp hạn chót.

By /bai/ = Not later than = trước (prep)

We will start our trip at 7 o'clock tomorrow morning. You'd better be here by then or we'll leave without you = mai chúng tôi sẽ đi lúc 7 giờ sáng. Bạn phải đến trước 7 giờ, nếu không thì sẽ bị bỏ lại.

Unit 158

Reason = lý do (n); *Reasonable* = hợp lý (adj)

That sounds reasonable = điều đó hữu lý

A solution = giải pháp, câu giải đáp; *To solve* = giải quyết

To solve a problem = giải quyết một vấn đề khó khăn

A position = lập trường, ý, quan điểm, điều mình chọn

When we negotiate, it is helpful to understand the reasons behind the other person's position = tìm hiểu lý do đằng sau lập trường của phe mà mình thương lượng giúp ta tìm ra thỏa thuận.

The reasons behind the other person's position = lý do tại sao người kia giữ một lập trường.

Seafood restaurant = nhà hàng bán đồ biển; *Italian restaurant* = nhà hàng bán đồ ăn kiểu Ý
Spaghetti = bún có thịt viên và sốt cà chua; *Pizza* = bánh mì mỏng nướng, ở trên mặt có nhân thịt, phô mát, nấm, dứa thái mỏng, v.v...

Shrimp /'ʃrɪmp/ = tôm (n); *Lobster* /'lɒbstə/ = tôm hùm (n)

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 chúng ta muốn có thể khác nhau, nhưng một khi ta hiểu tại sao ta muốn điều đó, ta dễ tìm ra giải pháp hai bên đồng thuận.

Closer to + V-ing; *Close* /klaʊz/ = gần (adj); *To close* /klaʊz/ = đóng

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton - 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 - Can you give me an example? - 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 - Yes, we want to go to different restaurants - 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 - 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 - That's right. What we wanted was different, but once we understand why we wanted it, we were closer to finding a solution - Thanks, Gary! That was really interesting.

In a negotiation, what someone wants and why they want it are both important = trong cuộc thương lượng, điều một người muốn và lý do người ta muốn đều quan trọng.

In a negotiation, what someone wants, and why he or she wants it are both important.

In a negotiation, what people want, and why they want it are both important."

- True or False - In a negotiation, what someone wants and why they want it are both important - True. If you understand the reasons behind the other person's position, you can help everyone get what they want.

Steering wheel /'stiəriŋwi:l/ = vô lăng, tay lái (n)

Power steering = tay lái (vô-lăng) nhẹ, tự động trở về vị trí cũ

Sales = thuộc về mại vụ (n); *Salespeople* = nhân viên mại vụ (n)

Sales representative = nhân viên bán hàng (n); *Four-door* = có bốn cửa

Power brakes = bàn đạp thắng có ống tăng sức, khiến chân đạp thắng nhẹ.

Dependability /di,pendə'biliti/ = sự đáng tin cậy (n)

Dependable /di'pendəbl/ = đáng tin cậy (adj); *Durable* /'djuərəbl/ = bền, xài lâu (adj)

Cost = *Price* = giá (n); *Extras* = *Optionals* = những món thêm vào (n)

GPS = *Global Positioning System*, hệ thống định vị trí toàn cầu [bản đồ chỉ đường tự động]

I have to be honest with you.. = xin thưa thật với ông/bà là...

A four-door car = xe bốn cửa; *A two-door sedan* = xe nhà hai cửa

Hatchback /'hætʃbæk/ = xe có cửa sau đuôi (n); *Truck* = xe vận tải, xe chở hàng (n)

Economy cars = Small cars = Compact cars = xe nhỏ, tiết kiệm [Ford Focus, Honda Civic]

Mid-size cars = xe cỡ vừa, trung bình [Honda Accord, Toyota Camry, Ford Taurus]

Luxury cars = xe loại sang [Lexus, Acura, Infinity, Mercedes, Cadillac]

Air-conditioning = máy lạnh; AM/FM radio = ra-đi-ô AM/FM

We'd like to reduce our inventory /'inventəri/ = chúng tôi muốn giảm số xe tồn kho.

Hippo Records wants to buy ten cars for their sales people = Hippo Records muốn mua mười chiếc xe cho nhân viên mỗi dịch của hãng.

- Business Dialog - 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 - 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 - 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 - 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 - 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 - 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 - Well... in that case, I might be interested.

To reiterate /ri:'itəreit/ = To repeat /ri'pi:t/ = lặp lại

Reiterating = Repeat something said = lặp lại điều đã nói

Let me say once again... = xin cho tôi nhắc lại một lần nữa là...

As I've told you... = như tôi đã nói với ông... ; Model = kiểu, mẫu (n)

- Focus on Functions: Reiterating - Listen to these expressions - Let me say once again. Let me say once again, we can sell you our mid-size model - As I've said several times before. As I've said several times before, we want an economy car - As I've told you. As I've told you, we are selling the cars at a very low price!

As I said several times before... = như tôi đã nhiều lần thưa với ông/bà là...

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 chạy tốt hơn xe loại nhỏ, và chúng tôi hiện bán với giá rất hạ.

In addition, we have a large supply, and we'd like to reduce our inventory = hơn nữa, 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 muốn mua 10 chiếc xe, tôi sẵn lòng giảm giá nữa.

Dependability /di,pendə'biliti/ = bền (n); Low cost = giá hạ

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 đến một thỏa thuận mà mỗi quan tâm của cả hai bên đều được đáp ứng.

A win-win solution = giải pháp cả hai đều chấp nhận

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - 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 - 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 - Mr. Cohen doesn't want to buy a mid-sized car. He reminds Ms. Smith of what he said earlier - As I've said several times before, we want an economy car - Mr. Cohen, I understand your position. But as I've told you, we are selling the mid-size cars at a very low price! - 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 - 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 - Well... in that case, I might be interested - 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 - Thanks Gary!

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

Unit 159

Will = sẽ [chỉ tương lai]

Can = có thể [những sự khả hữu, việc có thể xảy ra trong tương lai]

Farmers and water pollution = trại chủ và ô nhiễm trong nước

Possibility/Possibilities = sự có thể, sự khả hữu; An expert = một chuyên gia, chuyên viên

This program will focus on "will" and "can" to talk about possibilities in the future = bài học hôm nay cũng chú trọng vào cách dùng trợ động từ "will" và động từ "can" để nói về những sự khả hữu, việc có thể xảy ra trong tương lai.

To pollute /pə'lu:t/ = To contaminate /kən'tæmineit/ = gây ô nhiễm

Pollution /pə'lu:ʃən/ = sự ô nhiễm (n); Pollutant /pə'lu:tənt/ = chất gây ô nhiễm (n)

Waste from factories pollutes rivers = chất bã thải từ xưởng máy làm ô nhiễm sông ngòi.

Polluted water is unfit to drink = nước bị ô nhiễm không uống được.

Exhaust fumes from cars are pollutants = khói xe hơi là chất gây ô nhiễm.

She's an expert on pollution and the environment = bà ta là một chuyên gia về ô nhiễm và môi sinh.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "Farmers and water pollution".

- Hi, Max - Hi, Kathy. Who's our guest today? - Today's guest is Ellen Williams - Oh, yes, Ellen. She's an expert on pollution and the environment - That's right. She's going to talk to us today about water pollution - Great.

To cause /kɔ:z/ = gây nên; Cause = nguyên nhân (n)

The biggest cause = nguyên nhân lớn nhất

Pesticides = thuốc trừ sâu bọ hay chuột làm hại hoa màu

Pest /pest/ = vật hay sâu làm hại hoa màu (n); To cide /said/ = To kill /kil/ = giết

Water pollution = ô nhiễm trong nước; Air pollution = ô nhiễm trong không khí

Ground pollution = ô nhiễm trên mặt đất

Factory/Factories = nhà máy; A farm = trại chăn nuôi hay trồng trọt

To farm /fɑ:m/ = làm trại; Farming = việc làm trại (n); Farmer = chủ trại (n)

Farming is the biggest cause of water pollution in the United States = việc làm trại chăn nuôi hay trồng hoa màu là nguyên nhân lớn nhất gây nên ô nhiễm ở Hoa Kỳ.

Most farmers use pesticides to kill insects = hầu hết các trại chủ dùng thuốc trừ sâu bọ để giết sâu bọ.

Ellen Williams talks about how farming can cause water pollution = Ellen nói bằng cách nào mà việc làm trại (chăn nuôi và trồng trọt) có thể gây ô nhiễm trong nước.

If these pesticides get into our water, they can cause water pollution = nếu những thuốc trừ sâu bọ tan vào nước ta dùng thì có thể gây nên ô nhiễm trong nước.

Pesticides can cause health problems = thuốc trừ sâu bọ có thể gây bệnh tật.

- Interview - Our guest today is Ellen Williams. Hello, Ellen - Nice to see you again, Kathy - You're going to talk to us today about water pollution - Yes. Do you know the biggest cause of water pollution in the United States? - Is it... factories? - No, it isn't. It's farming - Farming? - Yes. Farming is the biggest cause of water pollution in the United States - How does farming cause water pollution? - Most farmers use pesticides to kill insects. If these pesticides get into our water, they can cause water pollution. Water pollution can cause health problems - That's really true. Our guest is Ellen Williams. We'll talk more after our break. This is New Dynamic English.

Health /helθ/ = sức khỏe (n)

Problem /'prɒbləm/ = vấn đề (n); Health problems = vấn đề về sức khỏe

Water pollution can cause health problems = ô nhiễm trong nước có thể gây nên bệnh tật.

- Listen and Repeat - Most farmers use pesticides to kill insects - If these pesticides get into our water, they can cause water pollution - Water pollution can cause health problems.

How can farmers stop water pollution? = chủ trại có thể chặn đứng sự ô nhiễm trong nước bằng cách nào?

To stop /stɒp/ = chặn đứng; Natural /'nætʃrəl/ = tự nhiên, thiên nhiên (adj)

Natural product = sản phẩm tự nhiên; To destroy /dis'trɔɪ/ = phá hoại

Few /fju:/ = ít (adj); Fewer = ít hơn; To control /kən'trəʊl/ = kiểm soát, kiểm chế

First of all, they can use fewer pesticides = trước hết, chủ trại có thể dùng ít thuốc trừ sâu bọ hơn.

One way is to use natural products = một cách là họ có thể dùng sản phẩm tự nhiên.

If farmers don't use pesticides, won't insects destroy their crops? = nếu trại chủ không dùng thuốc trừ sâu bọ thì sâu bọ sẽ huỷ hoại mùa màng thì sao?

There are other ways to control insects = có những cách khác để kiểm chế sâu bọ, côn trùng.

Natural products will kill insects but they won't hurt people = sản phẩm tự nhiên giết sâu bọ nhưng không gây nguy hiểm cho người.

To prevent = phòng ngừa [một chuyện chưa nhưng có thể xảy ra]

To stop = chặn đứng [một chuyện đang xảy ra]

To prevent something from happening = ngừa không cho xảy ra

Prevent a disease from spreading = ngừa không cho bệnh lan truyền

Prevention is better than cure = phòng bệnh hơn chữa bệnh.

Preventive medicine = ngành y khoa phòng ngừa; Stop talking! = đừng nói nữa!

- Interview - Our guest today is Ellen Williams. She's talking about farmers and water pollution. How can farmers stop water pollution? - First of all, they can use fewer pesticides - But if farmers don't use pesticides, won't insects destroy their crops? - Maybe, but there are other ways to control insects. One way is to use natural products. These products will kill insects but they won't hurt people - I think I understand. Our guest is Ellen Williams. We'll talk more after our break. This is New Dynamic English.

Natural products will hurt insects; Natural products won't hurt people.

Natural products will hurt insects, but they won't hurt people.

- Listen and Repeat - Natural products will hurt insects - Natural products won't hurt people - Natural products will hurt insects but they won't hurt people.

Organic /ɔ:'gænik/ = hữu cơ (adj); Organic food = thực phẩm hữu cơ

Organic fruits and vegetables taste much better than other fruits and vegetables = trái cây và rau không dùng phân bón hay thuốc trừ sâu bằng hoá chất thì có vị ngon hơn trái cây và rau khác.

To taste /teɪst/ = có vị, nếm; Taste = vị (n); [To taste + adj]

This orange tastes sour = It has a sour taste = quả cam này chua.

This wine tastes bitter = This wine has a bitter taste = rượu vang này có vị chát.

Add salt to taste = nêm muối ít hay nhiều cho vừa ăn

She has excellent taste in clothes = She dresses in very good clothes = bà ta mặc quần áo rất sang.

If you have a bad cold, you cannot taste anything = nếu bị cảm thì miệng nhạt nhẽo.

Mother tasted the soup to see whether she had put enough salt in it = mẹ nếm súp để xem bỏ muối vừa chưa.

Leave a bad taste in the mouth = lợm giọng (idm)

I won't buy food from farmers who use pesticides = tôi sẽ không mua thực phẩm của trại chủ dùng thuốc trừ sâu bọ bằng hoá chất.

Organic food is better for my health and for my children's health = thực phẩm hữu cơ có lợi cho sức khỏe của tôi và các con tôi.

- Telephone - Now it's time for a phone call. Hello. You're on the air with New Dynamic English - My name is Margo. I'm from Sacramento, California. I don't buy food from farmers who use pesticides - So you'll only eat organic food, food without pesticides? - That's right. Organic food is better for my health and for my children's health. And organic fruits and vegetables taste much better than other fruits and vegetables - Thank you, Margo, for your opinion. And thank you, Ellen, for being our guest today - Thank you, Kathy.

We can get organic food at farmers' markets = ta có thể mua thực phẩm hữu cơ ở chợ của các trại chủ.

Organic fruits and vegetables taste better, but they cost more = trái cây và rau không bón bằng hoá chất có vị ngon hơn, nhưng đắt hơn.

Unit 160

Environment /in'vaiərənmənt/ = môi sinh (n)

Environmental Protection Agency = EPA = cơ quan bảo vệ môi sinh.

- Listen and Answer. Listen for the bell, then say your answer - Can farming cause water pollution? - Yes, it can. Farmers use pesticides which can cause water pollution - Can farmers control insects with natural products? - Yes, they can. These products will kill insects but they won't hurt people.

A young man and young woman are saying good-bye at an airport = một thanh niên và một thiếu nữ nói lời tạm biệt trước khi chia tay ở phi trường

Saying good-bye = nói những lời tạm biệt; I'll miss you = em sẽ nhớ anh.

I can't wait to read your letter = em nóng lòng muốn đọc thư của anh.

I'll write to you every day = anh sẽ viết thư cho em mỗi ngày.

Airport announcements = thông báo trên loa phóng thanh ở phi trường

- Daily Dialogue: Saying Good-bye, part 1. Listen to the conversation - I'm sorry. I have to leave, Sandra - I'm sorry too, Bill. I'll miss you - I'll write to you every day - I can't wait to read your letters.

- Listen and Repeat - I'm sorry I have to leave, Sandra - I'm sorry too, Bill. I'll miss you - I'll write to you every day - I can't wait to read your letters.

Jewel /'dʒu:əl/ = đá quý [ngọc hay kim cương]

Jewelry /'dʒ:əlri/ = Jewellery = đồ trang sức, đồ kim hoàn

Jeweler = Jeweller = người bán hay làm đồ trang sức (n)

A hat = mũ, nón; A shoe = giày; A pair of shoes = một đôi giày

A sock /sɒk/ = vớ, tất; A pair of socks = một đôi vớ

Rings aren't clothing = nhẫn không phải là quần áo.

- Question of the week! - It's Question of the week time once again, Kathy. Are you ready to play? - Yes, I am! - O.K...today, I'm going to ask questions about clothing - OK - All right...here we go with the first question: You wear it on your head. What is it? - I wear it on my head? Is it... a hat? - You're absolutely right. It's a hat! O.K.. Ready for the next question? - Ready! - Question

number two: You wear them on your feet. What are they? - I wear them on my feet? That's easy! Oh... wait. We wear two things on our feet: shoes.... and socks - You're right. There are two answers: shoes and socks! How about one more question? - All right - Last question: You wear them on your hands. What are they? - Uh.... rings! I wear rings on my hands - Remember, Kathy, it has to be clothing. Rings aren't clothing. They're jewelry - OK. Then..., gloves. We wear gloves on our hands! - That's right...we wear gloves on our hands. Thank you for playing, Kathy - It was fun.

- A Question for You - Do you buy organic fruits and vegetables? - Hmmm..OK.

A backyard barbecue = nướng thịt trên vỉ than ở sân sau nhà

To barbecue /'bɑ:bikju:/ = To bar-b-que = nướng thức ăn ngoài trời

Chance /tʃɑ:ns/ = dịp (n); I didn't have a chance to ask = tôi đã không có dịp hỏi bạn.

Hamburger /'hæmbə:gə/ = thịt bò nghiền (n); Potato salad = món xà lách có khoai tây luộc

Mayonnaise /,meiə'neiz/ = dầu xà lách (n); Mustard = xốt hột cải mù tạt (n)

Hot dogs = dùi heo hay bò nướng, kẹp giữa bánh mì mềm (roll)

Pickle /'pikəl/ = dưa chuột muối (n); Relish = dưa chuột thái nhỏ ngâm dấm đường (n)

Ketchup /'ketʃəp/ = xốt cà chua; Vegetable garden = vườn rau

Garden vegetable = rau trồng ở vườn nhà; Time to get started = tới giờ bắt đầu.

- OK... and we're off the air - Thanks, Larry. So, Kathy, I didn't have a chance to ask. How was your weekend? - It was great. On Saturday, I went shopping. And on Sunday, I went to a barbecue - That sounds nice. It was a beautiful day - Yes, it was. We had a great barbecue: We cooked hamburgers and hot dogs. And we had potato salad, and some beer. And some ice cream for dessert - Was this at your place, Kathy? - Oh, no. This was at my friend Julie's place. She has a big backyard and her own vegetable garden - That sounds great - Hi, Max, Kathy. Hello, Larry. Well, I guess it's time to get started - OK. See you later - Alri-i-i-ght. Ready for Functioning in Business. Cue Music.

Information = tin tức [luôn luôn ở số ít, không có s] (n); Much information = nhiều tin tức
Your hotel reservation has been confirmed = việc dành phòng trước ở khách sạn của bạn đã được xác nhận.

Mr. Gomez also wanted to have information on the performance of the robots from other companies = ông Gomez cũng muốn có tin tức về thành tích của người máy tự động do những công ty khác đã dùng.

Performance records = thành tích về hiệu năng (tường trình về máy chạy có tốt hay không)

To record /ri'kɔ:d/ = ghi lại; A record /'rekɔ:d/ = biên bản, thành tích, kỷ lục, đĩa hát

The secretary recorded the vote = người thư ký ghi biên bản cuộc bầu phiếu.

The vote result will be kept as company record = kết quả bỏ phiếu sẽ giữ làm văn kiện của công ty.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Negotiations, part 4". This program focuses on Confirming Information.

- Interview - Today, we are talking again to Charles Blake. Hello, Mr. Blake - Hello. It's good to be on the show again - We're listening again to your conversation with Mr. Gomez. Mr. Gomez asked you a number of questions about training and manuals - Uh, hmm. Yes. He also wanted some information from other companies... from companies that had used our robots - Let's listen to that conversation.

Unit 161

To perform /pə'fɔ:m/ = thi hành, trình diễn, biểu diễn; Performing /pə'fɔ:mɪŋ/ (adj)

Performance /pə'fɔ:məns/ = người biểu diễn thành tích, sự thực hiện, thành tích (n)

Performance records = thành tích về máy rô-bô; *To perform a task* = làm một công việc
Are you satisfied with the performance of your new car? = xe mới bạn chạy có tốt không?
It's a good performer on hilly terrain = xe chạy rất tốt trên vùng đồi.

One should perform one's duties = ta phải thi hành nhiệm vụ của mình.

The musicians performed admirably = các nhạc sĩ trình diễn một cách tuyệt vời.

Performing arts = nghệ thuật trình diễn như kịch hay nhạc.

To get them off to me = *To send them to me* = gửi cho tôi; *Client* = thân chủ (n)

He wanted some information from other companies that had used the robots = ông ta muốn biết tin tức của những công ty đã dùng rô-bô này.

That shouldn't be a problem = điều đó không khó, không thành vấn đề. *Can you make sure that my car is repaired by tomorrow?* = ông có thể lo cho chắc là mai xe tôi sẽ sửa xong không?

I'll see to it myself = *I'll make sure that will be done properly* = chính tôi sẽ lo chuyện đó.

To see to it = *To take care* = *To make sure* = săn sóc, lo cho chắc sẽ hoàn tất

I'll see to it = *I'll arrange that* = tôi sẽ lo chuyện đó

Could you get those off to me within a few weeks? = *Could you send me these performance records within a few weeks* = có thể gửi cho tôi thành tích về hiệu năng của máy rô-bô trong vòng vài tuần không?

- Dialog - Mr. Gomez asks Mr. Blake to send performance records for the robots - Uh, another concern is your performance record in Asia with these machines - Why don't I send you some reports on our performance ...on the performance of the robots in some Japanese and Korean companies who are also our clients. And I'm sure you'll be quite pleased with what you see - Okay, great. Could you get those off to me within a few weeks? - Sure. That shouldn't be a problem. In fact, as soon as I get back to Beijing, I'll see to it.

Why don't I... = *If you like...* = nếu ông muốn...

Get those records off to me = *Send those records to me*, gửi những bản thành tích về hiệu năng cho tôi.

I'll see to it = *I'll arrange it* = *I'll make sure that you have them* = tôi sẽ lo chuyện đó (sẽ gửi báo cáo thành tích về hiệu năng người máy điện tử)

That shouldn't be a problem = *That won't be a problem* = chuyện đó không khó.

- Variations. Listen to these variations - Why don't I send you some reports? - If you'd like, I'll send you some reports - Could you get those off to me? - Could you send them to me? - That shouldn't be a problem - That won't be a problem - I'll see to it - I'll arrange it.

To contact /'kɒntækt/ = *To get in touch with* = liên lạc với; *To check* /tʃek/ = kiểm lại

I needed to contact my head office in Beijing = *I needed to call, or write, my main office in Beijing* = tôi phải gọi cho văn phòng chính của tôi ở Bắc kinh.

I wanted to check on our English-language training program = tôi phải kiểm lại xem chương trình huấn luyện Anh ngữ của chúng tôi.

Technicians = các nhân viên kỹ thuật (n); *Technical processes* = tiến trình kỹ thuật

Our technicians would need to be able to explain technical processes in clear English = nhân viên kỹ thuật của chúng tôi cần phải biết cách giảng giải những tiến trình kỹ thuật bằng tiếng Anh dễ hiểu.

Clear English = *Layman's English* = tiếng Anh dễ hiểu

Layman /'leimæn/ = người không chuyên môn (n); *To keep a promise* = giữ lời hứa

- Interview - Mr. Blake, what did you plan to do next? - Well, I needed to contact my head office in Beijing. I had to make sure that the training manuals would be ready in time. And I wanted to check on our English-language training program. Our technicians would need to be able to explain technical processes in clear English. I wanted to be sure that I could keep all of my promises to Mr. Gomez - I see. Mr. Blake, thank you for talking to us today - Let's take a short break.

Another concern is your performance record in Asia with these machine = một mối quan tâm nữa là thành tích về hiệu năng của những máy rô-bô này ở Á châu.

I'm sure you'll be quite pleased with what you see = tôi chắc ông sẽ rất hài lòng khi ông thấy tường trình về thành tích về hiệu năng của những máy này.

Immediately /i'mi:dʒətlɪ/ = ngay lập tức (adv); Within a few weeks = trong vòng vài tuần lễ.

- Questions. Listen to the question, then listen to the dialog - What information would Mr. Gomez like? - Uh, another concern is your performance record in Asia with these machines - Why don't I send you some reports on our performance ...on the performance of the robots in some Japanese and Korean companies who are also our clients. And I'm sure you'll be quite pleased with what you see - What information would Mr. Gomez like? - He'd like information on the performance of Mr. Blake's robots - Does Mr. Gomez want the performance reports immediately? - Could you get those off to me within a few weeks? - Sure. That shouldn't be a problem. In fact as soon as I get back to Beijing, I'll see to it - Does Mr. Gomez want the performance reports immediately? - No, he doesn't. He is willing to wait for a few weeks.

To confirm = To verify /'verɪfaɪ/ = To make sure that is correct = xác nhận lại cho đúng

Confirming understanding of a proposal = xác nhận lại để hiểu kỹ một đề nghị

To reject a proposal = bác đề nghị

To accept = To approve a proposal = chấp nhận đề nghị

To paraphrase /'pærəfreɪz/ = To say, or repeat something again in your own words = nhắc lại bằng lời của chính mình

To misunderstand /,mɪsʌndə'stænd/ = To understand by mistake = hiểu nhầm

What do you mean by that? = bạn nói thế là nghĩa làm sao?

This car repair will be ready in a few days = xe này sẽ sửa xong trong vài ngày.

Today's Monday, by "a few days," do you mean it will be ready by Thursday afternoon? = ông nói vài ngày xe sẽ xong, hôm nay thứ Hai, vậy chiều thứ Năm có xong không?

If I understand you correctly, what you said is....(repeat what you have heard) = nếu tôi hiểu đúng lời ông nói, thì có phải ông muốn nói là...(lặp lại điều ta đã nghe).

Unless /ʌn'les/ = trừ phi, nếu không thì (conj)

We will have a barbecue in the backyard unless it rains = chúng ta sẽ nướng thịt ngoài sân sau nhà trừ phi trời mưa.

When you negotiate, you have to read very carefully and listen carefully to what people have to say = trong khi bạn thương lượng, bạn phải đọc rất kỹ và lắng nghe điều người ta nói.

One good way to confirm understanding is to paraphrase, or restate, what you read or hear = một cách hữu hiệu để kiểm chứng rằng ta hiểu là tóm tắt lại, hay nói lại điều ta đã đọc hay nghe.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, Gary will talk about another aspect of negotiating - Yes, today I'm going to talk about confirming understanding of a proposal. For example, if someone wants to sell a book for thirteen dollars, you want to make sure that they aren't saying thirty dollars. But that's a very simple example. In negotiations between corporations, there may be many pages of details. When you negotiate, you have to read very carefully and listen carefully to what people have to say - What could go wrong if you don't? - Well, you might reject a proposal because you misunderstand it. Or even worse, you might accept it by mistake. One good way to confirm understanding is to paraphrase, or restate, what you read or hear - Say it again in your own words - Right. You shouldn't respond to a proposal unless you are sure that you have understood it - Thanks, Gary!

Unit 162

Confirming understanding of a proposal = xác nhận lại để hiểu kỹ một đề nghị

Poor reading and poor listening can cause big problems = đọc không kỹ hay nghe không kỹ có thể gây nhiều vấn đề khó khăn lớn.

Twenty-third = 23; *Twenty-first* = 21; *Thirty* /'θə:ti/ = 30; *Thirteen* = 13 /θə:'ti:n/

Independent laboratory = phòng thử nghiệm độc lập

Test results = kết quả thử nghiệm; *A lab report* = tờ tường trình kết quả thử nghiệm

Laboratory /'læbrətɔ:ri/ = *Lab* /læb/ = phòng thí nghiệm (n)

Computer lab = phòng máy vi tính; *Operating systems* = hệ thống điều hành

A version /'və:ʃən/ = một ấn bản, sự giải thích, sự thuật lại

To release /ri'li:s/ = thả ra, cho phép phổ biến, đưa ra

Software = phần mềm của máy điện tử (n); *Hardware* = phần cứng của máy điện tử (n)

Impressive /im'presiv/ = *Remarkable* /ri'mɑ:kəbəl/ = gây ấn tượng tốt (adj)

We have versions for all major operating systems = chúng tôi có đủ các ấn bản của các hệ thống điều hành chính.

We'll have to see the complete lab report = chúng tôi phải coi bản báo cáo đầy đủ của phòng thử nghiệm.

My partners will have to agree to release the technical information = người hợp tác của tôi cần phải đồng ý cho phổ biến tin tức kỹ thuật đó.

- True or False: In negotiations, careful reading and listening are very important - True. Poor reading or listening can cause big problems - Paraphrasing means to say something again in your own words - True. Paraphrasing is a good way to check your understanding.

Alan wants them to invest in his software company = Alan muốn họ hùn vốn đầu tư vào công ty chế tạo chương trình phần mềm

An independent laboratory = phòng thử nghiệm độc lập

- Business Dialog - Let's listen to today's Business Dialog. Alan Chandler is talking with Mark and Rose Klein. Alan wants them to invest money in his software company - We just received the latest test results from an independent laboratory. With our newest software, your computers will run thirty percent faster! - Excuse me, but was that thirty or thirteen? - Thirty, three-zero. And we have versions for all major operating systems - So you're saying that anyone can use this? - Yes, that's right - Well, that's certainly impressive, but we'll have to see the complete lab report - I understand, but I'll have to get back to you on that request. My partners will have to agree to release the technical information - Okay - We'd like to do our own independent testing - That's no problem. We can help you set it up. If the test results are good, are you interested in becoming partners? - Let's talk it over after we see the test results - Well, I hope that you'll agree to join us. It's a good opportunity.

To talk it over = *To discuss it* = bàn lại

I'll give you the answer later = *I'll get back to you* = tôi sẽ trả lời bạn sau

- Focus on Functions: Variations. Listen to these variations - Was that thirty or thirteen? - Did you say thirty or thirteen? - So you're saying that anyone can use this? - Are you saying that anyone can use this? - I'll have to get back to you - I can't give you an answer at this time - Let's talk it over after we see the results - Let's discuss it when we have the results.

To invest = đầu tư; *Operating systems* = hệ thống điều hành

Partner = người hay công ty cộng tác hùn vốn; *Independent testing* = thử nghiệm riêng

Test results = kết quả thử nghiệm; *To talk over* = bàn lại

To join /dʒɔɪn/ = gia nhập, cộng tác; *To stall* /stɔ:l/ = *To delay* /di'lei/ = hoãn

We just received the latest test results from an independent company. With our newest software, your computers will run 30% faster = chúng tôi mới nhận được kết quả thử nghiệm

mới nhất từ một phòng thử nghiệm độc lập. Với nhu liệu mới nhất của chúng tôi, máy vi tính của các ông sẽ chạy nhanh hơn 30 phần trăm.

I'll talk it over with my lawyer and repond to your proposal in a few days = tôi phải bàn với luật sư của tôi và sẽ trả lời đề nghị của ông trong vòng vài ngày.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about confirming information during a negotiation. In any business discussion, it is very important to confirm numbers. This is especially true of numbers like thirty and thirteen, which are easily confused, as we hear in today's Business Dialog - We just received the latest test results from an independent laboratory. With our newest software, you computers will run thirty percent faster! - Excuse me, but was that thirty or thirteen? - Thirty, three-zero - In today's Business Dialog, we can also hear several examples of confirmation and paraphrase, using the word "so..." - And we have versions for all major operating systems - So you're saying that anyone can use this? - Yes, that's right. This dialog also contains some examples of the language function: stalling. These are expressions you can use if you want to delay a decision or an answer. When Mark asks to see the lab report, Alan stalls, using the expression "I'll have to get back to you" - Well, that's certainly impressive, but we'll have to see the complete lab report - I understand, but I'll have to get back to you on that request. My partners will have to agree to release the information - This is the same expression Mr. Blake used in his conversation with Mr. Gomez - Yes, again, as I told you, we are preparing a translation of the Chinese manual we have now ... and we expect that to be ready in a short time - By a short time ... could you give me an estimate? - Uh, I'd like to say two weeks, but I'd have to get back to you - Confirming information and stalling delaying answers and decisions are both useful skills in business discussions. Thanks for joining us today for Gary's Tips - Thanks Gary!

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

My current software is Windows 2000. Is it the latest version? = Windows của tôi hiện đang dùng là Windows 2000. Đó có phải là ấn bản mới nhất không?

Can you tell me in clear English (in layman's English) how to run this computer? = bạn hãy chỉ cho tôi bằng tiếng Anh giản dị cách dùng máy vi tính này thế nào?

When you negotiate, you have to read and listen carefully to what people have to say = khi bạn thương lượng, bạn phải đọc và nghe rất kỹ điều người ta nói với bạn.

You mean to say this car costs thirteen or thirty thousand dollars? = ông muốn nói chiếc xe này giá mười ba ngàn hay ba mươi ngàn?

This contract has pages of details, so I will read it carefully and discuss it (talk it over) with my lawyer before I sign it = giao kèo này có bao nhiêu trang chi tiết nên tôi phải đọc kỹ và bàn với luật sư của tôi rồi tôi mới ký.

Can I get back to you tomorrow? = mai tôi trả lời bạn có được không?

Unit 163

To make a choice = To choose = chọn; To Choose/Chose/Chosen = chọn

Will you accept the job? = bạn có nhận việc làm đó không?

Ballet /'bæleɪ/ = kịch múa theo nhạc cổ điển [classical music] (n)

Ballet dancer = diễn viên vũ ballet (n); Ballerina /,bælə'ri:nə/ = nữ diễn viên ballet (n)

This program will teach you how to talk about making choices = bài học hôm nay, ta học về lựa chọn.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "Will you accept the job?".

- Hi, Max - Hi, Kathy. Who's our guest today? - Today our guest is Chris Scott. She was on our show before, with her sister, Sara Scott. Chris is a ballet dancer - Oh yes, she lives in Chicago - That's right.

To have an interview = vào phỏng vấn với nơi mình xin việc làm

To offer a job = nhận cho làm việc; To accept a job = nhận làm một việc

To move = dọn nhà; To make a decision = To decide /di'said/ = quyết định

A difficult decision = một quyết định khó; To miss /mis/ = nhớ

I'll miss my friends = tôi sẽ nhớ các bạn tôi.

I am not sure what I'll do = tôi không biết phải làm gì.

I love living with my sister Sara = tôi thích sống với bà chị Sara của tôi.

I like living in Chicago = tôi thích sống ở Chicago.

[To love (like) + V-ing (có thể dùng)]

Chris has applied for a job with a dance company in Washington, D.C = Chris đã xin việc làm tại một vũ đoàn khiêu vũ ở Washington, D.C.

This morning I had an interview with a dance company = sáng nay tôi vào phỏng vấn xin việc làm với một vũ đoàn.

Do you think they'll offer you a job? = bạn có nghĩ là họ sẽ cho bạn việc làm không?

If I accept the job, I'll have to move to Washington = nếu tôi nhận việc ấy thì tôi phải dọn nhà về Washington.

- Interview - Our guest today is Chris Scott. Welcome back, Chris - Thank you - How are things? - Very interesting, actually. You know, I dance with a ballet company in Chicago - Yes - Well, this morning I had an interview with a dance company here in Washington, DC - Really? How did it go? - I think I did OK - Do you think they'll offer you a job? - Well, I think so - If they offer you a job, will you accept? - I'm not sure what I'll do. I like living in Chicago. I have a lot of friends there. And I love living with my sister Sara. If I accept the job, I'll have to move to Washington. I'll miss my sister and I'll miss all my friends in Chicago - That sounds like a difficult decision - Yes. However, they may not offer me the job. And then I won't have to make a decision - True. Our guest is Chris Scott. We'll talk more after our break. This is New Dynamic English.

To apply /ə'plai/ = xin, áp dụng, ứng dụng

Applicant /'æplikənt/ = người nộp đơn xin, ứng viên (n)

Applied /ə'plaid/ = áp dụng trong thực tiễn, ứng dụng (adj)

To apply for a job = xin việc làm

To go to an interview = vào phỏng vấn khi xin việc làm

To offer someone a job = nhận cho ai một việc làm

Dance /da:ns/ = khiêu vũ (n, v); A dancer = diễn viên vũ

A dance company = một vũ đoàn (ban vũ)

Large /la:dʒ/ = lớn (adj); Larger = lớn hơn; Famous /'feiməs/ = danh tiếng (adj)

More famous than = danh tiếng hơn; Well-known = được nhiều người biết tiếng (adj)

Better-known = được nhiều người biết tiếng hơn; Salary /'sæləri/ = lương bổng (n)

Washington Ballet Company is a well-known dance company = Washington Ballet là một vũ đoàn cổ điển ballet danh tiếng.

If they won't offer her a job, she won't have to make a decision = nếu họ không cho cô việc làm, thì cô khỏi phải quyết định.

If they offer her a job, and if she accepts it, she'll have to move to Washington = nếu họ cho cô việc làm, và nếu cô nhận, thì cô phải dọn nhà xuống Washington.

However /hau'veə/ = tuy nhiên [sau however có dấu phẩy] (adv)

- Listen and Repeat - This morning Chris had an interview with a dance company - They may offer her a job - If they offer her a job, she's not sure what she'll do - If she accepts the job, she'll have to move to Washington - However, they may not offer her the job - If they don't offer her the job, she won't have to make a decision.

Good /gud/ = tốt (adj, n); Better = tốt hơn; The best = tốt nhất

More people will see me dance = nhiều người hơn sẽ xem tôi nhảy

Which dance company is better? = vũ đoàn nào tốt hơn?

Chris compares the dance company in Chicago with the Washington company = Chris so sánh vũ đoàn ở Chicago với vũ đoàn ở Washington.

The Chicago company is larger, but the Washington company is more famous = vũ đoàn Chicago lớn hơn, nhưng vũ đoàn Washington nổi tiếng hơn.

- Interview - Now it's time for today's interview. Our guest today is Chris Scott. She lives in Chicago, but she may move to Washington, DC. Chris, which dance company is larger, the one in Chicago or the one here in Washington? - Well, the Chicago company is larger, but the Washington company is more famous. And the salaries are higher - So if you move to Washington, you'll make more money - Yes, and more people will see me dance. I may even become famous - Our guest is Chris Scott. We'll talk more after our break. This is New Dynamic English.

High /hai/ = cao (adj); Higher = cao hơn; Higher salaries = lương cao hơn

Wherever I go, Woody goes = tôi ở đâu thì con chó Woody ở đó

Which car do you like best? = bạn thích xe hơi nào nhất?

Which of you took my pen? = trong số các bạn, bạn nào lấy cái bút của tôi?

Which dance company is more famous? = ban vũ nào nổi tiếng hơn?

- Listen and Repeat - Which dance company is larger? - The Chicago company is larger - Which company is more famous? - The Washington company is more famous - Which company pays higher salaries? - The Washington company pays higher salaries.

*To go out of town = đi xa khỏi tỉnh; **By himself = một mình (idm)***

He stays home by himself = nó ở nhà một mình.

I once left him by himself all night and he ate my shoes = có lần tôi bỏ nó một mình ở nhà suốt đêm và nó cắn đôi giày của tôi.

To Eat/Ate/Eaten = ăn.; Roommate /'rummeit/ = người ở chung phòng với mình (n)

*Alone (adj, adv) = **By oneself (idm)** = một mình; Lonely = Lonesome = buồn, cô đơn (adj)*

I often stay home alone, but I seldom feel lonely because I try to keep myself busy = tôi thường ở nhà một mình, nhưng hiếm khi cảm thấy cô đơn vì lúc nào tôi cũng kiếm chuyện để làm.

If Chris moves to Washington, she'll take her dog Woody with her = nếu Chris đổi chỗ ở về Washington thì cô sẽ mang con chó Woody của cô theo.

I won't move to Washington without him = tôi không muốn dọn nhà về Washington mà không mang theo con chó Woody.

He gets very lonely = nó cảm thấy rất cô đơn.

I once left him by himself all night = có lần tôi bỏ nó ở nhà một mình suốt đêm.

- Interview - We're back with our guest, Chris Scott. You have a dog, don't you? - Yes, his name's Woody - If you move to Washington, will you bring Woody with you? - Of course! Wherever I go, Woody goes. I won't move to Washington without him! Now, when I go out of town, Sara stays with Woody. In Washington, I'll have to have a roommate. So that if I go out of town, somebody will stay with Woody. He gets very lonely. I once left him by himself all night and he ate my shoes - Well, Chris, thanks again for coming here - Thank you, Kathy. I enjoyed it.

- Listen and Answer. Listen for the bell, then say your answer - What is the name of Chris's dog?

- His name is Woody - If she moves to Washington, will she bring Woody with her? - Yes, she will. She won't move to Washington without him - Who stays with Woody now, when Chris goes out of town? - When Chris goes out of town, Sara stays with Woody.

Unit 164

I'm sorry I have to leave = rất tiếc là anh phải đi rồi.

Bill will write to Sandra every day, and call her every night = Bill sẽ viết thư cho Sandra mỗi ngày và tối nào cũng gọi điện thoại cho cô.

Will you think of me? = Will you think about me? = em có nghĩ đến anh không?

Of course, I will = dĩ nhiên, em sẽ nghĩ đến anh.

I can't wait to read your letters = em nóng lòng muốn đọc thư anh.

I'll call you every night = anh sẽ gọi điện thoại cho em mỗi tối.

It will be so good to hear your voice = nghe giọng anh thì thích thú lắm.

- Daily Dialogue: Saying Good-bye, part 2. Listen to the conversation - I'm sorry I have to leave, Sandra - I'm sorry too, Bill. I'll miss you - I'll write to you every day - I can't wait to read your letters - And I'll call you every night - It will be so good to hear your voice - Will you think about me? - Of course, I will - Listen and repeat.

FBI = Federal Bureau of Investigation = cục điều tra liên bang (n)

Agent = nhân viên sở điều tra (n); An FBI agent = nhân viên cục điều tra liên bang

Officer /'ɔfɪsə/ = nhân viên cảnh sát; Bureau /'bjʊərəu/ = phòng, sở, cục

A criminal /'krɪmɪnəl/ = kẻ tội phạm; Crime = tội (n); To commit a crime = phạm một tội

To arrest /ə'rest/ = bắt giữ; To wait for = chờ; Wait for me = hãy chờ tôi; Gun = khẩu súng

To Shoot/Shot/Shot = bắn; Dangerous /'deɪndʒərəs/ = nguy hiểm (adj)

If he comes out, will you arrest him? = nếu ông ta từ toà nhà bước ra thì ông có bắt không?

- Man on the Street - This is the New Dynamic English Man on the Street, Kent Moss. With me is Agent Johnson of the FBI. Agent Johnson, can you tell me what you're doing here? - I'm waiting for someone - A criminal? Is a criminal going to come out of that apartment? - Possibly - If he comes out, will you arrest him? - I may - If he has a gun, will you shoot him? - Perhaps - Look! That man walking towards us... is he the one you're waiting for? - Yes, he is - He looks very dangerous - Dad... hi!

- A Question for You- Do you think you will change your job this year? - Hmm... interesting.

Pets = những vật cưng

To Fight/Fought/Fought = đánh nhau; To chase = đuổi theo

The dog Buster likes to chase the cat = con chó Buster thích đuổi con mèo.

Tough /tʌf/ = gan dạ, khó (difficult) [-gh /f/] (adj)

Felix is a tough cat = Felix là một con mèo gan dạ, không dễ bắt nạt.

A tough boss = một ông xếp nghiêm khắc, chặt chẽ (strict)

A tough customer = khách hàng khó tính; A tough problem = một vấn đề gay go

Tough steak = thịt bò dai; Tough time = thời gian khó khăn

Tough it out = phải cương quyết khi gặp hoàn cảnh khó khăn

Tough love = yêu cho roi cho vọt; A tough neighborhood = khu thiếu an ninh

To toughen /'tʌfn/ = To make tougher = làm cứng rắn thêm

The city is toughening its anti-smoking law = thành phố đang cương quyết thi hành luật cấm hút thuốc.

A dog needs a lot of attention = chó cần để ý săn sóc nhiều

Goldfish /'gouldfɪʃ/ = cá vàng (n); Swim/Swam/Swum = bơi

Independent /,ɪndɪ'pendənt/ = độc lập (adj)

Cats are more independent = mèo chơi một mình, không phải vuốt ve suốt ngày như chó.

I caught three huge fish today = hôm nay tôi câu được ba con cá lớn

A school of fish = một đàn cá [fish là số ít và số nhiều]

- OK... and we're off the air. Good show - Max, do you have a pet? - Yes, we do. Actually, we have two pets. We have a dog... and we have a cat - A dog and a cat. Do they fight? - No, not

really. But the dog, Buster, likes to chase the cat. They're just playing. And the cat, Felix, is a pretty tough cat. Do you have a pet, Kathy? - Oh, yes. I have two pets, too. But they're not very exciting - Do you have a dog? - No, I have two fish. I have some goldfish. They're nice to look at, but they don't do much. They just swim around. I was thinking about getting a dog - But dogs need a lot of attention. Cats are easier. They're more independent - Hmm. I like cats, too - Elizabeth entering - Hi, Max, Kathy. Hello, Larry - Alri-i-ght. Ready for Functioning in Business. Cue Music.

To discuss /dis'kʌs/ = thảo luận; Discussion /dis'kʌʃn/ = cuộc thảo luận

Successful /sək'sesfəl/ = thành công (adj); Success /sək'ses/ = thành công (n)

Main issues = những vấn đề chính; End /end/ = chấm dứt, kết thúc (v, n)

To end a conversation = chấm dứt cuộc nói chuyện

Feedback /'fi:dbæk/ = Opinion /ə'pinjən/ = Criticism /'kritisizm/ = ý kiến, lời phê bình (n)

Positive feedback = khen; Negative Feedback = chê

After you read this report, I need your feedback = sau khi đọc bản tường trình này, tôi cần bạn cho ý kiến.

Employees should be given frequent feedback on their work = nhân viên nên được cấp chỉ huy thường cho biết ý kiến về việc làm của họ.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Negotiations, Part 5". This program focuses on Giving Feedback.

- Interview - Today, we are talking again to Mr. David Gomez - Hello, Mr. Gomez - Hello. It's nice to talk to you again - Your discussions with Mr. Blake were successful, weren't they? - Yes, we met for about an hour and half. And I felt that we discussed all the main issues - Let's listen to how you ended those discussions.

Reports on the performance of the robots from other companies who had used them = những bản báo cáo về hiệu-năng của máy robots của những công ty đã dùng máy robots này.

Client /'klaɪənt/ = Customer /'kʌstəmə/ = khách hàng, thân chủ (n)

Could you get those off to me within a few weeks? = gửi cho tôi những bản báo cáo này trong vòng vài tuần lễ?

Get those off = Send these reports to me = gửi những bản báo cáo cho tôi

In fact, as soon as I get back to Beijing, I'll see to it = I'll make sure that the job is done = thực ra, ngay sau khi về Bắc Kinh, tôi sẽ lo gửi những tài liệu này cho ông.

That shouldn't be a problem = chuyện đó không có gì khó khăn cả.

Is there anything else? = còn gì nữa không?

Have we covered everything? = chúng ta đã bàn thảo hết mọi chuyện chưa?

Are we missing anything? = chúng ta có thiếu điều gì không?

I'll see to it = tôi sẽ lo chuyện đó; Is that it? = xong hết chưa?; That's it = hết rồi.

That covers all the major points = như vậy chúng ta đã bàn luận về tất cả những điểm chính.

- Dialog. Mr. Gomez and Mr. Blake end their meeting - Why don't I send you some reports on our performance...on the performance of the robots in some Japanese and Korean companies who are also our clients. And I'm sure you'll be quite pleased with what you see - Okay, great. Could you get those off to me within a few weeks? - Sure. That shouldn't be a problem. In fact, as soon as I get back to Beijing, I'll see to it - Excellent. Um, thank you very much - Is there anything else? - Well, no. That covers all the major points - Okay. Fine - Sounds good.

Unit 165

Thank you very much = I really appreciate it = cảm ơn bạn nhiều.

We have covered everything = We have discussed all the major points = We have discussed everything important = chúng ta đã bàn hết mọi chuyện rồi.

That's all = That's it = hết rồi; Is there anything else = Is that it? = còn gì nữa không?

- Variations. Listen to these variations - Thank you very much - I really appreciate it - Is there anything else? - Is that it? - That covers all the major points - I think we've discussed everything important - Okay. Fine - Sounds good.

Confident /'kɒnfɪdənt/ = tin chắc (adj)

Confidence /'kɒnfɪdəns/ = tin cậy, tín nhiệm (n)

To be confident about = To feel confident about = tin chắc

I feel confident about the quality of the robots = tôi rất tin tưởng vào phẩm chất của người máy tự động robots của chúng tôi.

We have no confidence in his ability = chúng tôi không còn tín nhiệm ông ta nữa.

How did the meeting go? = buổi họp ra sao?

How did you think that the meeting went? = ông nghĩ kết quả buổi họp ra sao?

Pleased /pli:zd/ = hài lòng (adj); Willing /'wɪlɪŋ/ = sẵn lòng, tự nguyện (adj)

I was pleased that Mr. Blake was willing to send us technical advisors and English service manuals = tôi hài lòng rằng ông Blake sẵn lòng gửi cố vấn kỹ thuật và sách hướng dẫn cách sử dụng bằng tiếng Anh.

Up-to-date = mới nhất (adj); An up-to-date model = kiểu mẫu mới nhất

Keep someone up-to-date on (about) something = báo cáo cho ai biết tin tức mới nhất về một vấn đề gì.

Keep me posted = có tin gì lạ, cho tôi biết nhé!

To upDATE /ʌp'deɪt/ = báo cho biết tin tức mới nhất, cập nhật

An UPdate /'ʌpdeɪt/ = mới nhất, sự cập nhật (n)

Can you update me on what's been happening? = bạn có thể cho tôi biết những gì xảy ra không?

This weather report is updated hourly = bản tường trình khí tượng này được cập nhật hàng giờ.

Give me an update on the situation = cho tôi biết tin tức mới nhất về tình hình.

News update = tin sốt dẻo, tin giờ chót; To purchase /'pɜ:tʃəs/ = To buy = mua

A purchase = món hàng mua (n); Purchasing power = sức mua

- Interview - Mr. Gomez, how did you think that meeting went? - Well, Elizabeth, I felt confident about the quality of the robots. And I was pleased that Mr. Blake was willing to send us technical advisors and to provide English service manuals. And I told Mr. Chapman all this - You called him after the meeting? - No, I sent him an e-mail. I kept Mr. Chapman up to date about my meetings with Mr. Blake. After all, it was Mr. Chapman who had to make the final decision about the purchase - Mr. Gomez, thank you for talking to me today. Let's take a short break.

Satisfied /'sætɪsfaɪd/ = Pleased = hài lòng (adj)

Agreement /ə'ɡri:mənt/ = sự thỏa thuận, đồng ý (n)

Does Mr. Gomez sound satisfied with the results of the meeting? = ông Gomez có tỏ ra hài lòng về kết quả buổi họp không?

He has covered all the major points of the agreement = He has discussed everything important in the agreement = ông ta đã bàn thảo tất cả những điểm chính của cuộc thỏa thuận.

- Questions. Listen to the question, then listen to the dialog - Does Mr. Gomez sound satisfied with the results of the meeting? - Is there anything else? - Well, no. That covers all the major points - Okay. Fine - Sounds good - Does Mr. Gomez sound satisfied with the results of the meeting? - Yes, he does. He has covered all the major points of the agreement.

An aspect /'æspekt/ = một khía cạnh; Be careful = cẩn thận

A fair price = giá phải chăng; A price list = bảng giá

Standard /'stændəd/ = tiêu chuẩn, mẫu (n); Measure /'meɪʒə/ = sự đo lường (n)

A standard measure = tài liệu tiêu chuẩn; 1 mile = 1609 meters

What's the mileage of this car? = xe này chạy được bao nhiêu dặm rồi?

Reference /'refərəns/ = tài liệu tham khảo (n); [Official Kelley Blue Book]

Sometimes it is important to ask where the numbers come from = đôi khi điều quan trọng là hỏi con số từ đâu mà ra, căn cứ từ đâu mà có.

With cars, there are standard lists of prices that tell you how much used cars are worth = đối với xe hơi, có những bảng giá tiêu chuẩn cho bạn biết các xe cũ đáng giá bao nhiêu

If you check the price list, you may find that the car you want to buy is not worth five thousand dollars = nếu bạn kiểm lại bảng giá, bạn có thể thấy rằng chiếc xe không đáng giá tới 5 ngàn mỹ kim.

Five thousand dollars! That sounds like a lot. Where did you get the number from? = Năm ngàn mỹ kim! Giá có vẻ cao quá. Ông lấy con số này từ đâu?

This Culture Tip discusses using numbers in a negotiation = phần Mách giúp văn hoá này bàn về cách dùng những con số khi thương lượng.

Ask the seller to use a standard measure or reference = yêu cầu người bán xe dùng một bảng giá xe tiêu chuẩn, như cuốn liệt kê giá xe cũ gọi là Kelley Blue Book.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today Gary will talk about another aspect of negotiating - Yes, today I'm going to talk about being careful with numbers - What does that mean? - Well, in negotiations, people use a lot of numbers, especially for prices - Uh-huh - Sometimes it's important to ask them where the numbers come from - Can you give us an example? - Sure. Let's say that you are buying a used car. The seller may tell you that he wants five thousand dollars. You should ask where the number five thousand came from - To see if it's a fair price? - Yes. Whenever it's possible, ask the seller to use a standard measure or reference - For example? - Well, with cars, there are standard lists of prices that tell you how much used cars are worth. If you check the price lists, you may find that the car you want to buy is not worth five thousand dollars. It may only be worth four thousand dollars - So in negotiations, don't just accept numbers. Examine them closely - Exactly.

These are two good novels. Which one should I read first? = đây là hai cuốn tiểu thuyết hay. Tôi nên đọc cuốn nào trước?

When I am out of town on business, my secretary keeps me up to date [keeps me posted] about things that have happened in my office = Khi tôi đi công tác khỏi tỉnh, cô thư ký của tôi báo cho tôi biết tin tức mới nhất ở trong sở.

I would like you to offer me a fair price for this car = Tôi muốn ông cho tôi một giá phải chăng cho chiếc xe này

In negotiations, examine the numbers = xem xét những con số khi ta thương lượng.

This car is not worth five thousand dollars = xe này không đáng giá 5 ngàn đô la.

Can I see your Kelley Blue Book? = cho tôi mượn xem cuốn liệt kê giá xe cũ của ông.

Unit 166

To judge prices = xét xem giá (có đắt không)

In negotiations, you should not accept numbers = khi thương lượng, bạn không nên chấp nhận ngay những con số

There are standard lists of prices that you can check to find out a fair price = có nhiều sản phẩm có những bảng giá nêu sẵn để ta tham khảo để tìm giá phải chăng.

- True or False - In negotiations, you should accept all numbers that people give you - False. It's important to ask where the numbers come from - Whenever you can, you should use a standard measure for judging prices - True. For many products, there are standard price lists that you can check to find out a fair price.

A house for sale = nhà bán; A real estate agent = chuyên viên địa ốc

Estate /i'steit/ = gia sản (n); Real estate = bất động sản; An asking price = giá bán

To make an offer = trả giá; Well-built house = nhà xây kỹ

View = cảnh, sự nhìn (n); To view /vju:/ = nhìn, xem, quan sát

A spectacular view = cảnh ngoạn mục (từ trong nhà trông ra)

That sounds like a lot = giá có vẻ cao quá; To give someone a call = gọi điện thoại cho ai

The owners are willing to negotiate = chủ nhà sẵn lòng thương lượng.

Lucy wants to buy a house, and she is talking with a real estate agent, Martin Cruz = Lucy muốn mua một căn nhà, và cô đang nói chuyện với chuyên viên địa ốc là Martin Cruz.

It's a well-built house with a spectacular view = nhà này xây cẩn thận và có cảnh đẹp.

Maybe we'll make an offer = có thể chúng tôi sẽ trả giá.

- Business Dialog - Let's listen to today's Business Dialog. Lucy wants to buy a house, and she is talking with a real estate agent, Martin Cruz - As I mentioned before, it's a well-built house with a spectacular view - Excellent! - However, I'm afraid that the owners can't move out until October. Their new house won't be ready until then - Well, we could wait until October. That isn't a problem. So... what's the asking price? - They're asking two hundred and fifty thousand dollars - Two hundred and fifty thousand. That sounds like a lot - Ummm, well, it does have four bedrooms, three baths and the view is spectacular! - But according to my real estate agent, most houses near here are much less expensive. In fact, I just saw a house for sale near here. It also has four bedrooms and a nice view, and they're only asking two hundred thousand dollars - Well, the owners are willing to negotiate - Good! I'll think about it and give you a call. Maybe we'll make an offer - Sounds good!

Giving positive feedback = cho ý kiến thuận lợi

Good = tốt (adj, n); Excellent /'eksələnt/ = tuyệt (adj, inter)

That isn't a problem = That wouldn't be a problem = chuyện đó không sao.

I don't like the neighborhood = tôi không thích khu chung quanh chỗ ở.

There's too much noise from the highway = có nhiều tiếng ồn từ xa lộ.

The garage is too small = nhà đậu xe nhỏ quá.

That sounds like a problem = có vẻ là một trở ngại.

- Focus on Functions: Giving Positive Feedback. Listen and repeat - It's a well-built house with a spectacular view - Excellent! - The owners can't move out until October - That isn't a problem - The owners are willing to negotiate - Good!

Negative feedback = ý kiến chê

Positive feedback = ý kiến khen

That sounds like a lot = có vẻ cao quá.

I am afraid the owner won't move out until October = tôi e rằng mãi đến tháng mười chủ nhà mới dọn ra.

That won't be a problem = không sao, không thành vấn đề.

In business discussions, it's a good idea to give feedback, so that the other person understands your position = trong những thảo luận thương mại, ta nên cho ý kiến để người kia biết lập trường của ta.

Knowing how to give "feedback" will help make the negotiation move to a conclusion = biết cách dùng "feedback", cho ý kiến, sẽ giúp cho cuộc thương lượng dễ đi đến kết quả.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about giving feedback. In today's Business Dialog, Lucy is looking for a new house. When she likes what she hears, she gives positive feedback, using expressions such as "Excellent" and "That isn't a problem". Let's listen: - As I mentioned before, it's a well-built house with a spectacular view - Excellent! - However, I'm afraid that the owners can't move out until October. Their new house won't be ready until then - Well, we could wait until October. That isn't a problem - One good way to give feedback either positive or negative is to use the expression "That sounds..." For example: "That sounds good" or "That sounds like a problem." Notice how Lucy uses the expression "That sounds like a lot" when the real estate agent say the price of the house - So... what's the asking price? - They're asking two hundred and fifty

thousand dollars - Two hundred and fifty thousand. That sounds like a lot - Later on, Lucy and the agent come to a solution that sounds good to both of them - Well, the owners are willing to negotiate - Good! I'll think about it and give you a call. Maybe we'll make an offer - Sounds good! - In business discussions, it's a good idea to give feedback, so that the other person understands your position. Thanks for joining us today for Gary's Tips - Thanks, Gary!

That sounds... = điều đó có vẻ...

That sounds good; That sounds like a problem; That sounds like a lot.

What's the owner's asking price of this house? = căn nhà này chủ nhà đòi bao nhiêu?

My brother is a successful real estate agent = anh tôi là một chuyên viên địa ốc giỏi.

I like this house because it has a spectacular view = tôi thích nhà này vì cảnh từ nhà trông ra rất đẹp.

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

Unit 167

I may take the train = có lẽ tôi sẽ đi xe lửa.

May = có thể [chỉ một chuyện có thể sẽ xảy ra nhưng không chắc trong tương lai]

Well-known = nổi tiếng (adj); A well-known writer = nhà văn nổi tiếng

He's a friend of yours, isn't he?; He's my friend = He's a friend of mine.

He's her friend = He's a friend of hers; He's our friend = He's a friend of ours.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "I may take the train".

- Hi, Max - Hi, Kathy - Today's guest is John Orwell. He's a friend of yours, isn't he, Max? - Yes, he is. He's one of my best friends. He's a well-known writer and a very interesting person - Well, I can't wait to meet him.

What are you working on now? = hiện ông đang sang tác truyện gì?

I'm working on a new story = tôi đang viết một truyện mới.

To appear /ə'piə/ = xuất hiện, trình diễn

Brighton is about an hour south of London by train = Brighton ở về phía nam Luân Đôn, mất chừng một giờ nếu đi xe lửa.

Move back = dọn về; To move = dọn nhà, đổi chỗ ở; Sometime = một lúc nào đó (adv)

I'm here in Washington on vacation = tôi đang nghỉ chơi ở Washington.

Don't you think you'd ever move back to the US? = bạn có nghĩ sẽ dọn về Mỹ không?

At some unspecified time in the future = một thời điểm nào đó trong tương lai.

John was born in the United States and lives in England = John sinh ở Mỹ và đang sống ở Anh.

I'm working on a new story that will appear on television next year = tôi đang viết một truyện mới sẽ chiếu trên đài truyền hình năm tới.

- Interview - Our guest today is John Orwell. John is a well-known writer. Welcome to our show - I'm pleased to be here - John, what are you working on now? - Well, I'm working on a new story that will appear on television next year - Wonderful! John, you live in England, don't you? - That's right. I live in Brighton. It's about an hour south of London by train. I'm here in Washington on vacation - Were you born in England? - No, I wasn't. I was born in the United States. I'm an American citizen - Do you think you'll ever move back to the US? - I don't know. I like living in England. But I may move back to the US sometime. Or maybe I'll move to another country. There are many possibilities - Our guest is John Orwell. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - John lives in England - He was born in the US - John lives in England, but he was born in the US - John likes living in England - He may move back to the US sometime - John likes living in England, but he may move back to the US.

I'm not sure what I'll do = tôi không biết chắc sẽ làm gì.

If I have time, I'll take the train = nếu có thì giờ thì tôi sẽ đi xe lửa.

If I take the train, I'll be able to see the countryside = nếu đi xe lửa thì tôi có thể xem phong cảnh đồng quê.

John may take the train across the United States = John có thể đi xe lửa qua nội địa Mỹ.

- Interview - Our guest today is John Orwell. Where will you go after you leave Washington? - I'm going to visit some friends in San Francisco - Will you fly? - I'm not sure what I'll do. In fact, if I have time, I may take the train - That sounds interesting - Yes, if I take the train, I'll be able to see the countryside. And on the train you can meet some interesting people - Our guest is John Orwell. We'll talk more after our break. This is New Dynamic English.

Interesting /'intristin/ = lý thú, đáng lưu ý (adj)

Will he fly to San Francisco? = ông ấy có đi máy bay sang San Francisco không?

He's not sure what he'll do = ông ta không biết sẽ đi bằng gì.

He may fly, or he may take the train = ông ấy có thể sẽ đi máy bay, hay có thể đi xe lửa.

- Listen and Repeat - Where will John go after he leaves Washington? - He'll go to San Francisco - Will he fly to San Francisco? - He's not sure what he'll do - He may fly, or he may take the train - If he flies, will he be able to see the countryside? - No, he won't. If he flies, he won't be able to see the countryside - If he takes the train, he can meet interesting people, can't he? - Yes, he can. On the train you can meet interesting people.

An eight-hour time difference = sai biệt 8 tiếng đồng hồ.

[eight-hour làm tính từ kép nên không có s sau hour, và có dấu nối giữa eight và hour]

A non-stop flight = chuyến bay thẳng, không ngừng

A time difference = sự sai biệt về giờ [San Francisco chậm hơn giờ Washington 3 giờ]

If I leave on a Saturday afternoon, I'll arrive in London on Sunday morning = nếu tôi rời San Francisco chiều thứ bảy thì tôi sẽ đến Luân đôn sáng chủ nhật.

- Interview - Our guest today is John Orwell. How long will you stay in San Francisco? - I'll probably stay there for about a week - And then what? - Then I'll fly back to England. I'll try to get a non-stop flight - That's a long flight, isn't it? - Yes. It takes ten hours to fly from San Francisco to London. If I leave on a Saturday afternoon, I'll arrive in London on Sunday morning - So I'm sure you'll be tired - I'm sure I will. There's an eight-hour time difference between San Francisco and London - John, thank you so much for being our guest - Thank you, Kathy. I've really enjoyed being here.

- Listen and Answer. Listen for the bell, then say your answer - How long will John stay in San Francisco? - He'll probably stay there for about a week - What will he do then? - He'll fly back to England - If he leaves San Francisco on a Saturday afternoon, when will he arrive in London? - If he leaves on Saturday afternoon, he'll arrive on Sunday morning.

Unit 168

Who will have the longest life? = người nào sống lâu hơn hết?

Darling /'da:liŋ/ = người yêu dấu, cưng (n); Darling = đáng yêu (adj)

Training his engineers how to use the robots = huấn luyện kỹ sư của ông ta cách dùng người máy rô-bô.

Service manual in English = cung cấp sách hướng dẫn bằng tiếng Anh.

Reports on the performance of the robots from other companies that had used them = những bản tường trình về hiệu năng của máy rô-bô do các công ty khác đã dùng.

- Daily dialogue: Saying good-bye, part 3. Listen to the conversation - I'm sorry I have to leave, Sandra - I'm sorry too, Bill. I'll miss you - I'll write to you every day - I can't wait to read your letters - And I'll call you every night - It will be so good to hear your voice - Will you think about me? - Of course, I will - Oh, there's my plane. Good-bye, darling - I won't forget you! - I hope not. I'll be back next Wednesday - Listen and repeat.

Who will have the longest life? = ai là người sống lâu nhất?

Married men = đàn ông có vợ; Married women = đàn bà có chồng

Single men = đàn ông độc thân; Single women = đàn bà độc thân

Single /'sɪŋɡəl/ = Unmarried /ʌn'mæɪrɪd/ = độc thân (adj)

Americans with pets = người Mỹ có nuôi vật cưng như chó hay mèo.

Americans without pets = người Mỹ không nuôi chó hay mèo trong nhà.

- Question of the Week! Once again, it's time for Question of the week. This week's questions are about Americans. The question is: Who will have the longest life? Question number one: In the United States, who do you think will have the longest life: married men,... married women,... single men,... or single women? Who will have the longest life? Question number two: Who will have a longer life: Americans with pets, you know, cats and dogs, or Americans without pets? Who will have a longer life? We'll have the answers on our next show.

- A question for You - Do you prefer to travel by train or by airplane, and why? - OK!

Doctor /'dɒktə/ = bác sĩ, tiền sĩ (n); To doctor = chữa trị, điều trị

To go to the dentist = đi nha sĩ; To go to the doctor = đi bác sĩ.

To have a checkup = đi khám bác sĩ hay nha sĩ; To hate /heit/ = ghét

He hates going to the dentist = anh ta không thích đi khám răng

John Orwell likes living in England; He enjoys writing stories.

[To Hate/Like/Enjoy +V-ing]

Appointment /ə'pɔɪntmənt/ = buổi hẹn (n)

I have a doctor's appointment = tôi có hẹn đi bác sĩ.

Tooth/Teeth = răng (n); Toothache /'tu:θeɪk/ = đau răng (n)

He has a sweet tooth = anh ta ưa ăn đồ ngọt.

The tooth of the storm = cơn bão của trận bão.

Tusk /tʌsk/ = ngà voi (n); Fang /fæŋ/ = răng nanh của chó, rắn (n)

Long in the tooth (idm) = Elderly /'eldəli/ = Old /ould/ = già (adj)

To put teeth into a law = tăng cường cho đạo luật có thêm hiệu lực.

Toothless /'tu:θlis/ = móm (adj); Armed to the teeth = mang khí giới đầy mình

By the skin of one's teeth = trong gang tấc, trong đường tơ kẽ tóc.

I got to the airport late and missed the plane by the skin of my teeth = tôi đến phi trường trễ và lỡ chuyến bay trong đường tơ kẽ tóc.

He missed the burning building by the skin of his teeth = anh ta thoát chết cháy trong đường tơ kẽ tóc.

- OK... and we're off the air - Well, folks, I've got to run - Where are you going, Max? - Well, I've got to go to the dentist - Do you have a toothache, Max? - Oh, no. I'm just going for a checkup. But I'm taking my son, too. And he hates going to the dentist! - When I was a child, I was afraid of the dentist. So after my dentist appointments, my mother always bought me some ice cream - Ice cream? That's not very good for your teeth - Oh, I know, but I liked ice cream, so it made me feel better - Hmmm.... My son likes ice cream, too. Maybe I'll buy him some ice cream after our appointment - Good idea - Hi, Max, Kathy. Time for my show - Quiet, please, everyone. Ready for Functioning in Business.

Entire /in'taɪə/ = toàn thể (adj, n); Final details = chi tiết cuối cùng

The entire conversation = toàn thể câu chuyện

Mr. Gomez asked for some information about the performance records of the robots in Asia = ông Gomez muốn có tin tức về thành tích hiệu năng của máy tự động ở Á châu.

He wants reports from Japanese and Korean companies that have used Mr. Blake's robots = ông Gomez muốn xem bản tường trình về hiệu năng máy rô bô của các công ty Nhật hay Triều Tiên đã dùng những máy này của hãng Ông Blake.

All in all = xét về toàn thể thì; As soon as = ngay sau khi; Client = khách hàng, thân chủ (n)

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Negotiations, part 6".

- Discussion - I'm here with Gary Engleton. Today, we will listen to the entire conversation between Mr. Blake and Mr. Gomez - ... where they go over some final details ... - Yes. They discuss... let's see... training... the service manual... - And Mr. Gomez asks for some information about, uh, the performance record of the robots in Asia - Yes, he wants reports from Korean and Japanese companies that have used Mr. Blake's robots - All in all, Mr. Gomez seemed satisfied - Yes, he did. Let's listen again to the conversation and we'll talk about it afterwards - OK!

That sounds quite reasonable = như vậy xét ra rất hợp lý.

Install the machines = đặt máy tự động; To get them operating = cho máy chạy.

We're under no deadline pressure = chúng tôi không bị áp lực phải làm gấp cho kịp hạn chót.

- Dialog - So, Mr. Blake, when we first put these machines in operation, can you send over a group of advisors...technical advisors who speak English and can train our engineers and workmen? - Certainly, Mr. Gomez. In fact, we have some engineers in a language training program now. They could come over within a few months and be available any time you need them - Great, great. That sounds good. Uh, another one of our major concerns is the service manual. We're quite concerned about getting a service manual in English. It has to be easy to read and very clear and useful for our engineers - Yes, again, as I told you, we are preparing a translation of the Chinese manual we have now...and we expect that to be ready in a short time - By a short time ... could you give me an estimate? - Uh, I'd like to say two weeks, but I'd have to get back to you. But probably about two or three weeks - Oh, that sounds quite reasonable. As you know, we have until January first to actually install these machines and get them operating ... so we're under no deadline pressure here - Okay, well, that gives us a fair amount of time to work with - Plenty of time. That sounds good, Mr. Blake. Uh, another concern is your performance record in Asia with these machines - Why don't I send you some reports on our performance, ... on the performance of the robots in some Japanese and Korean companies who are also our clients. And I'm sure you'll be quite pleased with what you see - Okay, great. Could you get those off to me within a few weeks? - Sure. That shouldn't be a problem. In fact as soon as I get back to Beijing, I'll see to it - Excellent. Um, thank you very much - Is there anything else? - Well, no. That covers all the major points - Okay. Fine - Sounds good.

Unit 169

When we first put these machines in operation, can you send over a group of technical advisors who speak English and can train our engineers and workmen? = khi chúng tôi bắt đầu cho máy chạy, ông có thể gửi sang một nhóm cố vấn kỹ thuật biết nói tiếng Anh và có thể huấn luyện kỹ sư và công nhân của chúng tôi không?

We have some engineers in a language training program now. They could come over within a few months and be available any time you need them = hiện chúng tôi có một số kỹ sư trong một chương trình huấn luyện ngôn ngữ. Họ có thể sang trong vòng vài tháng và sẵn sàng bất cứ lúc nào ông cần họ.

We're quite concerned about getting a service manual in English = chúng tôi rất lo về vấn đề phải có sách hướng dẫn cách sử dụng máy bằng tiếng Anh.

It has to be easy to read and very clear and useful for our engineers = sách hướng dẫn phải dễ hiểu, rành mạch và có ích cho kỹ sư của hãng chúng tôi.

We are preparing a translation of the Chinese manual we have now and we expect that to be ready in a short time = chúng tôi đang dịch sách hướng dẫn từ tiếng Trung Hoa sang tiếng Anh mà chúng tôi hiện có, và tin là sách sẽ dịch xong trong một thời gian ngắn.

Another concern is your performance record in Asia with these machines = một mối quan tâm nữa là thành tích về hiệu năng của những máy này ở Á châu.

Korean /kə'riən/ = thuộc về Triều Tiên (Hàn Quốc) (adj)

Korean = người Triều Tiên, Tiếng Triều Tiên

I'm sure you'll be quite pleased with what you see = tôi chắc là khi xem những bản thành tích về hiệu năng này ông sẽ rất hài lòng.

Could you give me an estimate? = ông có thể ước chừng bao giờ thì xong?

I'd have to get back to you = tôi sẽ liên lạc với ông sau.

We're under no deadline pressure here = chúng tôi không phải làm gấp rút cho kịp hạn chót.

That covers all the major points = chúng ta đã thảo luận về hầu hết những điểm chính. Xin nghe lại mẫu đàm thoại giữa ông Gomez và ông Blake.

- Dialog - So, Mr. Blake, when we first put these machines in operation, can you send over a group of advisors...technical advisors who speak English and can train our engineers and workmen? - Certainly, Mr. Gomez. In fact, we have some engineers in a language training program now. They could come over within a few months and be available any time you need them - Great, great. That sounds good. Uh, another one of our major concerns is the service manual. We're quite concerned about getting a service manual in English. It has to be easy to read and very clear and useful for our engineers - Yes, again, as I told you, we are preparing a translation of the Chinese manual we have now...and we expect that to be ready in a short time - By a short time ... could you give me an estimate? - Uh, I'd like to say two weeks, but I'd have to get back to you. But probably about two or three weeks - Oh, that sounds quite reasonable. As you know, we have until January first to actually install these machines and get them operating ...so we're under no deadline pressure here - Okay, well, that gives us a fair amount of time to work with - Plenty of time. That sounds good, Mr. Blake. Uh, another concern is your performance record in Asia with these machines - Why don't I send you some reports on our performance, ...on the performance of the robots in some Japanese and Korean companies who are also our clients. And I'm sure you'll be quite pleased with what you see - Okay, great. Could you get those off to me within a few weeks? - Sure. That shouldn't be a problem. In fact as soon as I get back to Beijing, I'll see to it - Excellent. Um, thank you very much - Is there anything else? - Well, no. That covers all the major points - Okay. Fine - Sounds good.

Mr. Blake also seems very pleased with the way things have gone = ông Blake tỏ ra rất hài lòng về mọi chuyện tiến triển trong cuộc thương lượng.

They appear to have established a basis for a good working relationship = họ tỏ ra là đã lập được căn bản cho một liên hệ làm việc tốt; *Basis* = căn bản

- Discussion - By the end of the conversation, Mr. Gomez seems very happy - Yes. Mr. Blake also seems very pleased with the way things have gone. They appear to have established a basis for a good working relationship. So this is an example of a successful negotiation - It looks like that to me.

To make the final decision = quyết định cuối cùng; *To sign a contract* = ký giao kèo

To review /ri'vju:/ = *To check* = xét lại, kiểm lại; *To respond to* = đáp lại, đáp ứng, giải đáp

A good listener = người biết lắng nghe; *A good negotiator* = người thương lượng giỏi

And Federal Motors will want to review the performance reports from China before they sign a contract to buy the robots = và hãng Federal Motors muốn xem lại những bản tường trình về hiệu năng từ Trung quốc về thành tích của người máy tự động trước khi họ ký giao kèo mua những máy này.

He has prepared himself for this meeting = ông đã sửa soạn kỹ trước khi họp.

He is able to respond to all of Mr. Gomez's concerns = ông đã có thể giải đáp thỏa đáng tất cả những điều quan ngại của ông Gomez.

- Language Focus: What do you think? Listen and answer - Do you think Mr. Gomez's company will buy Mr. Blake's robots? - Mr. Gomez seems very satisfied with Mr. Blake's answers, but it is Mr. Chapman who will make the final decision - Yes. And Federal Motors will want to review the performance reports from China before they sign a contract to buy the robots - Do you think Mr. Blake is a good negotiator? - I think so. He seems to be a good listener - I agree. He has prepared himself for this meeting, and he is able to respond to all of Mr. Gomez's concerns.

To summarize /'sʌməraɪz/ = tóm tắt

A summary /'sʌməri/ = bản tóm lược (n); To react to /ri:'ækt/ = có phản ứng

Establish a long-term working relationship = gây dựng một liên hệ làm việc lâu dài.

Make sure that your agreement is fair to both sides = lo sao trong sự thỏa thuận không bên nào bị thiệt

Need to know what the other side wants and needs = xem phe ta thương lượng muốn và cần gì.

Paraphrase what you hear to check your understanding = hãy lặp lại điều ta nghe bằng lời của mình để xem có hiểu rõ không.

Check the numbers = kiểm điểm những con số phe bên kia đưa ra.

It's very important to understand a proposal before reacting to it = điều rất quan trọng là phải hiểu một đề nghị trước khi có phản ứng về đề nghị đó.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today, Gary will summarize some important tips about negotiations. Gary.... - Yes. First of all, you have to remember that you are building a long-term relationship. You should make sure that your agreement is fair to both sides. To do this, you really need to know what the other side wants and needs. You need to understand what they are asking for and why. And, it's very important to understand a proposal before reacting to it. You should always paraphrase ideas to check your understanding. Finally, always ask where the numbers come from and check them - Gary, thanks for all of the great suggestions. They will certainly be helpful to our listeners when they use English in a negotiation.

Could you give me an estimate as to when my car will be ready? = ông có thể phỏng chừng bao giờ thì sửa xong xe hơi của tôi?

I would like to have my lawn mown once a month = tôi muốn ông cắt cỏ vườn tôi mỗi tháng một lần.

To Mow/Mowed/Mowed (Mown) = cắt, xén; I'll get back to you = tôi sẽ liên lạc với ông sau

I've washed my Dad's car. I am sure he'll quite pleased with what he sees = tôi đã rửa xe hơi của cha tôi. Tôi chắc ông sẽ rất hài lòng khi ông thấy xe.

Unit 170

To results in = đem lại kết quả; To lead to = đưa tới

You have to remember that you are building a long-term relationship = bạn phải nhớ là bạn đang gây dựng một liên hệ giao dịch dài hạn.

You have to make sure that your agreement is fair to both sides = bạn phải lo sao cho hợp đồng được công bằng cho cả đôi bên.

You need to know what the other side wants and needs = bạn phải biết phe bên kia muốn và cần gì.

You should paraphrase ideas to check your understanding = bạn phải lặp lại những ý họ diễn tả để xem mình có hiểu không.

- True or False - A good negotiation results in an agreement that is fair to both sides - True. Negotiation can lead to a win-win situation - Understanding what the other side wants is much

more important than understanding why they want it - False. It's important to understand both what they want and why they want it.

Promising and reassuring = hứa hẹn và làm yên tâm

To promise /'prɒmɪs/ = To make a promise = hứa

Promise = điều hứa, lời hứa (n); To reassure /,ri:ə'sʊə/ = làm yên lòng ai

By = trước, không trễ quá (prep); By the tenth of next month = trước mùng 10 tháng tới

Computer system = hệ thống máy điện toán; Experience /'iks'piəriəns/ = kinh nghiệm (n)

Experienced /'iks'piəriənst/ = có kinh nghiệm (adj)

Warehouse /'weəhaus/ = kho hàng hoá (n); To guarantee /,gærən'ti:/ = bảo đảm

Programmer = chuyên viên thảo chương điện toán [lập trình viên]

Computer software = phần mềm máy điện toán

Deadline = hạn chót (n); I'll see to it personally = tôi sẽ đích thân lo chuyện đó

I'll go out for lunch and will be back by one o'clock = tôi đi ăn trưa và sẽ về trước 1 giờ trưa.

John Jacobs is a manager for JobNet, a company that provides temporary employees = John Jacobs là quản đốc hãng JobNet cung cấp nhân viên làm tạm thời.

A temporary employee = nhân viên làm tạm thời, phù động

We need experienced programmers = chúng tôi cần những lập trình viên có kinh nghiệm.

We're providing a service = chúng tôi cung cấp dịch vụ.

- Business Dialog - Let's listen to today's Business Dialog. John Jacobs is a manager for JobNet, a company that provides temporary employees. Jane Harder needs computer programmers for her company - So you need five experienced programmers by the tenth of next month? - Yes, as I said, we are going to use a new computer system in our warehouse - Well, that won't be a problem. I can promise three programmers by the first of the month. And I can guarantee the other two by your deadline - But will they be experienced? We need experienced programmers - They will have at least one year's experience with the computer software - You're sure of that? - I'll see to it personally - And how much will this cost us? - It'll be two thousand dollars per week for each programmer - That's pretty expensive. Why so much? - Well, experienced computer programmers are expensive. They can easily get very high salaries anywhere they work. If we want them to stay with us, we have to pay them well. In addition, our company has to make some money. We're providing a service - OK. That sounds reasonable.

That won't be a problem = chuyện đó không có gì trở ngại.

I'll see to it personally = tự tôi sẽ lo chuyện đó.

I can guarantee three programmers by the first of the month = tôi có thể bảo đảm là sẽ kiếm được ba nhân viên thảo chương trước đầu tháng tới.

If we want them to stay with us, we have to pay them well = nếu chúng ta muốn những chuyên viên điện toán này làm lâu với ta thì phải trả lương hậu cho họ.

- Focus on Functions: Promising and reassuring. Listen and repeat - That won't be a problem - I can promise three by the first of the month - I can guarantee the other two by your deadline - You're sure of that? - I'll see to it personally.

Language of negotiations = ngôn ngữ dùng khi thương lượng

So /sou/ = như vậy là (conj); Deal /di:l/ = thoả thuận trong việc kinh doanh (n)

Business transaction = giao dịch thương mại

It's a deal! = xong! = đồng ý!; Square deal = đối xử thẳng thắn.

The deal fell through = vụ giao dịch bị thất bại.

So you need five experienced programmers by the tenth of next month? = vậy là bà cần 5 chuyên viên thảo chương có kinh nghiệm trước mùng 10 tháng tới?

Experienced computer programmers are expensive = mướn chuyên viên thảo chương điện toán có kinh nghiệm tốn kém lắm.

In addition, our company has to make some money on this deal = thêm vào chi phí đó, hãng tôi cũng phải kiếm chút đỉnh trong vụ thoả thuận này.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today's Business Dialog contains examples of some language functions that are used in negotiations. The dialog begins with John confirming what Jane needs, using the expression "So..." Jane also confirms her needs, using the useful expression "As I said" - So you need five experienced programmers by the tenth of next month? - Yes, as I said, we are going to use a new computer system in our warehouse - John then reassures her that he can meet her needs. Notice his use of the key words "promise" and "guarantee" - Well, that won't be a problem. I can promise three programmers by the first of the month. And I can guarantee the other two by your deadline - Jane also asks information questions "How much?" and "Why?" to come to a better understanding of John's position - And how much will this cost us? - It'll be two thousand dollars per week for each programmer - That's pretty expensive. Why so much? - Well, experienced computer programmers are expensive. In addition, our company has to make some money on this deal. We're providing a service - Business discussions and negotiations will always require a variety of language functions. Thanks for joining us today - Thanks, Gary!

Unit 171

The taste of vegetables = hương vị của rau.

Things to eat = các món ăn; Law firm = tổ hợp luật sư

Denise Collins is married with two children...two girls = cô có chồng và hai con gái.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "The taste of vegetables" .

- Hi, Max - Hi, Kathy. Who's our guest today? - Today our guest is Denise Collins - Denise works in a law firm, doesn't she? - Yes, and she's married with two children... two girls - And what's Denise going to talk about? - We're going to talk about things to eat - Food? - That's right.

Healthy foods or tasty foods = đồ ăn bổ dưỡng hay đồ ăn ngon miệng.

What is more important to you, healthy foods or tasty foods? = theo cô thì đồ ăn nào quan trọng hơn, đồ ăn bổ dưỡng hay đồ ăn ngon miệng?

Topic /'tɒpɪk/ = đề tài, chủ đề (n); Denise likes vegetables = Denise thích ăn rau.

Denise thinks that healthy food tastes good too = Denise nghĩ là đồ ăn bổ dưỡng cũng ngon miệng.

Carrots = củ cà rốt; Potato/Potatoes = khoai tây; Onions = hành tây; Scallions = hành ta

Healthy food does taste good = đồ ăn bổ quả là rất ngon miệng.

Fat /fæt/ = mập, béo (adj); Fat = mỡ (n); Tasty /'teɪsti/ = ngon miệng (adj)

Fries are fattening = khoai tây chiên ăn mập; Fattening = có nhiều chất béo làm mập (adj)

I really like the taste of vegetables = tôi rất thích hương vị của rau.

To fatten /'fætn/ = làm cho béo; Unhealthy /ʌn'helθi/ = hại cho sức khỏe (adj)

Healthy = lành mạnh, bổ dưỡng, lợi cho sức khỏe (adj); Health /helθ/ = sức khỏe (n)

Put slices of chicken fat on top of the chicken before roasting it = bọc vài miếng mỡ gà mỏng lên con gà trước khi bỏ lò nướng.

- Interview - Our guest today is Denise Collins. Hello, Denise - Hello, Kathy - Denise, let's talk about food - OK. That's one of my favorite topics - Which is more important to you: food that is healthy or food that tastes good? - Healthy food or tasty food? - Yes - That's a difficult question... because I think that healthy food does taste good. For example, I love vegetables. I really like the taste of vegetables. And of course vegetables are very good for your health - So you like food that tastes good and is healthy - Yes! - Our guest is Denise Collins. We'll talk more after our break. This is New Dynamic English.

Really /'riəli/ = thật, thực, thực ra (adv)

Healthy foods taste really good = đồ ăn bổ dưỡng thật là ngon miệng.

She thinks healthy foods are good for your health = cô cho rằng đồ ăn bổ dưỡng có lợi cho sức khỏe của ta.

She likes food that tastes good and is healthy = cô ta thích thực phẩm ngon miệng và bổ.

- Listen and Repeat - Denise thinks that healthy food tastes good - She really likes the taste of vegetables - She thinks that vegetables are good for your health - She likes food that tastes good and is healthy.

Spaghetti /spə'geti/ = bún kiểu Ý (n)

Tomato /tə'meitou, tə'ma:tou/ = cà chua (n); *Onion* /'ʌnjən/ = hành tây (n)

Green onion = hành lá (n); *Cheese* /tʃi:z/ = phó mát (n)

To package /'pækɪdʒ/ = đóng gói, xếp vào bao bì

Package = gói đồ, thùng hàng, sự đóng gói hàng

Do the shopping = *Go shopping* = đi chợ mua đồ

Denise is a good cook = Denise nấu nướng giỏi.

Tonight she is going to make spaghetti = tối nay cô ấy sẽ làm món bún kiểu Ý.

How many tomatoes will you need? = bạn cần mấy quả cà chua?

How much cheese will you need? = bạn cần bao nhiêu phó mát?

I won't need very much cheese = tôi không cần nhiều phó mát.

- Interview - We're talking about food with our guest, Denise Collins. Denise, do you like to cook? - Yes, I do. I like cooking - Who does most of the cooking at your house? - I do. My husband does the shopping and I do most of the cooking. As you know, I'm blind. So it's not easy for me to do the shopping. But I'm a very good cook - What are you going to cook tonight? - Tonight I'm going to make spaghetti - What will you need? - I'll need some tomatoes and onions. And some cheese - How many tomatoes will you need? - I'll need eight tomatoes. Eight large tomatoes - And how many onions? - Only one. I'll only need one onion - And how much cheese? - Only a little. I won't need very much cheese. Oh,... and of course I'll need a package of spaghetti - Our guest is Denise Collins. We'll talk more after our break. This is New Dynamic English.

Count nouns = danh từ đếm được [one onion, five onions, one tomato, five tomatoes]

Noncount nouns = *Mass nouns* = danh từ không đếm được [cheese, sugar, water]

Trước noncount nouns, không dùng a hay an và không có s theo sau khi ở số nhiều, mà dùng một đơn vị đo lường, hay một đồ chứa đựng như: sugar, two pounds of sugar.

I don't need much sugar in my coffee = tôi không cần nhiều đường trong cà phê của tôi.

I just need a little sugar in my coffee = tôi chỉ cần chút xíu đường trong cà phê của tôi.

1. Trước count nouns dùng:

Many = nhiều; Few = ít; A Few = một vài; How many? = có bao nhiêu?

2. Trước noncount nouns dùng:

Much = nhiều; Little = ít; A little = một ít; How much? = có bao nhiêu?

Many oranges, many people, many packages of spaghetti; Few people, few onions

Much sugar, much water, much money, much time (= plenty of time); Little sugar, little water

Thay vì dùng "many" hay "much," thì dùng "a lot of" hay "lots of": a lot of onions, a lot of people, a lot of time, a lot of money.

How many onions do you need? = bạn cần mấy củ hành tây?

How much sugar do you need? = bạn cần bao nhiêu đường?

I need two pounds of sugar = tôi cần hai cân Anh đường.

- Listen and Repeat - How many. How many tomatoes will Denise need? - She'll need eight tomatoes - How many onions will she need? - She'll need only one onion - How much. How much cheese will Denise need? - She'll need only a little cheese - How much spaghetti will she need? - She'll need one package of spaghetti.

To like /laɪk/ = thích; *To prefer* /prɪ'fɜ:/ = thích hơn

Corn /kɔ:n/ = ngô, bắp (n); *An ear of corn* = một bắp ngô

Fresh /freʃ/ = tươi (adj); *Fresh corn* = ngô tươi

A dessert /di'zə:t/ = món tráng miệng; *Chocolate cake* = bánh ngọt có vị sô cô la

Meat /mi:t/ = thịt (n); *A meat eater* = người ưa ăn thịt; *Beefsteak* = thịt bò bít-tết

Hamburger /'hæmbə:gə/ = thịt bò băm (n); *Delicious* /di'li:ʃəs/ = ngon miệng (adj)

Beefeater /'bi:f,i:tə/ = người ăn thịt bò, lính gác Tháp Luân Đôn (the Tower of London)

Steak = thịt hay cá nguyên miếng dày độ hơn một phân tây để nướng hay rán (n)

Fattening = nhiều chất béo (adj); *It's fattening* = món đó có chất béo.

Salad /'sæləd/ = rau xà lách trộn dầu dấm hay phó mát lỏng;

- Interview - Our guest today is Denise Collins. We're talking about food. What does your husband like to eat? - Well, my husband Sam's a meat eater. He loves all kinds of meat--hamburgers, steaks, hot dogs, all kinds of meat - How about you? Do you like meat? - Well, I like some kinds of meat, but I prefer vegetables, especially corn. I love fresh corn! Oh... and salads. I love salads - What about desserts? Do you like desserts? - My favorite dessert is chocolate cake. But I can't eat too much... It's fattening - But it's delicious, isn't it? - Mmmm yes - Thank you for coming here today, Denise - It's been fun.

- Listen and Answer. Listen for the bell, then say your answer - Does Denise like the taste of healthy food? - Yes, she does. She thinks that healthy food tastes good - What is she going to cook for dinner tonight? - She's going to cook spaghetti - What will she need to make spaghetti? - She'll need some tomatoes, an onion, a little cheese, and some spaghetti.

Unit 172

To be dying for something = thèm lắm, muốn lắm

I'm dying for a hamburger = tôi thèm ăn bánh mì mềm nhân thịt bò nghiền và phó mát quá.

To die = chết; *To be dying to do something* = khao khát làm một chuyện gì lắm.

They made a movie out of the book, and I'm dying to see it = họ đã đưa lên phim cuốn sách này, và tôi muốn xem phim đó lắm.

I'm dying of thirst. Do you have anything to drink? = tôi khát muốn chết. Bạn có gì uống không?

I was dying on the last three laps of the race = tôi mệt muốn đứt hơi trong ba chặng cuối của cuộc chạy đua.

Her sandwich is to die for = Her sandwich is very good (delicious) = bánh mì kẹp thịt bà ta làm ngon tuyệt.

Tom and Lorrie are having lunch at a restaurant = Tom và Lorrie đang ăn trưa ở một nhà hàng.

Tom wants a cheeseburger and some fries = Tom muốn ăn bánh mì mềm nhân thịt bò nghiền (băm) và phó mát và một ít khoai tây chiên ròn.

French fries = *Fries* = khoai tây chiên ròn (n); *Instead of* = thay vì (prep)

May I take your order? = quý vị muốn chọn ăn món nào?

I'd like a small salad instead of fries = tôi muốn đĩa xà lách nhỏ thay vì khoai tây chiên giòn.

- Daily Dialogue: At a Restaurant, part 1. Listen to the conversation - I'm dying for a cheeseburger - That sounds good - May I take your order? - I'd like a cheeseburger and some fries, please - The same for me... but fries are so fattening, I'd like a small salad instead of fries.

Bad news = tin xấu, tin buồn; *Good news* = tin vui

- Question of the Week! - Once again, it's time for Question of the Week, Kathy. Are you ready to play? - I certainly am! - This week, our question is: Who will have a longer life? Ready for the first question? - Ready! - O.K. In the United States, who do you think will have the longest life: married men,... married women,... single men,... or single women? - Who will live the longest? - That's right - Hmmm... is it... married men? - No.... it isn't. Single women will have a longer life than any other group - How about single men? - Single men will have the shortest lives -

Wow...that's bad news for single men - But good news for single women! Are you ready for the next question? - Yes! - All right...Who do you think will have a longer life: Americans with pets or Americans without pets? - Which group do I think will live longer? Americans with pets, or Americans without pets? - Yes... who will live longer? - Well... I'm just guessing, but I think people with pets are happier, so they will have a longer life. Is that right? - Yes! Americans with a cat or a dog have a longer life than Americans without pets - You have a dog, don't you, Max? - Yes. We love our dog, and he makes us happy - Maybe I'll get a dog, too - Good idea.

- A Question for You - Which do you prefer, meat or vegetables? - Mmm.

Conference /'kɒnfərəns/ = buổi hội nghị (n)

To attend a conference = dự hội nghị

To book a flight = mua vé máy bay; *Round-trip ticket* = vé khứ hồi

One-way ticket = vé đi một chuyến; *To be over* = xong, chấm dứt

Did you book your flight already? = chị đã mua vé máy bay rồi ư?

A non-stop flight = chuyến bay thẳng, không đỗ ở một phi trường trên đường bay.

I'm going to take a couple of days off = tôi sẽ nghỉ làm hai ba ngày.

Sightseeing /'saɪt,si:ɪŋ/ = xem danh lam thắng cảnh, cuộc tham quan (n)

To go sightseeing, to do some sightseeing = viếng danh lam thắng cảnh.

Travel agent = chuyên viên tổ chức du lịch (n)

Her agent got her a good price on a round-trip ticket = chuyên viên du lịch của cô ta mua hộ cho cô một vé khứ hồi giá phải chăng.

Oh, that sounds so much fun! = thế thì vui quá nhỉ!; *Convenient* /kən'vi:njənt/ = thuận tiện

- OK... and we're off the air - Hi, everybody - Hi. Hi, Elizabeth - Well, it looks like I'll be making a trip to California next month - Really? How exciting! - That's great, Elizabeth. Are you going on vacation? - Well, I'm going to take a couple of days off. I'm going to meet Boris in San Francisco. He's going out there for a conference next month. After the conference is over, I'll fly out and meet him. He wants to do some sightseeing. He's never been to San Francisco. But I have - San Francisco is a beautiful city - Oh, that sounds like so much fun - Did you book your flight already? - Yes, I went to my travel agent the other day. He got me a good price on a round-trip ticket - Did you get a non-stop flight? - Yes, I got the non-stop flight. It leaves ve-e-e-ry early in the morning. But it's convenient. Excuse me. It's time to start my show - OK. See you later - Alri-i-i-ght. Ready for Functioning in Business. Cue Music.

Coming to agreement, part 1 = đi đến thoả thuận, phần 1.

An Apology/Apologies = lời xin lỗi; *To apologize* /ə'pɒlədʒaɪz/ = xin lỗi

The pilot apologized for the delay = phi công xin lỗi vì sự chậm trễ.

Please accept my apologies = xin bạn tha lỗi cho tôi.

To finalize /'faɪnə,laɪz/ = hoàn tất, kết thúc; *Anxiety* /æŋ'zaɪəti/ = sự lo ngại (n)

Anxious /'æŋʃəs/ = Uneasy /ʌn'i:zi/ = Worried /'wʌrɪd/ = Impatient /ɪm'peɪʃənt/ = lo ngại, áy náy (adj)

People's anxiety about the economy is increasing = dân mỗi ngày một lo về tình kinh tế.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Coming to agreement, part 1". This program focuses on Accepting an Apology.

- Interview - Today, we are talking again to Mr. Charles Blake - Hello, Mr. Blake - Hello. It's nice to talk with you again! - Today, we're going to listen to your conversation with Mr. Stewart Chapman - Yes. I met with Mr. Chapman as soon as he came back to town. Dave Gomez had been extremely helpful. But I was anxious to talk to Mr. Chapman so that we could finalize the agreement - Let's listen to the beginning of that conversation.

Knowledgeable /'nɒlɪdʒəbəl/ = hiểu biết nhiều (adj)

To proceed /prə'si:d/ = tiến hành, tiếp tục; *Process* = tiến trình (n)

I was anxious to talk to Mr. Chapman so that we could finalize the agreement = tôi nóng lòng muốn nói chuyện với ông Chapman để chúng tôi có thể hoàn tất việc thoả thuận về vụ mua người máy rô bô.

I'm very sorry for not meeting you earlier, but with my father in the hospital... = tôi xin lỗi không gặp ông trước đây, nhưng vì phải lo cho cha tôi nằm ở bệnh viện...

Get right down to business = bắt tay ngay vào công việc.

I'd like to finalize things before I leave = tôi muốn kết thúc mọi chuyện trước khi rời khỏi đây [về Bắc kinh]

Mr. Blake is meeting Mr. Chapman for the first time = ông Blake gặp Ông Chapman lần đầu.

Dave is so knowledgeable that we've proceeded quickly = nhờ ông Dave rất hiểu biết vấn đề mà chúng tôi đã tiến hành công việc nhanh chóng.

- Dialog - Well, I'm glad to finally meet you, Charles - And I'm very happy to meet you, Stewart
- I'm very sorry for not meeting you earlier, but with my father in the hospital.. - I understand completely. It wasn't a problem. Dave is so knowledgeable that we've proceeded quickly. He's been very helpful - That's good. Well, I know that you're getting ready to return to Beijing, so we should get right down to business - Good. I'd like to finalize things before I leave.

Unit 173

Final /'faɪnəl/ = cuối cùng (adj)

Final = trận chung kết (n); *To finalize* /'faɪnə,laɪz/ = hoàn tất, kết thúc

Finally = *Eventually* /i'ventʃuəli/ = After a long time = cuối cùng (adv)

To be sorry for = *To apologize for* = xin lỗi; *Still* = tuy nhiên (adv)

Happy /'hæpi/ = sung sướng, hạnh phúc (adj); *Happiness* /'hæpinis/ (n)

Unhappy /ʌn'hæpi/ = buồn rầu, không vui, bất hạnh (adj); *Unhappiness* (n)

I'm sorry for not meeting you earlier = *I apologize for not meeting you earlier* = tôi xin lỗi đã không được gặp ông trước đây.

I understand completely (tôi rất thông cảm) = *Think nothing of it* (xin đừng bận tâm về chuyện đó) = *It wasn't a problem, don't worry about it* (chuyện ấy không sao, xin đừng lo về chuyện đó).

I'm glad to finally meet you (tôi mừng là sau khi chờ lâu nay được gặp ông) = *I'm happy to have a chance to meet you* (tôi mừng có dịp gặp ông).

- Variations. Listen to these variations - I'm glad to finally meet you - I'm happy to have the chance to meet you - I'm very sorry for not meeting you earlier - I apologize for not meeting you earlier - I understand completely - Think nothing of it - It wasn't a problem - Don't worry about it.

***To look forward to sth* = mong đợi cái gì**

***To look forward to doing sth* = mong đợi làm gì**

I'm really looking forward to our vacation = tôi háo hức nghĩ đến ngày nghỉ của chúng tôi.

Mr. Blake was looking forward to meeting Mr. Chapman = ông Blake rất mong gặp ông Chapman.

To work out = *To solve some difficulty* = giải quyết chuyện khó khăn

To work out = *To plan* = dự thảo chi tiết; *Experience* = kinh nghiệm (n)

I had worked out many of the details of the agreement with Dave = tôi đã giải đáp nhiều chi tiết của vụ thỏa thuận với ông Dave Gomez.

Have you worked out the schedule for next month? = bạn đã lo trước thời biểu cho tháng tới chưa?

It sounds like you have it all worked out = có vẻ là bạn đã lo liệu hết mọi chuyện rồi.

I was fairly confident = tôi khá vững tin; *I was a bit worried* = tôi hơi lo.

After my experience with Advanced Technologies, I was a bit worried = sau khi có kinh nghiệm với hãng Advanced Technologies, tôi hơi lo ngại.

Advanced Technologies decided not to buy your robots = hãng Advanced Technologies trước đã quyết định không mua người máy của ông.

- Interview - So you were looking forward to meeting Mr. Chapman? - Yes. I had worked out many of the details of the agreement with Dave Gomez - Uh-huh - But I knew that Mr. Chapman would make the final decision. After my experience with Advanced Technologies, I was a bit worried - Because Advanced Technologies decided not to buy your robots? - Yes, Mike Epstein loved our robots, but his boss, Shirley Graham, made the final decision. Still, I was fairly confident - Mr. Blake, thank you for talking to us today - My pleasure.

To know /nou/ = hiểu biết

Knowledge /'nɒlɪdʒ/ = sự hiểu biết (n)

Knowledgeable /'nɒlɪdʒəbəl/ = hiểu biết nhiều, am tường vấn đề (adj)

Mr. Chapman will make the final decision = ông Chapman là người quyết định cuối cùng.

Finalize a deal = hoàn tất một vụ giao dịch thương mại.

Mr. Blake would like to finalize the deal before he left for Beijing = ông Blake muốn lo cho xong cuộc thương lượng trước khi về Bắc Kinh.

To get down to business = bắt tay vào việc

We should get right down to business = ta hãy bắt tay ngay vào việc.

- Questions. Listen to the question, then listen to the dialog - Why did Mr. Chapman have to go out of town? - Well, I'm glad to finally meet you, Charles - And I'm very happy to meet you, Stewart - I'm very sorry for not meeting you earlier, but with my father in the hospital....- I understand completely. It wasn't a problem - Why did Mr. Chapman have to go out of town? - His father was in the hospital - Where will Mr. Blake go after he leaves New York? - Dave is so knowledgeable that we've proceeded quickly. He's been very helpful - That's good. Well, I know that you're getting ready to return to Beijing, so we should get right down to business - Good. I'd like to finalize things before I leave. Where will Mr. Blake go after he leaves New York? - He'll return to Beijing.

Small talk = hỏi thăm mào đầu

Sign /sain/ = dấu hiệu (n); To sign = ký tên; To be bored = chán

How do I know when to stop small talk and get down to business? = làm thế tôi biết khi nào thì phải ngừng phần hỏi thăm qua loa để bắt tay ngay vào cuộc thảo luận.

In most situations, small talk should only last for a few minutes = trong phần lớn các hoàn cảnh, hỏi thăm qua loa chỉ dài vài phút.

When people have been introduced and are comfortable, we can start talking about the business = khi mọi người đã được giới thiệu và cảm thấy thoải mái, ta có thể bắt đầu bàn về công việc kinh doanh.

You should look at the people in the room carefully = bạn nên nhìn kỹ mọi người trong phòng.

If people start looking at their watches, it's a sign to stop the small talk = nếu thấy người ta nhìn đồng hồ thì đó là dấu hiệu nên ngưng phần chào hỏi qua loa.

Perhaps we should begin our meeting = có lẽ ta nên bắt đầu buổi họp.

Why don't we get started? = tại sao không bắt đầu cuộc họp đi?

An awkward silence = một giây im lặng khi mọi người cảm thấy ngượng ngịu.

Sometimes you can see signs that it's time to end the small talk = đôi khi bạn có thể thấy những dấu hiệu cho biết đã đến lúc nên chấm dứt phần chào hỏi qua loa.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today's e-mail question is: "How do I know when to stop small talk and get down to business?" - Hmm, well, in most situations, small talk should only last for a few minutes. When people have been introduced and are comfortable, you can start the serious conversation - But how do you know exactly when to begin talking about business? - Well, you don't really. But you should look at the other people in the room very carefully. Sometimes you can see signs that it's time to end the small talk - What do you mean? What kind of signs? - Well, for example, if people are looking at their watches, that's one sign - Because they are wondering when the discussion will begin? - Yes, or they're bored. Another sign to look for is a pause in the conversation or an awkward silence. After that, you can say, "Well, perhaps we should begin our meeting". Or you can say, "Why don't we get started?" - Thanks for the information, Gary! - My pleasure!

- True or False - It's OK if small talk lasts a long time - False. Small talk should not last too long - If people start looking at their watches, it's a sign to stop the small talk - True. They may want to begin talking about business.

Her parents had been a bit worried when she came home late last night = ba má cô ta hơi lo khi tối qua cô về nhà trễ

I had prepared carefully for my job interview, so I felt rather confident = tôi đã sửa soạn kỹ trước khi vào phỏng vấn xin việc nên tôi khá vững bụng (tự tin.)

You should work out all the details of the trip with your travel agent = bạn nên bàn thảo mọi chi tiết của cuộc du lịch với người chuyên viên du lịch của bạn.

Unit 174

An Apology/Apologies = lời xin lỗi; To apologize for = xin lỗi

I apologize for being late = tôi xin lỗi tới trễ.

Sarah Burns is late for a lunch meeting with Mark Flanders = Sarah Burns đến trễ vào buổi hẹn ăn trưa với Mark Flanders.

Mark is an important customer for Sarah's Employment Agency = Mark Flanders là thân chủ quan trọng của hãng tìm Việc của Sarah.

I'm so sorry = I really must apologize = tôi thành thực xin lỗi.

Don't worry = đừng lo; It's no problem = không hề chi; To order /'ɔ:də/ = gọi món ăn

In general, things are going well = nói chung, công việc tiến hành tốt đẹp.

Why don't we get a table and order some food? = chúng ta hãy chọn bàn và gọi đồ ăn chứ?

To Catch/Caught/Caught = bắt; To catch up = bắt kịp

I just got back from vacation, so I have a lot to catch up = tôi mới đi nghỉ về nên có nhiều việc phải làm cho kịp.

You go ahead! I'll catch up with you in a minute = bạn cứ đi trước đi! Chút xíu nữa tôi theo kịp bạn.

I just got back from vacation, so I'm trying to catch up = tôi vừa đi nghỉ về nên phải cố làm cho kịp công việc còn dồn lại.

- Business Dialog - Sarah Burns is late for a lunch meeting with Mark Flanders. Mark is an important customer for Sarah's Employment Agency - Oh, Mark! I'm so sorry I'm late - Don't worry. It's no problem - Thank you, but I really must apologize. I couldn't get a taxi - Oh, I understand. So... how have you been? - I've been busy! I just got back from vacation, so I'm trying to catch up - I see - Yes, but in general things are going well - I'm glad to hear that - Thanks. Well, Mark, why don't we get a table and order some food? - Great!

I'm so sorry for being late = tôi thành thực xin lỗi vì tới trễ.

I couldn't get a taxi = tôi không kiếm được tắc xi.

Oh, I understand = ồ, tôi hiểu; It's no problem = không sao; Don't worry = xin đừng lo.

- Focus on Functions: Apology - Listen and repeat - I'm so sorry I'm late - Don't worry. It's no problem - I really must apologize. I understand.

How to accept an apology = cách trả lời khi có người xin lỗi ta.

I understand completely = tôi rất hiểu

Similar /'similə/ = giống, tương tự (adj); Similarity /,simi'lærɪti/ (n)

Business meetings always begin with some small talk, but at some point it is time to get down to business = các buổi họp bàn công việc luôn luôn bắt đầu bằng những lời hỏi thăm qua loa, nhưng đến một lúc nào đó phải bàn vào công việc.

Expression /ɪk'spreʃən/ = lời diễn đạt, câu nói (n); Explain further = giải thích thêm

I'd like to finalize things before I leave = tôi muốn kết thúc mọi chuyện trước khi đi về.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about accepting an apology. When Sarah first apologizes, Mark responds with the expressions "Don't worry. It's no problem" - Oh, Mark! I'm so sorry I'm late - Don't worry. It's no problem - After Sarah explains further, Mark accepts her apology, saying "I understand". Let's listen - Thank you, but I really must apologize. I couldn't get a taxi - Oh, I understand - These expressions are similar to the words that Mr. Blake used to accept Mr. Chapman's apology - I'm very sorry for not meeting you earlier, but with my father in the hospital.... - I understand completely. It wasn't a problem - After Mr. Blake accepts Mr. Chapman's apology, it is time to get down to business - Well, I know that you're getting ready to return to Beijing, so we should get right down to business - Good. I'd like to finalize things before I leave - Business meetings always begin with some small talk, but at some point it is time to get down to business. Thanks for joining us today for Gary's Tips - Thanks, Gary!

- Well, our time is up. Tune in again next time for Functioning in Business. See you then!
Healthy foods = đồ ăn bổ; Tasty foods = đồ ăn ngon miệng; To die for = thèm
French fries are tasty, but are not healthy, because they're fattening = khoai tây chiên giòn ăn ngon miệng, nhưng không bổ vì có nhiều chất béo.
I'm dying for a bowl of beef noodles! = tôi thèm ăn một tô phở bò quá!
Let's get right down to business = hãy bắt tay ngay vào việc đi
I'm so sorry for being late = I apologize for being late = xin lỗi tôi tới trễ.
Don't worry about that = It won't be a problem = không sao.
After a week of vacation, I had so much to catch up in my office = sau khi nghỉ một tuần về, tôi có nhiều việc ở sở quá phải làm cho kịp.

Unit 175

- I drink eight glasses of water a day = mỗi ngày tôi uống 8 ly (cốc) nước.*
Expressions of quantity = diễn tả lượng [dùng How much và How many]
An expression /ik'spreʃən/ = lời diễn đạt, câu nói; To express /ik'spres/ = diễn đạt
Mike Johnson works at a bank. Mike rides his bike to work = Mike làm việc ở nhà băng, và đi làm bằng xe đạp.
He's a nice guy = anh ấy dễ thương, tử tế, lịch sự.
- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "I drink eight glasses of water a day".
- Hi, Max - Hi, Kathy. Who's our guest today? - Today our guest is Mike Johnson. He lives in San Francisco and he works at a bank - And he rides his bike to work. Yes... nice guy.
Mike drinks eight glasses of water a day = Mike Johnson uống mỗi ngày tám ly nước.
I never go anywhere without water = đi đâu tôi cũng mang nước theo.
Doctors say we don't drink enough water = bác sĩ bảo chúng ta không uống đủ nước.
To get thirsty = thấy khát; Great /greɪt/ = Very good = rất ngon, tuyệt (adj)
After a workout, I get thirsty = sau khi tập xong, tôi thấy khát nước
Thirsty /'θɜːsti/ = khát (adj); Thirst /θɜːst/ = sự khát (n)
I'm dying of thirst = tôi khát muốn chết.
Can you give me something to drink? = bạn có gì cho tôi uống không?
I downed a bottle of water to quench my thirst = tôi phải uống hết 1 chai nước cho hết khát.
To quench one's thirst = uống cho đã khát; A glass /glɑːs/ = một ly
Eye-glasses = kính đeo mắt (n); Reading glasses = kính đọc sách (kính lúp) (n)
Looking-glass /'lʊkɪŋɡlɑːs/ = Mirror /'mɪrə/ = gương soi (n); Glassy eyes = mắt đỏ đần
A pane of glass = cửa kính; Raise your glass to somebody = nâng ly uống mừng ai.
Glass ceiling = trần nhà bằng kính [nghĩa bóng: kỳ thị] hay "cản trở vô hình" khiến phụ nữ hay người thiểu-số khó lên được chức tối cao tại các hãng hay sở lớn]
At work = khi làm việc; At play = khi chơi
A bottle of water = chai nước; Bottled water = nước đóng chai
I always have a bottle of water at my desk at work = tôi luôn luôn có một chai nước ở bàn khi làm việc
- Interview - Our guest today is Mike Johnson. Hello, Mike. Welcome back to our show - It's nice to be here again, Kathy - I see you brought a bottle of water with you - Yes, I never go anywhere without water. I always have a bottle of water at my desk at work - Why is that? - Doctors say that we don't drink enough water - So how much water do you drink each day? - I drink eight glasses of water a day - Eight glasses! That's a lot - Well, I drink water at work and at home. And when I ride my bike, I always have a bottle of water with me. I get thirsty, and water

tastes great - Our guest is Mike Johnson. We'll talk more after our break. This is New Dynamic English.

When he rides his bike, Mike always has a bottle of water with him = khi Mike đi xe đạp, lúc nào anh cũng mang theo một chai nước.

- Listen and Repeat - Eight glasses of water a day - Mike drinks eight glasses of water a day - We don't drink enough water - Doctors say that we don't drink enough water - Mike always has a bottle of water with him - When he rides his bike, Mike always has a bottle of water with him.

To Drink/Drank/Drunk = uống; A drink = đồ uống

To have a drink = uống đồ uống nóng hay lạnh, có chất rượu hay không.

We went for a drink after work = sau khi ở sở ra, chúng tôi đi uống rượu.

A tea drinker = người thường uống trà; A cup of tea = tách trà, chén trà

A drinker = A heavy drinker = người thường uống rượu.

An alcoholic = người nghiện rượu; A drunkard = người say rượu

A drunk driver = người lái xe say rượu [say quá giới hạn luật định]

A drunken driver = người lái xe say [nhưng có thể chưa tới mức say theo luật]

Drunk-driving = Drunken-driving = lái xe khi say rượu (adj)

A drunk-driving accident = tai nạn xe hơi vì người lái say rượu

Drunk /drʌŋk/ = say khướt (adj) [thường dùng sau be/get/seem ngoại trừ drunk driver, drunk-driving dùng trước danh từ]

Drunken /'drʌŋkən/ = say rượu (adj) [thường dùng trước danh từ]

The drunken teenager was arrested = thiếu niên say rượu bị bắt.

Safe drinking water = nước lạnh uống được

Take a sip = uống một hớp nhỏ; To gulp something down = uống ừng ực, nuốt chửng

He took a swig of his Coke = anh ta uống một hơi nước ngọt cô-ca cô-la.

He's drunk = anh ta say khướt; A drunken guest = người khách say rượu.

Ever /'evə/ = từng, có bao giờ [thường dùng trong câu hỏi] (adv)

If you're ever in Washington, give us a call = nếu bạn có dịp đến Washington, xin gọi điện thoại cho tôi.

A cup of coffee = tách (chén) cà phê; A cup of tea = chuyện gì mình thích (idm)

Classical opera is not my cup of tea = tôi không thích xem tuồng cổ.

Hiking is my cup of tea = tôi thích đi bộ trong rừng cây; Teacup = tách uống trà (n)

Do you ever drink coffee (milk)? = có bao giờ bạn uống cà phê (sữa) không?

I drink about two or three cups a day = tôi uống chừng hai ba tách mỗi ngày.

- Interview - We're back with our guest, Mike Johnson. Mike drinks eight glasses of water a day. Mike, do you ever drink coffee? - Yes, I do. I love coffee - How many cups of coffee do you drink a day? - Oh, I drink about two or three cups a day - What about tea? Do you drink tea? - Oh, I sometimes drink tea - How much tea do you drink? - I don't drink a lot. Sometimes I drink a cup of tea in the evening, before I go to bed - Our guest is Mike Johnson. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - How many cups of coffee does Mike drink? - He drinks about two or three cups a day - How much tea does he drink? - He doesn't drink a lot.

When I was a child, I drank milk = khi còn nhỏ, tôi uống sữa.

Not anymore = không... nữa; In fact = thực ra, nói cho đúng

I don't drink milk much anymore = bây giờ tôi không uống nhiều sữa nữa.

In fact, I don't like the taste of milk = nói đúng ra, tôi không thích vị của sữa.

- Interview - We're back with our guest, Mike Johnson - I'd like to ask you a question - Yes - Do you ever drink milk? - When I was a child, I drank milk. Most American children like to drink milk. But I don't drink milk much anymore. In fact, I don't like the taste of milk - Do you put milk in your coffee? - No, I don't. I drink my coffee without milk - Thank you, Mike - Thank you, Kathy - Let's take a short break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - How much water does Mike drink every day? - He drinks eight glasses of water a day - How much coffee does he drink? - He drinks two or three cups a day - How much tea does he drink? - He doesn't drink a lot.

Unit 176

Sales tax /seilz'tæks/ = thuế tiêu thụ (n)

Cheeseburger /'tʃi:z,bæ:gə/ = bánh mì mềm có nhân thịt băm và phó mát (n)

I'm dying for a cheeseburger = tôi thèm ăn bánh mì mềm nhân thịt băm và phó mát.

Lorrie doesn't want cheese on her cheeseburger = Lorrie không muốn kẹp phó mát trong bánh mì nhân thịt bò băm của cô.

- Daily Dialogue: At a Restaurant, part 2. Listen to the conversation - I'm dying for a cheeseburger - That sounds good - May I take your order? - I'd like a cheeseburger and some fries, please - The same for me... but fries are so fattening, I'd like a small salad instead of fries - Anything to drink? - Just a glass of water, please - Some water for me, too, please, and... no cheese on my burger - No cheese?! - Listen and repeat.

Comic books = Comics = tranh hoạt họa (truyện bằng tranh)

Comic strips = tranh hoạt họa hay hí họa trên báo

Cartoons = phim hoạt họa; Sidewalk /'saidwɔ:k/ = hè phố, lề đường (n)

Strip /strip/ = mảnh, dải (n); Nope /noup/ = No /nou/ = không (adv)

Suit /su:t, sju:t/ = bộ quần áo (n); Suite /swi:t/ = dãy phòng rộng; Sweet /swi:t/ = ngọt

I didn't read any comics, except Superman = tôi chỉ đọc chuyện tranh Siêu Nhân Superman thôi.

Except /ik'sept/ = ngoại trừ (v, prep, conj); You have a good point there = bạn có lý đó.

Comic Book Guy = anh chàng bán truyện bằng tranh vẽ

Superman /'su:pəmæn/ = siêu nhân (n) [nhà văn Ca-na-da Joe Shuster và nhà văn Mỹ Jerry Siegel. Số đầu tiên Action Comics in vào tháng 6, 1938]

Batman = người dơi (n) [nhân vật tưởng tượng do Bob Kane và Bill Finger in lần đầu trong số Detective Comics ngày 27 tháng 5, 1939. Batman là thám tử đại tài, lái xe hơi Batmobile.

I'm selling comic books. = tôi bán truyện tranh]

I wanted to fly = xưa còn bé, tôi ước sao mình bay được.

- Man on the Street - Hello. This is the New Dynamic English Man on the Street, Kent Moss. With me is Tom Jordan. Tom, can you tell us what you're doing here on the sidewalk? - I'm selling comic books - Selling comic books? What kind of comics are you selling? - Superman comics. I have over one hundred Superman comic books! - How about Batman? Do you have any Batman comic books? - Nope. Just Superman - Superman, Batman,... I read all those comics when I was a boy - Not me. I didn't read any comics except Superman. I wanted to be Superman. I wanted to fly! And I liked his clothes! - Oh, so that's why you're wearing a Superman suit!

A copy of today's newspaper = số báo hôm nay.

What's up? = có gì lạ không; City Council = hội đồng thành phố

To raise the tax = tăng thuế; To lower the tax = giảm thuế

Are you for or against it? = bạn ủng hộ hay chống?

So you don't mind paying more money when you buy something? = vậy bạn không phiền phải trả thêm tiền khi mua một món hàng ư?

Education has to come first = sự giáo dục là ưu tiên.

You have a good point there = bạn có lý đó; To improve the school = cải tiến trường học

Hire /'haɪə/ = mướn, thuê (n, v); To make up one's mind = quyết định

To vote /vout/ = bầu cử; Vote = lá phiếu (n)

Voting /'voutɪŋ/ = việc bầu cử (n); Election /i'lekʃən/ = cuộc bầu (n)

I need to know more before I make up my mind = tôi cần biết thêm trước khi quyết định.

You should read this article = bạn nên đọc bài báo này.

It's got a lot of good information in it = bài báo đó có nhiều tin tức đáng xem.

I'm going to vote for the best candidate in the coming election = tôi sẽ bầu cho ứng cử viên sáng giá nhất trong cuộc bầu cử sắp tới.

- And.... we're off the air. Say, do you have a copy of today's newspaper? - Mmmm, sorry, I don't - Oh, I do, Larry - Yeah. I have the newspaper here - Thank you - What's up? Is there a story you're interested in? There's an article here about the sales tax - Oh, I heard about that. The City Council wants to raise the sales tax, right? Are you for it or against it? - Actually, I'm for it. They'll use the money to improve the schools and hire more teachers - So you don't mind paying more money when you buy something? - Not if it helps the schools. In my opinion, education has to come first - You have a good point there. But I need to know more before I make up my mind - You should read this article, then. It's got a lot of good information - Thanks, Larry - Hi, Kathy, Larry. OK. Let's get started - Quiet, please, everyone. Ready for Functioning in Business.

Dave had done an excellent job in his meetings with Mr. Blake = ông Dave đã làm việc rất tốt trong các buổi họp với ông Blake.

But it was my job to make the final decision = nhưng việc của tôi là quyết định cuối cùng.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Coming to Agreement, part 2".

- Interview - Today, we are talking to Mr. Stewart Chapman from his office at Federal Motors - Hello, Mr. Chapman - Hello - Today, we're listening to your conversation with Mr. Blake - Uh, yes, I was glad to finally meet him. Dave Gomez had done an excellent job in his meetings with Mr. Blake. But it was my job to make the final decision - Let's listen to part of your conversation with Mr. Blake.

Most American children love reading Superman and Batman comics = phần lớn trẻ em Hoa Kỳ thích đọc truyện tranh Siêu nhân và Người Dơi.

Superman was the greatest gangbuster = Siêu nhân là người trừ băng đảng giỏi nhất.

Children like to buy comic books, collect them, and exchange them among their friends = trẻ em thích mua truyện tranh, sưu tập truyện và trao đổi với bạn.

Is there anything interesting in today's newspaper? = báo hôm nay có tin gì hay không?

The City Council is about to raise the sales tax, are you for or against it? = hội đồng Thành phố sắp tăng thuế tiêu thụ, bạn ủng hộ hay chống?

The city needs money to repair roads, build more classrooms, and hire more teachers = thành phố cần tiền để sửa đường xá, xây thêm lớp học, và mướn thêm giáo viên.

In my opinion, education comes first = theo ý tôi, vấn đề giáo dục là ưu tiên.

Unit 177

To get right down to business = bắt tay ngay vào công việc.

My understanding is that... = theo tôi hiểu thì....

Actually = đúng ra (adv); Is that correct? = Is that right? = như vậy có đúng không?

A service manual = sách hướng dẫn cách sử dụng; A technician = chuyên viên kỹ thuật

I'd like to finalize things before I leave = tôi muốn thông qua lần cuối (kết thúc, làm xong) mọi chuyện trước khi về.

Mr. Chapman asked Mr. Blake about the service manuals and technicians = ông Chapman hỏi ông Blake về sách hướng dẫn cách sử dụng và sửa chữa người máy tự động robots và chuyên viên kỹ thuật.

Most businesses use English to communicate on the Internet = phần lớn các ngành thương mại dùng Anh ngữ để truyền đạt trên liên mạng Internet.

- Dialog - Well, I know that you're getting ready to return to Beijing, so we should get right down to business - Good. I'd like to finalize things before I leave - My understanding is that the English service manuals will be ready in three weeks - Actually, we'll have them for you in two - Excellent! And Dave said that you could send some English speaking technicians to train our engineers. Is that correct? - Yes, that's right.

My understanding is that + câu muốn hỏi = câu muốn hỏi + Is that right (Is that correct)??: dùng hỏi cho chắc

The manual will be ready in three weeks = My understanding is that the manuals will be ready in 3 weeks = sách hướng dẫn sẽ sẵn sàng trong vòng 3 tuần.

The manuals will be ready in 3 weeks, is that right?.... = sách ...có đúng không?

- Variations. Listen to these variations - My understanding is that the manuals will be ready in three weeks - The manuals will be ready in three weeks, is that right? - We'll have them for you in two weeks - They'll be ready in two weeks.

What was your first impression of Mr. Blake? = ấn tượng đầu tiên của bạn về Mr. Blake?

Impression = ấn tượng, cảm tưởng (n); To impress /im'pres/ = gây ấn tượng

Similar = tương tự (adj); I was very impressed = tôi có cảm tưởng rất tốt về ông ta.

I felt that we could do business together = tôi cảm thấy chúng tôi có thể kinh doanh với nhau.

I am a very direct person = tôi là người nói thẳng, không quanh co.

He knew his products very well, even the details = ông ta biết rất kỹ về sản phẩm của hãng ông, ngay đến cả những chi tiết ông cũng biết.

He understood our concerns = ông hiểu rõ những mối quan ngại của chúng tôi.

- Interview - Mr. Chapman, what was your first impression of Mr. Blake? - I was very impressed. I felt that we could do business together - Why was that? - Well, I'm a very direct person. I like to get down to business - And you felt that Mr. Blake was similar? - Yes. He knew his products very well, even the details. And he understood our concerns - I see. Mr. Chapman, thank you for talking to us today - Thank you, Elizabeth.

To deliver /di'livə/ = giao hàng; On time = đúng hạn

Is Mr. Blake prepared to deliver the service manuals on time? = ông Blake có sẵn sàng giao sách hướng dẫn đúng hạn không?

Actually, we'll have them for you in two = đúng ra, chúng tôi sẽ giao sách cho ông trong vòng hai tuần.

- Questions. Listen to the question, then listen to the dialog - Is Mr. Blake prepared to deliver the service manuals on time? - Well, I know that you're getting ready to return to Beijing, so we should get right down to business - My understanding is that the English service manuals will be ready in three weeks - Actually, we'll have them for you in two - Excellent! - Is Mr. Blake prepared to deliver the service manuals on time? - Yes, he is. The manuals will be ready in two weeks.

Has English really become the international language for business? = có thật là tiếng Anh đã thành thứ ngôn ngữ quốc tế để giao dịch thương mại không?

International /intə'næʃənəl/ = quốc tế (adj)

International language = ngôn ngữ quốc tế

Nation /'neiʃən/ = dân tộc, quốc gia (n);

Popular /'pɒpjulə/ = phổ biến, phổ thông (adj)

Popularity /'pɒpjulə'ri/ = tính phổ biến (n)

Popularly /'pɒpjuləli/ = quần chúng ưa thích (adv)

To popularize /'pɒpjulə'raiz/ = popularise = đại chúng hóa, phổ cập

English has become an international language = tiếng Anh đã trở thành sinh ngữ quốc tế.

Even if = dù là (idm); Practical /'præktikəl/ = thực tế (adj)

Standard = chuẩn, tiêu chuẩn (n); All over the world = khắp thế giới

Even if you can't speak English well, you need to be able to read it = dù là bạn không nói tiếng Anh thông thạo thì cũng cần biết đọc và hiểu tiếng Anh.

You need to include documentation with your products = bạn phải gửi thêm tài liệu theo sản phẩm của hãng mình.

Corporation /ˌkɔːpə'reɪʃən/ = hãng, tổ hợp thương mại (n)

Documentation = tài liệu dẫn chứng hay giải thích (n); To translate /træns'leɪt/ = dịch

Translation /træns'leɪʃən/ = sự dịch (n); Translator /træns'leɪtə/ = người dịch

Increase = sự gia tăng (n); Increasingly = mỗi ngày một tăng, càng ngày càng (adv)

To become dependent on = phải nhờ vào, phụ thuộc vào

E-mail = điện thư (n); To e-mail = gửi bằng điện thư (v); Internet = liên mạng (n)

Journal /'dʒɜːnəl/ = tạp chí chuyên ngành; Scientific = thuộc về khoa học (adj)

To keep up = To try to do as well = gắng để thành công như người khác

Dominant /'dɒmɪnənt/ = có ảnh hưởng lớn (adj)

Importance of English = tầm quan trọng của tiếng Anh

A face-to-face meeting = một buổi gặp mặt trực tiếp, tận mặt

Trouble /'trʌbəl/ = gây rắc rối, lo âu, quấy rầy (v)

Trouble = điều lo lắng, điều rắc rối, phiền hà (n)

Troubled /'trʌbld/ = không yên, băn khoăn, lo lắng (adj)

The dominant language of the Internet is English = ngôn ngữ chính (có ưu thế, trội hơn) của liên mạng Internet là tiếng Anh..

If you want to keep up in business, you need to read English = nếu muốn theo kịp đà phát triển trong thương trường, bạn cần đọc và hiểu tiếng Anh.

I'm having trouble keeping up with the rest of the class = tôi gặp trở ngại khi cố theo cho kịp các bạn trong lớp.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today's question is, "Has English really become the international language for business?" - Well, that's a difficult question - Why is that? - In face-to-face business meetings, many different languages are used. But for business writing, English is the most popular language. Even if you can't speak English well, you need to be able to read it - Why do you think that's true? - One reason is an increase in exports. Today, most large corporations export their products all over the world. You have to include documentation with your products. And it's not practical to translate this information into every language - So English has become standard - Yes. In addition, businesses have become increasingly dependent on e-mail and the Internet. And the dominant language of the Internet is English. Finally, most of the important scientific and business journals are in English. If you want to keep up in business, you need to read English - Thank you, Gary! - My pleasure!

In face-to-face business meetings, many different languages are used = trong các cuộc họp mặt thương mại trực tiếp, người ta dùng nhiều ngôn ngữ khác nhau.

Today, most large corporations export their products all over the world = ngày nay, hầu hết các công ty lớn xuất cảng sản phẩm của họ khắp nơi trên thế giới.

In addition, businesses have become increasingly dependent on e-mail and the Internet = hơn nữa, các ngành thương mại càng ngày càng trở nên phụ thuộc vào điện thư và liên mạng.

Finally, most of the important scientific and business journals are in English = sau hết, phần lớn các tạp chí chuyên ngành quan trọng về khoa học và thương mại được viết bằng tiếng Anh.

Unit 178

To communicate /kə'mjuːnɪkeɪt/ = truyền đạt

Dominant language = ngôn ngữ chính, có ưu thế hơn.

Most businesses use English to communicate on the Internet = hầu hết các công ty thương mại dùng tiếng Anh để truyền đạt trên liên mạng Internet.

- True or False - In international business, being able to speak English is more important than being able to read English - False. It is more important to be able to read English - English is the dominant language of the Internet - True. Most businesses use English to communicate on the Internet.

You can arrange tours to toy factories = cô có thể tổ chức thăm các xưởng chế tạo đồ chơi.

My understanding is that you can arrange tours to toy factories = theo tôi hiểu thì cô có thể tổ chức các cuộc thăm viếng các xưởng chế tạo đồ chơi, có phải thế không?

You can arrange tours to toy factories, is that right?

To contact /'kɒntækt/ = liên lạc; Contact = sự giao tiếp, sự tiếp xúc (n)

Foreign business people = nhà kinh doanh nước ngoài; Doll = búp bê (n)

Toy cars = xe hơi cho trẻ em chơi; Toy factories = xưởng chế tạo đồ chơi

Detailed /'di:teild/, di 'teild/ = tỉ mỉ, nhiều chi tiết (adj); Detail (n)

Could you send me a more detailed description of what your clients would like to see? = ông có thể gửi cho tôi một bản mô tả kỹ chi tiết những gì thân chủ ông muốn xem?

I'll have them e-mail a list to you = tôi sẽ bảo họ gửi cho cô bằng điện thư một danh sách liệt kê loại đồ chơi họ muốn xem.

To have + someone + V = bảo ai làm gì

I'll have the bellboy take up your bags = tôi sẽ bảo người bồi khách sạn mang va-li của ông lên phòng

Marvin Telleman is talking to Rebecca Chang, a salesperson for Middle Kingdom Tours, a travel agency = Marvin Telleman đang nói chuyện với cô Rebecca Chang, một nhân viên mãi dịch của Middle Kingdom Tours

A travel agency = một hãng du lịch That kind of thing

Middle Kingdom = Trung quốc; Middle /'midl/ = ở giữa (adj)

Kingdom /'kiŋdəm/ = Empire /'empaɪə/ = vương quốc (n)

King = Emperor /'empərə/ = vua (n); Imperial /im'piəriəl/ = thuộc hoàng đế (adj)

Mr. Telleman is arranging a tour for some business associates in the toy business = Telleman đang lo tổ chức cho một số đồng nghiệp thương mại một cuộc đi thăm hãng chế tạo đồ chơi.

An industrial tour = cuộc đi thăm các xưởng kỹ nghệ.

They're particularly interested in traditional toys = họ đặc biệt lưu ý đến đồ chơi cổ truyền.

- Business Dialog - Let's listen to today's Business Dialog. Marvin Telleman is talking to Rebecca Chang, a salesperson for Middle Kingdom Tours, a travel agency. Mr. Telleman is arranging a tour for some clients in the toy business - Ms. Chang, I was told that you arrange industrial tours - Yes, that's correct - And my understanding is that you can arrange visits to Chinese toy factories - Yes. We've done many tours of toy factories for foreign business people - That's great. They're particularly interested in traditional toys. Can you arrange that? - What do you mean by 'traditional'? Can you give me some examples? - Uh, well, I mean dolls, toy cars, and so on - That's no problem. No problem at all. But could you send me a more detailed description of what your clients would like to see? - Certainly, I'll have them e-mail a list to you - That would be wonderful. And I'll start contacting some factories immediately - Thank you. They'll be very pleased.

I was told... = tôi nghe nói...

What do you mean by.....bạn nói thế là nghĩa là sao?

Can you give me some examples? = bạn cho tôi vài thí dụ được không?

That kind of thing = tương tự như vậy

They're particularly interested in traditional toys = họ đặc biệt lưu ý đến đồ chơi cổ truyền.

What do you mean by "traditional"? = "cổ truyền" là nghĩa là sao?

By "traditional toys," I mean dolls and toy cars = khi tôi nói "đồ chơi cổ truyền" tôi có ý muốn nói như là búp bê và xe hơi đồ chơi.

- Focus on Functions: Clarifying. Listen and repeat - I was told. I was told that you arrange tours
- My understanding. My understanding is that you can arrange visits - What do you mean - What do you mean by 'traditional'? - I mean. I mean dolls and toy cars.

To confirm one's understanding = hỏi lại cho chắc

To clarify /'klærɪfaɪ/ = làm rõ nghĩa thêm ra

Am I correct in assuming that... = không biết có phải là...

Can you arrange industrial tours? = cô có thể lo tổ chức các vụ thăm viếng các xưởng kỹ nghệ không?

Am I correct in assuming that you can arrange industrial tours? = không biết có phải cô có thể lo tổ chức đi thăm các xưởng kỹ nghệ không?

I was told that you can arrange industrial tours, is that correct? = tôi được biết cô lo tổ chức các cuộc thăm viếng cơ sở kỹ nghệ, có phải thế không?

My understanding is that you can arrange visits to Chinese toy factories = theo tôi hiểu thì cô có thể tổ chức các buổi thăm viếng các xưởng chế tạo đồ chơi ở Trung quốc, có phải thế không?

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about different ways to confirm and clarify information. At the beginning of today's Business Dialog, Mr. Telleman confirms his understanding by using the expressions "I was told" and "my understanding is..." Let's listen - Ms. Chang, I was told that you arrange industrial tours - Yes, that's correct - And my understanding is that you can arrange visits to Chinese toy factories - Yes. We've done many tours of toy factories for foreign business people - This part of the Business Dialog is very similar to Mr. Chapman's conversation with Mr. Blake. Let's listen - My understanding is that the English service manuals will be ready in three weeks - Actually, we'll have them for you in two - Excellent! And Dave said that you could send some English-speaking technicians to train our engineers. Is that correct? - Later in the Business Dialog, Mr. Telleman talks about "traditional toys". Ms. Chang asks for clarification with the question: "What do you mean by 'traditional'?" And she asks him to give examples - They're particularly interested in traditional toys. Can you arrange that? - What do you mean by 'traditional'? Can you give me some examples? - Uh, well, I mean dolls, toy cars, and so on. That kind of thing - It is important in business to ask for clarification and examples, when necessary. I hope the expressions we discussed today will help you communicate in English. We'll see you again next time! - Thanks, Gary!

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

To arrange /ə'reɪndʒ/ = thu xếp, tổ chức; Citadel /'sɪtədəl/ = thành lũy (n)

English is becoming more and more important in international business = English is becoming increasingly important in international business = tiếng Anh càng ngày càng trở nên quan trọng trên trường thương mại quốc tế.

Is tap water safe to drink? = nước trong vòi có thể uống được không?

If we're not sure, we should drink boiled water or bottled water = nếu không chắc, bạn nên uống nước đun sôi, hay nước đóng trong chai

We need someone who can arrange for us a trip to the Imperial Citadel in Hue = chúng tôi cần một người có thể thu xếp cho chúng tôi một cuộc du ngoạn thăm thành nội Huế.

Unit 179

Do you like e-mail? = bạn có thích dùng điện thư không?

A fax /fæks/ = A facsimile /fæk'simili/ = một bản fax

To fax = gửi một văn bản đi bằng máy fax.

Do you have a fax machine in this hotel? = khách sạn có máy gửi fax không?

E-mail = điện thư (n, v); Comparison /kəm'pærɪsn/ = sự so sánh (n)

He took the train across the country = anh ta đi xe lửa bằng qua lục địa Mỹ.

He says that he's having a great time = anh ta nói anh ta thích cảnh ở đó lắm.

Postcard /'pəʊstkɑ:d/ = bưu thiếp (n); Density /'densəti/ = tỷ trọng (n)

On the back there's a picture of the Great Salt Lake = ở đằng sau tấm thiếp là hình hồ Great Salt Lake.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "Do you like e-mail?"

- Hi, Max - Hi, Kathy - What's that? - It's a postcard. From John... John Orwell - Oh, your friend, the writer - Yes - Where is he? - Well, he took the train across the country. And he sent us this postcard from Salt Lake City, Utah. And on the back there's a picture of the Great Salt Lake. He says that he's having a great time! - Wonderful - Well, Kathy... who's our guest today? - Today, our guest is Martha Harris - And what's she going to talk about? - She's going to talk about her writing and her computer - Great.

Mystery stories = truyện trinh thám, truyện bí ẩn

Martha uses her computer for writing her stories and for e-mail = Martha dùng máy vi tính để viết truyện và gửi hay nhận điện thư.

It's very convenient and it's faster than the mail = gửi điện thư rất tiện và nhanh hơn gửi bằng bưu điện.

Sure = chắc chắn (adj); Surely = chắc chắn (adv); I sure do = I surely do = có chứ

[nói chuyện "sure" có thể thay cho "surely"]

Do you use a computer? = bà có dùng máy vi tính không?

Mail /meɪl/ = thư (n, v); To Cost/Cost/Cost = tốn; Costly /'kɒstli/ = tốn kém (adv)

It costs less (it is less expensive) to send an e-mail message than to send a letter = gửi một điện thư tốn ít hơn gửi một lá thư dán tem.

Martha likes e-mail better than letters = Martha thích gửi điện thư hơn gửi thư qua bưu điện.

Please mail this letter = xin gửi lá thư này qua bưu điện.

Why don't you email it? It's faster and is less expensive = tại sao không gửi bằng điện thư thì nhanh hơn và đỡ tốn tiền hơn?

A message /'mesɪdʒ/ = thư tín, lời nhắn, tin điệp, thông điệp

An e-mail message = một điện thư; A fan = người hâm mộ, ưa thích

- Interview - Our guest today is Martha Harris. Martha is a writer. She writes mystery stories. Martha, do you use a computer? - I sure do. I use it every day. I use it to write my stories. And I use it for e-mail - Do you like e-mail? - Oh, yes. It's very convenient and it's faster than the mail. If I send a message today, it arrives today. And it's less expensive. It costs less to send an e-mail message than to send a letter - So you're really an e-mail fan - Yes, I guess I am - Our guest is Martha Harris. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Why does Martha like e-mail better than letters? - It's faster - E-mail is faster than the mail - It's less expensive - It's less expensive to send an e-mail message than to send a letter - It's more convenient - It's more convenient than writing a letter.

To publish /'pʌbliʃ/ = xuất bản, công bố

Publisher = nhà xuất bản, người xuất bản (n)

Publicity /pʌb'lɪsɪti/ = sự công khai, sự quảng cáo (n)

Publicity agent = nhân viên quảng cáo (n)

Junk mail = thư tạp nhạp bỏ đi như thư quảng cáo các món hàng

Advertisement /ædvə'taɪzmənt, æd'vɜ:tɪzmənt/ = quảng cáo (n)

To ADvertise /'ædvətaɪz/ = quảng cáo; A job advertisement = quảng cáo cần việc làm.

Martha gets too many e-mail messages = Martha nhận được quá nhiều điện thư.

There are some problems with e-mail = có vài trở ngại khi dùng e-mail.

Many of these messages are "junk mail" = nhiều điện thư chỉ là thư quảng cáo đáng bỏ đi.

Junk /dʒʌŋk/ = đồ tạp nhạp không cần thiết (n)

A garage filled with junk = nhà để xe chứa toàn đồ vô ích hay vô giá trị.

There's so much junk on TV these days = mấy lúc này, trên vô tuyến truyền hình có rất nhiều chương trình chẳng có giá trị.

Junk food = đồ ăn nhiều chất mỡ, đường và ít bổ dưỡng, như khoai tây rán (potato chips)

A junker = xe hơi quá cũ; *Junk yard* = bãi chứa đồ phế thải hay bộ phận xe hơi cũ.

You can get in touch with me by e-mail, you can email me = bạn có thể liên lạc với tôi bằng điện thư.

To e-mail = gửi bằng điện thư; *E-mail* = *e-mail* = *email* = điện thư (n)

[giống như "mail" thì email luôn luôn ở số ít, không có s]

Much e-mail = *A lot of e-mail messages* = nhiều điện thư

- Interview - We're talking with Martha Harris about e-mail. Is there anything you don't like about e-mail? - Well, I get too many messages. I don't like that. Every day I get twenty e-mail messages - Who are they from? - Some of them are from friends, and some are from my publisher. But a lot of the messages are "junk mail" - Junk mail? - Yes. Advertisements. From companies that want to sell me something - So there are some problems with e-mail - Yes, I guess so. I love e-mail and I hate it - Our guest is Martha Harris. We'll talk more after our break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - Does Martha get a lot of e-mail messages? - Yes. She gets too many messages - How many messages does she get each day? - She gets about twenty messages a day - Are all of the messages from her friends? - No, they aren't. Some of them are from her publisher, and many of them are junk mail.

E-mail is less expensive and faster than letters = điện thư thì đỡ tốn và nhanh hơn thư gửi qua bưu điện

If you want to be healthy, don't eat a lot of junk food = nếu bạn muốn mạnh khỏe, đừng ăn nhiều đồ ăn tạp nhạp.

After a new novel has been published, the publisher has to advertise it on newspapers or magazines = sau khi một cuốn tiểu thuyết mới được xuất bản, nhà xuất bản phải quảng cáo cuốn sách đó trên báo chí.

Unit 180

Cheeseburger /'tʃi:z,bə:gə(r)/ = thịt bò băm có lẫn pho mát (n)

I'm on a diet = tôi ăn kiêng; *Finally, she changed her mind* = cuối cùng cô ấy đổi ý.

To change one's mind = đổi ý; *Fat* /fæt/ = mỡ, chất béo (n); *Fat* = mập, béo, nhiều mỡ (adj)

Fatty /'fæti/ = béo, như mỡ, có nhiều mỡ (adj); *Fattening* = có nhiều chất béo (adj)

She wanted a salad instead = cô gọi một đĩa xà lách thay vì bánh mì nhân thịt bò băm.

I'm dying for a hamburger = tôi thèm ăn bánh mì nhân thịt bò băm và pho mát quá!

- Daily Dialogue: At a Restaurant, part 3. Listen to the conversation - I'm dying for a cheeseburger - That sounds good - May I take your order? - I'd like a cheeseburger and some fries, please - The same for me... but fries are so fattening, I'd like a small salad instead of fries - Anything to drink? - Just a glass of water, please - Some water for me, too, please, and... no cheese on my burger - No cheese?! Lorrie, it's a cheeseburger! - And, uh,... just a little meat. I'm on a diet - Lorrie, are you sure you want a cheeseburger? - Oh, I guess not. Maybe I should just get a salad. But a cheeseburger sounded so good!

Magazine /,mægə'zi:n/ = tạp chí (n)

Journal /'dʒə:nəl/ = tạp chí chuyên ngành (n)

Library /'laibrəri/ = thư viện; *Newspaper* = báo hàng ngày (n)

To Send/Sent/Sent = gửi; *Vacation* = ngày nghỉ, kỳ nghỉ (n)

To vacation = đi nghỉ; Vacational (adj); On vacation /və'keiʃən/ = đang nghỉ

Where's your boss? = ông chủ đâu?; He's on vacation = ông ấy đang nghỉ

To cost the least = tốn ít nhất; Little /'lɪtəl/ = ít (adj); Less = ít hơn; The least = ít nhất

- Question of the Week! - It's time for Question of the Week. This time, I'm going to ask questions about things to read. Question number one: What do you send to your friends when you're on vacation? A book..., a postcard..., or a magazine? What do you send to your friends when you're on vacation: a book, a postcard, or a magazine? OK. Question number two: What do most people get from the library? A newspaper..., a magazine..., or a book? What do most people get from the library: a newspaper, a magazine, or a book? And Question number three: Which usually costs the least...A book..., a magazine..., or a newspaper? Which usually costs the least: a book, a magazine, or a newspaper? We'll have the answers on our next show.

- A Question for You - Do you use e-mail? Do you like it? - Uh huh.

It's a federal district set aside for federal government buildings, including the White House = đó là một vùng đất thuộc chính phủ liên bang dành cho các công sở của liên bang, trong đó có tòa Bạch ốc.

To vote /vout/ = bầu phiếu; Voting booth = phòng phiếu

Election /i'lekʃən/ = cuộc bầu cử; Representative = dân biểu Hạ viện

House of Representatives = Hạ viện; Senate = Thượng viện; Senator = Thượng nghị sĩ

Washington, D.C. is the capital of the United States = Washington, D.C. là thủ đô của HKY.

Washington, D.C. is not a state = Washington, D.C. không phải là một tiểu bang.

Washington, D.C. is a city = Washington, D.C. là một thành phố.

Washington D.C. has a City Council = Washington D.C. có một Hội đồng thành phố.

You have to live in one of 50 states to vote for Congress = bạn phải sống ở một trong 50 tiểu bang (và là công dân) thì mới được bầu cho đại diện ở Quốc hội.

- OK... and we're off the air - Well, today's the day we vote for our representative in Congress. Have you voted yet, Kathy? - Actually, I'm not voting - You're not voting? Why not? - Because I can't. I can't vote in this election. You have to live in one of the fifty states to vote for Congress. You live in the state of Virginia, but I live in Washington, D.C. Washington, D.C. isn't a state - It's strange. Washington, D.C. is the capital of the United States. The United States government is here in Washington, D.C. Even the President of the United States lives in Washington, DC. But Washington, DC, isn't a state - Yes, it's very strange. So..., have you voted yet? - Well, actually.... no. But I'm going to vote right after I leave here! - Hi, Max, Kathy. Hi, Larry - Alri-i-ght. Ready for Functioning in Business. Cue Music.

How to correct a previous statement = cách sửa một câu đã nói trước

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Coming to agreement, part 3". This program focuses on Correcting.

- Interview - Today, we are talking again to Mr. Charles Blake - Hello, Mr. Blake - Hello again! - Today, we're listening to more of your conversation with Mr. Stewart Chapman at Federal Motors - Yes. He seemed pleased that the English language manuals would be ready so quickly. And he also had some questions about the technicians we were sending to train their engineers - Let's listen to that part of the conversation.

To correct /kə'rekt/ = sửa lại cho đúng

Adequate /'ædikwɪt/ = đủ (adj); Inadequate /in'ædikwɪt/ = không đủ (adj)

My understanding is that the English manuals will be ready in three weeks = theo tôi hiểu thì sách hướng dẫn cách dùng máy rô bô viết bằng tiếng Anh sẽ có trong vòng ba tuần.

Actually, we'll have them ready for you in two = đúng ra, chúng tôi có thể có sẵn sách cho ông trong vòng hai tuần.

I can assure you that we'll provide an adequate number of technicians = tôi xin cam đoan với ông là chúng tôi sẽ cung cấp đủ số chuyên viên.

The school's facilities are adequate for the students' needs = nhà trường có đủ tiện nghi cho nhu cầu học sinh.

The roads are inadequate for the number of cars that pass through here = số đường xá không đủ vì có nhiều xe cộ đi qua đây.

To afford /ə'fɔ:d/ = có đủ điều kiện, hay khả năng làm gì, hay đủ tiền mua

We can't afford to buy a new car = chúng tôi không có đủ tiền mua xe hơi mới.

We can't afford to waste time = chúng tôi không thể bỏ phí thì giờ; As well/Too/Also = cũng

We want this to be a success as well = chúng tôi cũng muốn dịch vụ này thành công.

[Also thường trước động từ chính nhưng sau be; Too và As well không đứng ở đầu câu mà đứng ở cuối câu]

Five of Tom's friends were admitted to the same university = 5 người bạn anh Tom đều được nhận vào cùng một đại học như anh.

Boston is also a very nice city = Boston cũng là một thành phố đẹp.

I love you, too = anh cũng yêu em; We want this to be a success as well

We want this to be a success, too; We also want this to be a success.

- Dialog - My understanding is that the English service manuals will be ready in three weeks - Actually, we'll have them for you in two - Excellent! And Dave said that you could send some English-speaking technicians to train our engineers. Is that correct? - Yes, that's right. I said that we could provide some technicians. We haven't actually discussed a number - So, that's still to be decided? - Yes, but I can assure you that we will provide an adequate number - Well, it's very important that they speak English well enough. We can't afford to waste time - Yes, I understand. We want this to be a success as well, Mr. Chapman.

Unit 181

Still /stil/ = vẫn còn (adv); Not...yet = chưa

That's still to be decided = That hasn't been decided yet = chuyện đó chưa quyết định.

It's very important = It's critical = điều đó tối quan trọng.

Critical /'kritikəl/ = Crucial /'kru:ʃəl/ = Very important = rất quan trọng (adj)

We haven't actually discussed a number = We didn't actually say how many = đúng ra, chúng ta chưa bàn đến số chuyên viên sẽ gửi sang.

- Variations. Listen to these variations - We haven't actually discussed a number - We didn't actually say how many - That's still to be decided - That hasn't been decided yet - I can assure you - I promise you - It's very important - It's critical.

Obviously /'ɒvbiəsli/ = rõ ràng, hiển nhiên (adj); Well-informed = biết rõ, am tường (adj)

He was obviously well-informed about our company and our technology = ông ta rõ ràng là rất am tường về công ty của chúng tôi và kỹ thuật của chúng tôi.

He focused on the big picture = ông chú ý đến đại thể, những điểm chính.

The big picture = đại thể, điểm chính, tình trạng tổng quát [nghĩa bóng]

He didn't worry about the details which could be worked out later = ông không lo về những chi tiết là những điều có thể giải quyết sau.

It was in our best interest = điều đó (gửi đủ chuyên viên) cũng lợi ích cho chúng tôi.

I found him to be very easy to negotiate with = tôi thấy ông ta là người dễ thương lượng.

To Find/Found/Found + someone/sth + to be + adj + to V

To found /faund/ = thành lập, sáng lập; Foundation /faun'deiʃən/ (n)

I found her to be very easy to talk to = tôi thấy bà ấy rất dễ nói chuyện.

I find this problem to be very difficult to solve = tôi thấy vấn đề này rất khó giải quyết.

- Interview - Mr. Blake, what was your impression of Mr. Chapman? - Well, he was obviously well informed about my company and our technology. I found him to be very easy to negotiate with - What made it easy to negotiate with him? - Well, he focused on the big picture. He didn't

worry about details which could be worked out later - For example, the number of technical advisors? - Exactly. He knew that we would agree to send an adequate number. It was in our best interest - Very good, Mr. Blake. Thank you for talking to us today - My pleasure - Let's take a short break.

We haven't actually discussed a number = thực ra là chúng tôi chưa bàn về số chuyên viên sẽ gửi sang.

So, that's still to be decided? = vậy là vấn đề số người chưa quyết định phải không?

Yes, but we can assure you that we will provide an adequate number = phải, nhưng tôi bảo đảm với ông là chúng tôi sẽ cung cấp đủ số chuyên viên.

It's very important that they speak English well enough = điều quan trọng là họ phải nói tiếng Anh khá thông thạo.

Issue /'isju:/ = vấn đề cần bàn (n)

What issue is more important to Mr. Chapman: the number of technicians or their ability to speak English? = vấn đề nào quan trọng hơn đối với ông Chapman: số chuyên viên gửi sang hay khả năng Anh ngữ của họ?

- Questions. Listen to the question, then listen to the dialog - Which issue is more important to Mr. Chapman: the number of technicians or their ability to speak English? - And Dave said that you could send some English-speaking technicians to train our engineers. Is that correct? - Yes, that's right. I said that we could provide some technicians. We haven't actually discussed a number - So, that's still to be decided? - Yes, but I can assure you that we will provide an adequate number - Well, it's very important that they speak English well enough. We can't afford to waste time - Yes, I understand - Which issue is more important to Mr. Chapman: the number of technicians or their ability to speak English? - He is more concerned about their ability to speak English.

Limited /'limitid/ = giới hạn (adj); Control /kən'troul/ = kiểm soát (n, v)

The flow of a conversation = mức nhanh chậm khi nói chuyện.

To pretend /pri'tend/ = giả vờ; I'm sorry, but I don't understand = xin lỗi, tôi không hiểu.

What does that word mean? = chữ đó nghĩa là gì?

What you mean by that? = bạn nói vậy là ngụ ý gì?; The worst thing = điều dở nhất, tệ nhất

Flow /flou/ = sự trôi chảy (n); Bad /bæd/ = xấu, tệ (adj)

Worse /wə:s/ = xấu, dở, tệ hơn; The worst /wə:st/ = tệ nhất, xấu nhất

What can I do to improve my communication in English? = làm cách nào để tăng thêm khả năng đàm thoại Anh ngữ của tôi?

Could you speak more slowly, please? = Slow down a little bit, will you please? = bạn vui lòng nói chậm lại.

The first thing to do is to learn how to control the flow of a conversation = việc đầu tiên phải làm là học cách kiểm soát mức trôi chảy của cuộc nói chuyện.

The worst thing to do is to pretend to understand, when you really don't understand = việc tệ nhất là giả vờ hiểu, khi thực sự bạn không hiểu.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today's e-mail question is, "I don't speak English very well". "What can I do to improve my communication in English?" - That's an excellent question! The first thing to do is to learn how to control the flow of a conversation - What does that mean? - For one thing, it means to get other people to speak more slowly. For example, you can say, "Could you speak more slowly, please?" - That's good advice! - And if you don't understand something, you can say, "I'm sorry, but I don't understand". Or "Could you please say it again?" - I see - If you don't understand a word, you can ask for help by saying, "What does that mean?" In business, it's important to understand and confirm information and ideas. The worst thing to do is to pretend to understand, when you really don't understand - So you should ask a lot of clarification questions - Yes. And finally, if you really want to learn English, keep studying - Thanks for the excellent information, Gary! - My pleasure!

That hasn't been decided yet = That is still to be decided = chuyện đó chưa quyết định.

I can assure you (I promise you) that your package will be delivered on time = tôi cam đoan với ông là gói hàng của ông sẽ được giao đúng hẹn.

I'm sorry, but I don't understand. Please speak more slowly/Please slow down a little bit = xin lỗi, tôi không hiểu, xin nói chậm hơn.

I found her to be very easy to talk to = tôi thấy bà ta là người dễ nói chuyện.

Unit 182

Could you speak more slowly, please = Could you please slow down a little bit?

- True or False - If people are speaking English too quickly, you should ask them to slow down - True. You can say, "Could you speak more slowly, please?" - If you don't understand something, you should pretend to understand - False. You should ask the other person to explain or repeat.

Actually = đúng ra (adv); To check into = mượn phòng

To check out = trả phòng; Non-smoking room = phòng cấm hút thuốc (n)

Smoking room = phòng cho hút thuốc (n); To appreciate /ə'pri:ʃieɪt/ = cảm kích, cảm ơn

Hotel lobby = phòng khách đợi trước quầy ghi danh; I'm very sorry, but... = xin lỗi, nhưng...

A fax = A facsimile = một bản fax; To fax = gửi một văn bản đi bằng máy fax.

Do you have a fax machine in this hotel? = khách sạn có máy gửi fax không?

To contract /kən'trækt/ = làm hợp đồng,訂 ước

Contract /'kɒntrækt/ = hợp đồng, giao kèo (n)

Contractual /kən'træktʃuəl/ = bằng hợp đồng, bằng giao kèo (adj)

Mr. Blake said he would fax the contract tonight = ông Blake nói tối nay ông sẽ gửi giao kèo qua máy fax.

I've reserved a non-smoking room for eight days = tôi đã dành một phòng không hút thuốc trong tám ngày.

To reserve /ri'zə:v/ = dành chỗ trước

Reserved /ri'zə:vɪd/ = dành riêng, đã dành trước, kín đáo, giữ gìn (adj)

Reservation = sự giữ trước (n); Reservation number /,rezə'veɪʃən/ = số dành trước

To show our appreciation for your patience, I'm going to offer you a free dinner at our restaurant = để biểu lộ lòng cảm kích của chúng tôi về sự kiên nhẫn của cô, xin tặng cô một bữa ăn tối khỏi trả tiền tại nhà hàng của khách sạn chúng tôi.

- Business Dialog - Let's listen to today's Business Dialog. Mary Thomas is checking into a hotel - My reservation number is five, six, zero - three, seven, one - Five, six, zero, three, seven, nine - No... three, seven, one - Ah, yes. Here it is. Mary Thompson - Actually, it's Mary Thomas. That's T-H-O-M-A-S - Oh, thank you. And you've reserved a smoking room for six days - I'm very sorry, but someone has made a big mistake. I reserved a non-smoking room for eight days - Well, it says right here that it's a smoking room for six days - Here's the fax that your hotel sent me last week. It clearly says that I've reserved a non-smoking room for eight days - You're right, it does. Well, Ms. Thompson, we do have a non-smoking room available - Thomas! My name is Thomas! - Ms. Thomas, I'm very sorry for these mistakes. To show our appreciation for your patience, I'm going to offer you a free dinner at our restaurant - Thank you very much! - You're very welcome! Have a pleasant stay.

- Focus on Functions: Correcting. Listen carefully - My reservation number is five, six, zero - three, seven, one - Five, six, zero, three, seven, nine - No... three, seven, one - Here it is. Mary Thompson - Actually, it's Mary Thomas - That's T-H-O-M-A-S - And you've reserved a smoking room for six days - I reserved a non-smoking room for eight days - Well, Ms. Thompson, we do have a non-smoking room available - Thomas! My name is Thomas!

Several different techniques = nhiều cách khác nhau

To stress /stres/ = To emphasize /'emfəsaɪz/ = nhấn mạnh

Stress = căng thẳng vì lo hay gấp rút (n); To pause /pɔ:z/ = ngưng

Actually/I'm sorry, but/No... = khi cần sửa một tin tức sai

Social /'sou.ʃəl/ = buổi họp thân mật (n); Social = thuộc xã hội, có tính xã hội (adj)

Socially = có tính xã hội, thân quen nhau (adv); Society /sə'saiəti/ = xã hội (n)

Put a stress on the words that show the clerk's mistake = hãy nhấn mạnh vào những chữ nêu rõ lỗi của người thư ký.

Notice that she emphasizes the correct number "one" by pausing slightly and then saying it louder than the other numbers = hãy để ý là cô ấy nhấn mạnh vào con số đúng "số một" bằng cách hơi ngưng, rồi nói to số đó hơn những số khác.

In business and social situations, it is sometimes necessary to correct wrong information = trong những hoàn cảnh thương mại hay họp thân hữu, đôi khi cần sửa tin tức sai.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about how to correct someone who has the wrong information. In today's Business Dialog, the hotel clerk makes a number of mistakes, and Ms. Thomas corrects him, using several different techniques. When the clerk makes a mistake with the reservation number, Ms. Thomas repeats the correct number. Notice that she emphasizes the correct number "one" by pausing slightly and then saying it louder than the other numbers - My reservation number is five, six, zero, three, seven, one - Five, six, zero, three, seven, nine - No... three, seven, one - When the clerk makes a mistake with her name, Ms. Thomas repeats her name and then she spells it - Ah, yes. Here it is. Mary Thompson - Actually, it's Mary Thomas. That's T-H-O-M-A-S - Later, she once again puts stress on the words that show the clerk's mistake. Notice how Ms. Thomas stresses the "non" in "non-smoking" and the number "eight" - And you've reserved a smoking room for six days - I'm very sorry, but someone has made a big mistake. I reserved a non-smoking room for eight days - In Mr. Blake's conversation with Mr. Chapman, he politely corrects Mr. Chapman several times. In the following example, he uses the expression "Actually" to give the correct information - My understanding is that the English service manuals will be ready in three weeks - Actually, we'll have them for you in two - Excellent! - In business and social situations, it is sometimes necessary to correct wrong information. Remember to repeat the correct information, and pay special attention to the words that will help the other person understand their mistake. I hope this has been helpful. Thanks for joining us today for Gary's Tips - Thanks, Gary!

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

Unit 183

I listen to the radio = tôi nghe ra đi ô.

To listen to = lắng nghe; To Hear/Heard/Heard = nghe thấy

To watch /wɒtʃ/ = chú ý nhìn, xem; To See/Saw/Seen = trông thấy

Sandy plays the saxophone = Sandy thổi kèn đồng sắc xô.

Kathy is talking to Sandy Steele, a college student and a Jazz musician = Kathy phỏng vấn Sandy Steele, sinh viên đại học và cũng là một nhạc sĩ chơi nhạc Jazz.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "I Like to listen to the radio".

- Hi, Max - Hi, Kathy. Who's our guest today? - Today our guest is Sandy Steele. He's a college student and a jazz musician - And he plays the saxophone - Yes. Today we're going to talk about listening to the radio and watching television - Good.

Sandy likes to listen to music when he studies = Sandy thích vừa học bài vừa nghe nhạc của anh.

To study /'stʌdi/ = học; Study hard = học chăm; A science student = sinh viên khoa học

American University = tên một trường đại học lớn ở thủ đô Washington, D.C

Sandy studies about 5 or 6 hours a day, plus classes = Sandy học chừng 5 hay 6 giờ mỗi ngày, chưa kể những giờ học trong lớp.

Plus /plʌs/ = cộng thêm (prep) [**khi viết, không nên dùng mà dùng Besides /In addition to/**]
Sandy studies 5 or 6 hours a day, besides classes = Sandy studies 5 or 6 hours a day, in addition to classes.

What do you listen to on the radio? = bạn nghe những chương trình gì trên ra đi ô?

Mostly /'moustli/ = phần lớn (adv); *To turn on* = vặn lên; *To turn off* = tắt đi

Roommate = bạn cùng phòng (n); *Quiet /'kwaɪət/* = yên tĩnh (n, adj)

Jake likes quiet = Jake ta ưa yên tĩnh; *Be quiet!* = xin yên lặng!

Grades = điểm, năm học (n); *Classes /'kla:z/* = lớp học, giờ học (n)

What do you listen to on the radio? = bạn nghe những gì trên ra-đi-ô?

Jake can't study with the radio on = Jake không thể vừa học vừa nghe ra-đi-ô cùng một lúc.

I have to turn off the radio = tôi phải tắt ra đi ô đi; *She is in the 8th grade* = cô học lớp 8.

Ellen gets an A for her essay = Ellen được điểm A cho bài luận của cô ta.

- Interview - Our guest today is Sandy Steele. Sandy is a science student at American University. Tell us, Sandy, how is school going? - It's going well. I'm studying very hard, and my grades are pretty good - How many hours a day do you study? - About five or six hours a day, plus classes - Do you study at the library? - At the library and in my room. I like to listen to the radio when I study. I can't listen to the radio in the library. So I study in my room as much as possible - What do you listen to on the radio? - Mostly music. But there is one problem - What's that? - My roommate Jake. Jake can't study with the radio on. He likes quiet. So I have to turn off the radio when Jake wants to study - Oh, I see. That is a problem. Our guest is Sandy Steele. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - Sandy. Sandy likes to listen to music - Sandy likes to listen to music on the radio - Jake. Jake doesn't like to listen to the radio - Jake doesn't like to listen to the radio when he studies.

I watch TV late at night = ban tối, về khuya tôi xem truyền hình.

Sports = các môn thể thao (n); *Football /'fʊtbɔ:l/* = bóng bầu dục (n)

Soccer /'sɒkə/ = bóng đá, bóng tròn, túc cầu (n); *Basketball /'ba:skɪtbɔ:l/* = bóng rổ (n)

Baseball /'beɪsbɔ:l/ = bóng chày (n); *Besides /bɪ'saɪdz/* = ngoài ra (prep, adv)

Any other sports, besides basket ball and football? = ngoài bóng rổ và bóng bầu dục, anh còn xem chương trình thể thao nào khác nữa?

I watch TV at night after I finish studying = tôi xem truyền hình vào ban đêm sau khi học bài xong.

[To Finish/Stop/Start/Mind + V-ing]

Stop arguing! = đừng tranh cãi nữa!

Would you mind opening the window? = xin bạn cảm phiền mở cửa sổ cho tôi.

I like to watch old movies on television = tôi thích xem những phim xưa trên vô tuyến truyền hình.

What else do you watch on TV? = anh còn xem chương trình nào nữa trên vô tuyến truyền hình?

- Interview - Our guest today is Sandy Steele. Sandy likes to listen to the radio. What about television, Sandy? Do you like to watch television? - Yes, but not when I'm studying. I watch TV late at night, after I finish studying - What do you watch? - I like to watch old movies on television - What else do you watch on TV? - Well, on weekends, I watch sports - What kinds of sports do you watch? - Let's see... I watch basketball... and football - Any other sports, besides basketball and football? - I sometimes watch baseball on TV - Our guest is Sandy Steele. We'll talk more after our break. This is New Dynamic English.

- Listen and Repeat - What does Sandy watch on television, besides old movies? - He watches sports on television - What sports does he watch on TV, besides basketball and football? - He also watches baseball on TV.

What kind of music do you like to listen to on the radio? = anh thích nghe loại nhạc gì trên ra đi ô?

I like to listen to Jazz, classical music, and country music = tôi thích nhạc Jazz, nhạc cổ điển, và dân ca.

In colleges, or universities, students can choose to study many subjects such as physics, chemistry, mathematics, history, sociology, literature and languages = trong các trường đại học, sinh viên có thể chọn nhiều môn học như vật lý, hóa học, toán, lịch sử, xã hội học, văn chương và ngoại ngữ

I'm on the phone. Could you turn off the television, please? = I'm on the telephone; would you mind turning off the television? = tôi đang nói điện thoại. Bạn vui lòng tắt vô tuyến truyền hình, được không?

What languages do you study besides English? = ngoài tiếng Anh, bạn còn học những ngoại ngữ nào nữa?

Unit 184

To announce /ə'nauns/= báo, loan báo

Announcement = cáo thị, thông cáo (n); Without = không có (prep)

An announcer /ə'naunsə/ = người giới thiệu chương trình, diễn giả, ca sĩ

Sandy listens to the radio and watches television at the same time = Sandy thói quen là thỉnh thoảng anh xem vô tuyến truyền hình và nghe nhạc trên ra đi ô cùng một lúc.

He doesn't like to listen to the announcer in sports programs = anh ta không muốn nghe người giới thiệu các chương trình thể thao.

He turns off the sound on the television = He watches television without sound = anh ấy xem vô tuyến truyền hình nhưng tắt phần âm thanh.

I turn off the sound on the television = tôi tắt âm thanh trên vô tuyến truyền hình.

Sandy sometimes watches television without sound, while he listens to the radio = Sandy thỉnh thoảng Sandy xem vô tuyến truyền hình mà không có phần âm thanh và nghe ra đi ô cùng một lúc.

I listen to the radio while I watch television = tôi nghe ra đi ô trong khi xem vô tuyến truyền hình.

- Interview - Our guest today is Sandy Steele. We're talking about listening to the radio and watching television - You know, sometimes I listen to the radio and watch television at the same time - At the same time? - Yes. I turn off the sound on the television. And I turn on the radio. I listen to the radio while I watch television - You watch television without the sound and you listen to the radio? - Yes. For example, when I watch baseball on TV, I don't like to listen to the announcers. So I turn off the sound. And I listen to music on the radio... while I watch the baseball game - That's very interesting - You should try it sometime - Thank you, Sandy, for being our guest - Thank you for inviting me - Let's take a short break. This is New Dynamic English.

While /wail/ = vừa...vừa (conj)[nói hai mệnh đề chỉ hai chuyện xảy ra cùng một lúc]

Sandy listens to the radio while he watches television.

Sandy listens to the radio and watches television at the same time.

- Listen and Repeat - Sandy listens to the radio while he watches television - He turns off the sound on the television - He turns on the radio - Sandy listens to the radio and watches television at the same time.

Brian and Sally are getting ready to go out for dinner = Brian Sally sửa soạn mặc quần áo để đi ra ngoài ăn tối.

To get ready = sửa soạn; To get dressed = mặc quần áo; Awful = tệ lắm, xấu lắm (adj)

Awesome /'ɔ:səm/ = Wonderful /'wʌndəfəl/ = Excellent /'eksələnt/ = kỳ diệu, tuyệt tác (adj)

Orange = màu cam; Green = màu xanh lá cây; Blue = màu xanh dương (da trời)

Oh no, I thought it was my blue shirt = Ủa, anh cứ tưởng đó là cái áo sơ mi màu xanh da trời của anh.

I'm afraid it's not = không phải đâu [thay cho "No"]; It's awful = trông xấu lắm.

Will you be free next Sunday afternoon? I'm afraid I won't = chiều chủ nhật tới, bạn rảnh không? Không.

Is there any shirt you could wear? = anh còn áo sơ mi nào khác mặc không?

Your shirt is orange and your pants are green = áo sơ mi của anh màu cam và quần anh thì màu xanh lá cây.

- Daily Dialogue: Getting Dressed, part 1. Listen to the conversation - Is there any other shirt you could wear? - What do you mean? - Honey, your shirt is orange and your pants are green! It's awful! - Oh, no. I thought this was my blue shirt - I'm afraid it's not - Listen and repeat.

Cost less = tốn ít hơn, rẻ hơn; Cost the least = tốn ít nhất, rẻ nhất

More expensive = đắt hơn; Most Expensive = đắt nhất; Here we go = nào chúng ta bắt đầu.

Pretty easy = khá dễ (adv) [**khi viết, không nên dùng mà dùng Rather/Fairly/Somewhat**]

- Question of the Week! - Well, it's Question of the Week time again, Kathy. Are you ready to play? - I certainly am! - This time, I'm going to ask questions about things to read - OK. I'm ready - Okay, here we go: What do you send to your friends when you're on vacation? A book..., a postcard..., or a magazine? - A postcard, of course - Okay, that one was pretty easy - Here we go: Question number two: What do most people get from the library? A newspaper..., a magazine..., or a book? - Well... you can get a newspaper, a magazine or a book at the library, But I guess most people get a book - Right again, Kathy! All right... Question number three: Which usually costs the least...A book..., a magazine..., or a newspaper? - Well... a book is probably the most expensive. The least expensive... is probably a... newspaper - Yes. A newspaper costs the least. Right for the third time! Good work, Kathy - Thank you, Max. I enjoyed it.

- A Question for You - What do you like to watch on television? - OK. Good.

Stress /stres/ = căng thẳng vì lo hay gấp rút (n)

Stressful /'stresfəl/ = gây căng thẳng (adj); Stressed out = tinh thần bị căng thẳng

You looked stressed = bạn trông có vẻ thiếu bình thần.

Studying for the finals is very stressful = học thi kỳ thi mãn khóa làm đầu óc căng thẳng.

To relax /ri'læks/ = nghỉ ngơi, thư giãn, thoải mái, không gấp rút, không lo lắng

Relax! = bạn hãy thoải mái một chút.

To take it easy! = nghỉ ngơi, nhàn nhá, đừng gấp rút

I'm going to take it easy this weekend = cuối tuần này tôi sẽ thong thả cho thư giãn.

Get a little fresh air = ra ngoài hít thở mát một chút

Take a deep breath = hít mạnh để lấy thêm dưỡng khí (cho bình tĩnh).

Take a short walk = đi bộ một khúc ngắn

Get your mind off your troubles = đừng lo lắng.

I need some exercise anyway = dù sao chẳng nữa, tôi cũng cần vận động một chút.

A traffic jam = kẹt xe; A huge traffic jam = xe kẹt cứng

Bumper-to-bumper = tình trạng kẹt xe trong đó xe nọ nối đuôi xe kia (adj)

Bumper = cái hãm xung ở trước và sau xe hơi; Highway = quốc lộ

- OK... and we're off the air - You looked stressed, Max. Are you having a bad day? - Yes, I am. I got up late this morning. I had no time for breakfast. And I was late for work. There was a huge traffic jam on the highway - Max, take it easy. You need to relax. Take a deep breath. Get a little fresh air. Maybe take a walk. Get your mind off your troubles - I guess you're right. I shouldn't

worry so much. Maybe I'll go for a walk. I need some exercise anyway. Okay, I'll be back in a little bit - Hi, Kathy. Hi Larry - I'm going to take a walk. See you later - Alri-i-i-ght. Ready for Functioning in Business. Cue Music.

Unit 185

Spare parts = đồ phụ tùng thay thế; *Spare* /speə/ = thừa, dư (adj)

Spare time = thời giờ rảnh; *Spare tire* = lốp xe phòng hờ; *Spare key* = chìa khóa để hờ

Aftersales service = dịch vụ săn sóc và sửa chữa sau khi bán

Asking for confirmation = hỏi lại cho chắc; *Issue* = vấn đề cần bàn hay giả quyết

Toyota has a good aftersales service = hãng Toyota biết lo săn sóc xe cho khách hàng sau khi bán xe rồi.

Customers are more likely to come back to a car dealer if they are satisfied with the dealer's aftersales services = thân chủ rất có thể trở lại hãng bán xe nếu họ hài lòng về dịch vụ mà hãng cung cấp sau khi bán xe.

Operation /,ɒpə'reiʃən/ = công việc điều hành, hoạt động (n)

Spare parts and aftersales service are very important to a successful operation = phụ tùng thay thế và dịch vụ bảo trì sau khi bán là hai phần quan trọng của một công việc điều hành thành công.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Coming to agreement, part 4". This program focuses on Asking for Confirmation.

- Interview - Today, we are talking to Mr. Stewart Chapman of Federal Motors. Hello, Mr. Chapman - Hello - Today, we're listening again to your conversation with Mr. Blake. You discussed the issue of spare parts. Yes. Spare parts and aftersales service are very important to a successful operation. We needed to be sure that this would not be a problem - Let's listen to that conversation.

To maintain /mein'tein/ = bảo trì, săn sóc; *To remain* = còn lại

Maintenance /'meintənəns/ = sự bảo trì, săn sóc; *Schedule* = thời biểu (n)

Remaining /ri'meiniŋ/ = còn lại (adj); *Remaining question* = vấn đề còn lại

Maintenance schedule = thời biểu bảo trì; *To break down* = *To fail* /feil/ = hư, hỏng

According to your technical reports, your robots are very reliable = theo những bản báo cáo kỹ thuật của ông thì máy rô-bô của hãng ông rất đáng tin cậy

Reliable /ri'laɪəbəl/ = đáng tin, tốt, không bị hư (adj)

Rarely /'reəli/ = *Seldom* /'seldəm/ = hiếm khi (adv); *To rely on* = tin cậy

It's important to follow the maintenance schedule = điều quan trọng là phải theo một thời biểu bảo trì máy.

Mr. Chapman talks about spare parts, but he doesn't think it will be a problem = ông Chapman nói về phụ tùng thay thế, nhưng ông không nghĩ đó sẽ là một vấn đề khó khăn.

They rarely break down in their first five years = máy rô bô rất ít khi hư trong 5 năm đầu.

- Dialog - So... the one remaining question is that of spare parts. And that may not be as difficult as we think - What do you mean? - Well, according to your technical reports, your robots are very reliable. They rarely break down in their first five years. Am I right? - Yes, that's right. But it's important to follow the maintenance schedule.

The brakes broke down = *The brakes failed* = thắng bị hỏng.

The one remaining question is that of spare parts = *We still have to discuss the question of spare parts* = còn một vấn đề còn lại là vấn đề phụ tùng thay thế.

That may not be as difficult as we think = *That may be easier than we think* = vấn đề đó không khó như chúng tôi tưởng

They rarely break down in their first five years = They almost never fail in the first five years = máy hiếm khi hư trong 5 năm đầu.

- Variations. Listen to these variations - The one remaining question is that of spare parts - We still have to discuss the question of spare parts - That may not be as difficult as we think - That may be easier than we think - They rarely break down in their first five years - They almost never fail during their first five years.

After reviewing the technical reports, I knew that the robots were very reliable = sau khi xem lại các bản báo cáo kỹ thuật, tôi biết là người máy rô-bô rất tốt.

So I wasn't especially concerned about the problem of spare parts = nên tôi không đặc biệt lo ngại về vấn đề phụ tùng thay thế.

- Interview - You didn't seem to feel that spare parts would be a problem - No, I didn't. After reviewing the technical reports, I knew that the robots were very reliable. So I wasn't especially concerned about the problem of spare parts - Mr. Chapman, thank you for talking to us today - Sure, I was happy to help - Let's take a short break.

To require /ri'kwaɪə/ = đòi hỏi; Reliable information = tin tức chắc chắn

This old car requires a lot of maintenance! = chiếc xe hơi cũ này cứ phải sửa hoài!

You can rely on me (you can count on me) to keep this quiet = bạn có thể tin tôi sẽ giữ kín chuyện này.

- Questions. Listen to the question, then listen to the dialog - Do Mr. Blake's robots require maintenance? - Well, according to your technical reports, your robots are very reliable. They rarely break down in their first five years. Am I right? - Yes, that's right. But it's important to follow the maintenance schedule - Do Mr. Blake's robots require maintenance? - Yes, they do. It's important to follow the maintenance schedule.

They rarely break down in their first five years, don't they?

Jake likes quiet, doesn't he?

Spare parts and aftersales service are important to a successful operation, aren't they?

Mr. Blake's robots require regular maintenance, don't they?

Unit 186

Quality control = sự kiểm soát phẩm chất của sản phẩm

Competition put a lot of pressure on American companies = sự cạnh tranh đã khiến công ty Mỹ chịu nhiều áp lực.

Foreign competition = cạnh tranh của các hãng sản xuất ngoại quốc.

American products = sản phẩm chế tạo ở Hoa Kỳ

To produce /'prɒdju:s/ = sản xuất

Imported toys = đồ chơi nhập cảng; Imports = đồ nhập cảng

Exports = hàng xuất cảng; Nineteen sixties = 1960s = thập niên từ 1960 đến hết 1969.

1970s = 10 năm từ 1970 đến hết 1979; Get more quality for less money = tốt hơn và rẻ hơn.

Low-cost, high-quality products = sản phẩm giá hạ và có phẩm chất cao

[low-cost và high-quality là tính từ kép nên có dấu nối ở giữa]

Quality has become very important in the last ten or twenty years because of foreign competition = vì sự cạnh tranh của các hãng ngoại quốc, phẩm chất trở nên rất quan trọng trong 10 hay 20 năm qua.

Companies had to improve their quality control = các công ty phải cải tiến vấn đề kiểm soát phẩm chất.

American companies needed to produce low-cost, high-quality products = các công ty Hoa Kỳ cần sản xuất sản phẩm giá hạ và có phẩm chất cao.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today's e-mail question is: How important is quality in the US? - Well, quality has become very important in the

last ten or twenty years - Why do you think that's true? - One reason is because of foreign competition. In the past. There were few imports, so most American bought American products. But in the nineteen sixties and the nineteen seventies, foreign companies began exporting more to the U.S. Many of their products were high-quality and less expensive than American products - So Americans bought them? - Yes, they did. For example, imported toys have done very well in the US. Some imported toys offer good quality at very low prices. Others provide very high quality at reasonable prices. Americans realized that that could get more quality for less money. That put a lot of pressure on American companies. They had to improve their quality control - Quality control? - Yes, they need to produce low-cost, high-quality products. These days, American companies have a lot of employees working to improve quality - Thanks for the excellent information, Gary! - My pleasure!

At reasonable prices = giá phải chăng

Challenge /'tʃælɪndʒ/ = sự thử thách, thách thức (n)

To meet a challenge = To face a challenge = To rise to a challenge = đương đầu, đối phó với thử thách hay vấn đề khó khăn.

American companies are working on quality control to meet this challenge = các công ty Hoa Kỳ đang gắng cải thiện vấn đề kiểm soát phẩm chất để đối phó với thử thách này.

- True or False - In the past, there was more foreign competition in the United States than there is now - False. In the past, there were fewer imports, so there was less competition - Imported products often offer good quality at reasonable prices - True. American companies are working on quality control to meet this challenge.

Upcoming = sắp tới (adj); Memory /'meməri/ = bộ nhớ (n)

Memory chips = chip nhớ dùng trong máy điện tử

Next-generation chips = thế hệ chip nhớ sắp tới

Generation /,dʒenə'reiʃn/ = thế hệ, đời (n); Confidential /,kɒnfi'denʃl/ = mật, kín (adj)

Most of that information is still confidential = phần lớn tin tức về chip nhớ còn giữ mật.

Construction /kən'strʌkʃən/ = sự xây cất (n)

To have them to us by... = gửi cho chúng tôi trước...

They are discussing an upcoming purchase of memory chips = họ đang bàn về vụ mua chip nhớ sắp tới.

Twice as fast = nhanh gấp hai; Warehouse = kho chứa hàng hóa, sản phẩm (n)

Hold at least 50 percent more information..= chứa tin tức ít nhất là nhiều gấp rưỡi.

They will be somewhat more expensive = máy sẽ hơi mắc hơn.

I'd like some information about the next-generation chips = chúng tôi cần biết thêm về chip nhớ của máy điện tử thế hệ sắp tới.

Most of that information is still confidential = phần lớn tin tức về chip nhớ vẫn còn giữ mật.

- Business Dialog - Let's listen to today's Business Dialog. Jennifer Ashley is talking with Marvin Grant of Grant Electronics, Inc. They are discussing an upcoming purchase of memory chips - And you can have them to us by this Friday, is that right? - Yes, that's right. They may actually arrive on Thursday - Excellent! And you plan to build a warehouse in San Jose by the end of the year? - Yes, that's correct. Construction began last week - I'm glad to hear that. Now, I'd like some information about the next-generation chips - Well, as I told you before, most of that information is still confidential. But I can tell you that they'll be at least twice as fast. They'll also hold at least fifty percent more information - And they'll cost more, won't they? - Well, of course, they will be somewhat more expensive. But I think that you'll find the price very reasonable - That's good.

- Focus on Functions: Asking for confirmation - Listen and repeat - You can have them by Friday, is that right? - Yes, that's right - You plan to build a warehouse in San Jose by the end of the year? - Yes, that's correct - They'll cost more, won't they? - Yes, they will.

They'll cost more, won't they?

The new chips will cost more, won't they?

Each new chip will hold more information, won't it?

The information about the new chips is confidential, isn't it?

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about some ways to confirm information. One very common way to confirm information is to make a statement, then add a question such as "Is that right?" We can see this kind of confirmation in today's Business Dialog - And you can have them to us by this Friday, is that right? - Yes, that's right. They may actually arrive on Thursday - Excellent! - Another way to confirm information is to make a statement, but to raise your voice at the end, as if you were asking a question. For example, this is a statement: "You plan to build a warehouse". This is a confirmation question: "And you plan to build a warehouse?" Listen how Jennifer uses this kind of confirmation question: - Yes, that's right. They may actually arrive on Thursday - Excellent! And you plan to build a warehouse in San Jose by the end of the year? - Yes, that's correct. Construction began last week - I'm glad to hear that - One last way to confirm information is to use tag questions, like "isn't it?" "won't they?" and so on. Here's an example from today's Business Dialog, using "won't they?" - They'll also hold at least fifty percent more information - And they'll cost more, won't they? - Well, of course, they will be somewhat more expensive - As we have said before, in business discussions it's very important to confirm information. I hope today's tips have been useful! - Thanks, Gary!
- Well, our time is up. Tune in again next time for Functioning in Business. See you then!

Unit 187

She's wearing a green jacket = cô ta mặc áo vét màu xanh lá cây.

To look /luk/ = nhìn; Physical /'fizikəl/ = thuộc về thể chất (adj)

Appearance /ə'piərəns/ = vẻ ngoài (n); Fashion /'fæʃən/ = thời trang, mốt (n)

Fashionable /'fæʃnəbəl/ = đúng mốt, hợp thời trang (adj)

Fashionable = người ăn mặc theo mốt, người lịch sự (n)

A model = A fashion model = người mẫu thời trang

To be married to = là vợ (hay chồng) của ai; To get married = cưới

Jenny Chen is married to Richard Chen, a teacher = Jenny Chen là vợ ông Richard Chen, ông là thầy giáo.

Are you married or single? = bạn có gia đình rồi hay còn độc thân?

Her mother wanted to marry her to a doctor = mẹ cô ta muốn gả cô cho một bác sĩ.

Ellen is getting married next week = tuần tới Ellen lấy chồng.

Cloth /klɒθ/ = vải, mảnh vải [un.noun]; A man of the cloth = thầy tu (idm)

Clothing/Clothes = quần áo; Clothing store = tiệm quần áo

To Clothe/Clothed/Clad = To Dress/Dressed/Dressed = bận, mặc

She brought some red cloth to make a dress = cô ấy mang đến một sấp vải đỏ để may áo dài.

I need a piece of dry cloth to dry these dishes = tôi cần một mảnh vải khô để lau khô những cái đĩa này.

To put on the clothes = To get dressed = mặc quần áo

To take off the clothes = To get undressed = cởi quần áo

He took his clothes off and went to bed = anh ta thay quần áo và đi ngủ.

He fell into the lake fully clothed = anh ta té xuống hồ còn nguyên quần áo.

Clad = mặc [past participle của to clothe, dùng như adj]

The model is clad in silk = cô người mẫu thời trang bận toàn đồ lụa.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "She's wearing a green jacket".

- Hi, Max - Hi, Kathy. Who's our guest today? - Today our guest is Jenny Chen - The model? - Yes. She's married to Richard Chen, the teacher - What's the topic for today - We'll talk about clothing and colors - OK.

To look = nhìn, có vẻ, trông

You look very nice = trông bạn xinh lắm.

To look after = To take care = chăm sóc

To look into = xem xét một cách cẩn thận; To look into = cẩn thận

To look good on somebody = (món đồ mặc) trông đẹp với người nào.

The green jacket looks good on Jenny = Jenny looks good in her green jacket = Jenny mặc cái áo vét xanh lá cây rất xinh.

Favorite = ưa thích, mến chuộng; My favorite jacket = cái áo vét tôi ưa thích nhất.

Morning jacket = áo vét dài có đuôi của quý ông

Dinner jacket = áo vét dài tuxedo khi mặc có thắt nơ cánh bướm.

Jenny is wearing a green jacket with a white blouse = Jenny mặc áo vét xanh lá cây và áo sơ mi màu trắng.

She's wearing a black skirt = cô ta mặc váy màu đen.

It looks really good on you = (cái váy đen) bạn mặc rất đẹp.

Kathy describes the clothes that Jenny is wearing = Kathy tả quần áo Jenny đang mặc.

- Interview - Our guest today is Jenny Chen. Jenny is a fashion model. Hello, Jenny - Hi, Kathy - Jenny, that's a very beautiful jacket! - Thank you - Let me describe your clothes for our listeners. Jenny is wearing a green jacket with a white blouse. She's wearing a black skirt. You look very nice - Thank you, Kathy. This is one of my favorite jackets. I like the color green - Well, it looks really good on you. Let's take a short break and then we'll talk more with our guest, Jenny Chen. This is New Dynamic English.

Listeners = thính giả (n); What color is Jenny's jacket? = áo vét của Jenny màu gì?

- Listen and Repeat - What color is Jenny's jacket? - Her jacket is green - What color is her blouse? - Her blouse is white - What color is her skirt? - Her skirt is black.

What's your favorite color? = bạn thích màu nào nhất?

Look good together = hợp với nhau; A heart /ha:t/ = trái tim

Red is the color of the heart = màu đỏ là màu của trái tim.

It's the color of love and roses = đỏ là màu của tình yêu và hoa hồng.

Jenny's favorite color is blue, and Kathy's favorite color is red = Jenny thích màu xanh da trời và Kathy thích màu đỏ.

That black skirt looks really good with your green jacket = cái váy đen đó trông rất hợp với cái áo vét xanh lá cây của chị.

The colors black and green look good together = màu đen và xanh lá cây hợp với nhau.

- Interview - We're talking with Jenny Chen. Jenny is a fashion model. She is wearing a green jacket with a white blouse and a black skirt. Jenny, that black skirt looks really good with your green jacket - Thank you. I think the colors black and green look good together - What's your favorite color? - My favorite color? Blue. Blue is my favorite color. It's the color of the sky and water. What about you, Kathy? What's your favorite color? - My favorite color is... red. Red is the color of the heart - It's the color of love and roses! - Yes, I guess it is. Our guest is Jenny Chen. We'll talk more after our break. This is New Dynamic English.

To Look/ Appear/Seem + adj [chúng là loại động từ linking verbs]

Jenny looks nice = Jenny trông xinh xắn.

The green jacket looks good on her = Jenny mặc cái áo vét xanh lá cây trông rất đẹp.

You look stressed out = trông bạn có vẻ lo lắng, mệt nhọc; Relax! = hãy thư giãn.

- Listen and Repeat - Jenny looks nice - She is wearing a green jacket with a white blouse - The jacket looks good on her - She is wearing a black skirt - The black skirt looks good with her green jacket.

I wear a lot of bright colors = tôi mặc nhiều màu tươi sáng.

She wears bright colors in spring and summer, and dark colors in fall and winter = cô Jenny mặc màu tươi sáng vào mùa xuân và mùa hạ, và màu sẫm vào mùa thu và mùa đông.

Fall = Autumn = mùa thu (n); Dark green = xanh lá cây sẫm; Dark brown = nâu sẫm

Black = đen; Orange = cam; Yellow = vàng; Scarf/ Scarves = khăn mỏng quàng cổ

You wear different colors at different times of the year, don't you? = chị mặc nhiều màu khác nhau tùy những lúc khác nhau trong năm, phải không?

To add /æd/ = thêm; Clothing is important to me = đối với tôi, quần áo quan trọng.

I like to look nice = tôi muốn mình trông ưa nhìn

I wear lots of bright colors = tôi mặc nhiều màu sáng tươi

Jenny wears bright colors in spring and summer, and dark colors in fall and winter

- Interview - We're talking with Jenny Chen. Jenny is a fashion model. You wear different colors at different times of year, don't you? - Yes, I do. In the spring and summer, I wear bright colors, like yellow and red and orange - What colors do you wear in the fall? - In the fall and winter, I wear dark colors: dark green and dark brown, or black. But I often also add something bright and colorful, like a red or yellow scarf - I'm sure that looks very nice - Well, clothing is important to me. I like to look nice - Thank you, Jenny. We hope to see you again soon - Thanks, Kathy - Let's take a short break. This is New Dynamic English.

Unit 188

Jenny is a fashion model = Jenny là một người mẫu thời trang

Jenny wears a green jacket, a white blouse, and a black skirt = cô mặc áo vét màu xanh lá cây, áo sơ-mi màu trắng, và váy màu đen

Jenny likes bright colors in the spring and summer = mùa xuân hay mùa hạ cô thích màu tươi.

Jenny likes dark colors in the fall (in fall) or winter = mùa thu hay đông cô thích mặc màu sẫm.

- Listen and Answer. Listen for the bell, then say your answer - Is Jenny's jacket blue? - No, it isn't. It's green - What color skirt is she wearing? - She's wearing a black skirt - Her blouse is white, isn't it? - Yes, it is. It's white - Does Jenny wear dark colors in the spring and summer? - No, she doesn't. In the spring and summer, she wears bright colors.

Blind /blaɪnd/ = mù (adj)

Colorblind /'kɒləblaɪnd/ = nhìn màu không rõ, không kỳ thị màu da (adj)

This court is colorblind = tòa án này công bằng, không kỳ thị màu da.

Pumpkin /'pʌmpkɪn/ = quả bí ngô (bí đỏ) (n)

Pants /pænts/ = Pantaloon /'pæntə'lu:n/ = quần dài (n)

[Pants thường dùng ở số nhiều]

A pair of pants = A pair of trousers = một cái quần dài

This pair of pants is new = These pants are new = cái quần này mới.

The man is colorblind = anh ta không biết phân biệt một số màu.

You should tell me how I look = em phải cho anh biết anh trông ra sao.

Right now, you look like a pumpkin = ngay bây giờ, trông anh như quả bí ngô.

- Daily Dialogue: Getting Dressed, part 2. Listen to the conversation - Is there any other shirt you could wear? - What do you mean? - Honey, your shirt is orange and your pants are green! It's awful! - Oh, no. I thought this was my blue shirt - I'm afraid it's not - Well, you know that I'm colorblind! You should tell me how I look - Well, right now, you look like a pumpkin - Thanks - Listen and repeat.

National Gallery of Art = bảo tàng viện nghệ thuật quốc gia

Line /line/ = đường, dây thép (n); Shape = hình (n); Leaf/ Leaves = lá cây

A painting = bức họa; Pink = màu hồng (n); A flower = bông hoa; A grape = quả nho

- Man on the Street - This is the New Dynamic English Man on the Street, Kent Moss. I'm standing in front of a painting at the National Gallery of Art. With me is the artist, Blake Hines. Blake, what do you call this painting? - I call it "Winter" - Ah...I see... the black lines look like trees in winter, trees with no leaves - Yes. That's right - And this painting over here, with a lot of red, pink and green. These shapes look like... flowers. Is this... "Spring?" - Right again! It's called "Spring" - And, of course, this one with lots of brown, orange and yellow...It's "Fall," isn't it? - Yes, "Fall" - And this one... let's see... there's a large red... uh, shape, and over here... these look like bright green grapes...- Well... actually... - No, no, don't tell me! It's "Summer," isn't it? - Well...actually...no. I call this one... "Mother" - Ah... well... It's a very... nice picture.
- A Question for You - What's your favorite color? - Hmmm. That's a nice color.

A hazy day = một ngày mù sương, u ám

Haze /heiz/ = Mist /mist/ = sương mù (n)

Hazy /'heizi/ = mù sương (adj)

Humid /'hju:mid/ = ẩm thấp (adj); Air conditioning system = hệ thống máy lạnh

An air conditioner = máy lạnh; Summer is finally here! = bây giờ đến mùa hè rồi!

We slept with the windows open = chúng tôi ngủ để ngỏ cửa sổ.

Fan = quạt, người hâm mộ (n); Weather report = báo cáo thời tiết.

The weather report says it'll get better by the end of the week = báo cáo thời tiết nói trời sẽ tốt hơn vào cuối tuần.

It feels like it's going to rain = trời có vẻ muốn mưa.

We had the air conditioning on all night = chúng tôi mở máy lạnh suốt đêm.

Boy, it's hot outside = ối chà, bên ngoài nóng quá.

Boy = ối chà [diễn tả sự ngạc nhiên] (inter)

- OK... and we're off the air - Wow! Can you believe how hot it is today? - I know. It's really hot - Yes, it's hot today. Summer is finally here! - And it's so humid! It feels like it's going to rain. But I don't think it will - We had the air conditioning on all night - We did, too. Is it always this hot and humid in D.C., Larry? - Unfortunately, yes. And years ago nobody had air conditioning - What did you do? - We had fans! Lots of fans! And we slept with the windows open - The weather report says it'll get better by the end of the week - I sure hope so! - Hi, Max, Kathy. Boy, it's hot outside! - We know. I think I'll stay inside today! - Alri-i-i-ght. Ready for Functioning in Business. Quiet, please.

Spare parts = phụ tùng thay thế

The problem of storing spare parts = vấn đề chứa phụ tùng thay thế

To store /stɔ:/ = chứa; Storage /'stɔ:ridʒ/ = nơi chứa đồ (n)

My old books are stored in boxes = sách cũ của tôi đóng trong thùng.

Storehouse /'stɔ:haus/ = nhà kho; Storeroom /'stɔ:rum/ = phòng kho (n)

Warehouse = nhà kho chứa đồ hay sản phẩm (n)

Certainty = sự chắc chắn (n); Certain /'sə:tn/ (adj); Certainly (adv)

Definitely, Absolutely; Certainly, Sure [diễn tả sự chắc chắn]

Uncertainty = sự không chắc (n); May/Might [diễn tả sự không chắc]

I'm not sure = tôi không chắc; Something about... = một điều gì đó về...

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Coming to agreement, part 5.". This program focuses on Certainty and Uncertainty.
- Interview - Today, we are talking again to Mr. Charles Blake - Hello, Mr. Blake - Hello again! - Today, we're listening to your conversation with Mr. Chapman - Yes, at the end of the conversation, we talked about the issue of spare parts - Let's listen to that conversation.

Unit 189

To Fly/Flew/Flown = bay

Electronic sensors = thiết bị cảm biến điện tử

To fly in = chở bằng máy bay đến; To guarantee /,gæ'rən'ti:/ = bảo đảm

Guarantee = Warranty /'wɒrənti/ = sự bảo đảm, bảo hành (n)

Electronic sensors indicate problems before they become serious = máy cảm biến điện tử cho biết có vấn đề trực trặc trước khi vấn đề trở nên nghiêm trọng.

Extra parts can be flown in rather than stored = phụ tùng có thể gửi bằng máy bay đến hơn là lưu trữ trước trong kho.

We can guarantee delivery by air within thirty-six hours = chúng tôi bảo đảm có thể gửi bằng máy bay trong vòng 36 tiếng đồng hồ.

Our technical support will be available twenty-four hours a day! = nhóm trợ giúp kỹ thuật của chúng tôi sẵn sàng có mặt 24 tiếng mỗi ngày!

If you complete your training, the company will guarantee you a job = nếu bạn học xong lớp huấn luyện thì công ty bảo đảm sẽ cho bạn việc làm.

This refrigerator is still under guaranty (warranty) = tủ lạnh này vẫn còn trong thời gian bảo hành.

Mr. Chapman suggests a solution to the problem of storing spare parts = ông Chapman đề nghị một giải pháp cho vấn đề chứa phụ tùng

Extra parts can be flown in rather than stored = bộ phận khác có thể gửi bằng máy bay đến thay vì trữ trong kho.

- Dialog - So... the one remaining question is that of spare parts. And that may not be as difficult as we think - What do you mean? - Well, according to your technical reports, your robots are very reliable. They rarely break down in their first five years. Am I right? - Yes, that's right. But it's important to follow the maintenance schedule. In most cases, electronic sensors indicate problems before they become serious - So in that case, extra parts can be flown in rather than stored - Absolutely. We can guarantee delivery by air within thirty-six hours. And our technical support will be available twenty-four hours a day! - Excellent.

To indicate /'indikeit/ = chỉ cho biết

Delivery /di'livəri/ = sự giao hàng (n); To deliver /di'livə/ = giao hàng

We can guarantee delivery within 36 hours = We promise that we will deliver the parts within 36 hours = chúng tôi bảo đảm sẽ giao hàng trong vòng 36 tiếng đồng hồ.

- Listen to these Sentences - Electronic sensors indicate problems - Electronic sensors indicate problems before they become serious - Extra parts can be flown in - Extra parts can be flown in rather than stored - We can guarantee delivery - We can guarantee delivery within thirty-six hours.

Really? = thật vậy ư?

To feel relieved = cảm thấy nhẹ bớt lo lắng; Point /pɔɪnt/ = điểm, mũi (n); To point = chỉ

At this point in the conversation = tới điểm này của cuộc nói chuyện

Mr. Chapman didn't seem concerned about that issue at all = ông Chapman tuyệt nhiên không tỏ vẻ lo ngại về vấn đề ấy chút nào.

Since our negotiations had failed at Advanced Technologies, I was worried about the problems of spare parts = từ khi cuộc khi thương lượng ở hãng Advanced Technologies cho nên tôi lo ngại về vấn đề phụ tùng thay thế.

- Interview - Mr. Blake, how did you feel at this point in the conversation? - I felt very relieved - Really? Why? - Well, since our negotiations had failed at Advanced Technologies, I was worried about the problem of spare parts. But Stewart... Mr. Chapman... didn't seem concerned about that issue at all. He knew that our machines were very reliable - Very interesting. Mr. Blake, thank you for talking to us today - My pleasure - Let's take a short break.

- Questions. Listen to the question, then listen to the dialog - How long will it take to fly in extra parts? - In most cases, electronic sensors indicate problems before they become serious - So in that case, extra parts can be flown in rather than stored - Absolutely. We can guarantee delivery by air within thirty-six hours. And our technical support will be available twenty-four hours a day! - Excellent! - How long will it take to fly in extra parts? - It will take thirty-six hours or less.

Production supplies = bộ phận dự trữ cần cho việc sản xuất

Trend /trend/ = chiều hướng, khuynh hướng, xu hướng (n)

To trend = hướng về; *Compete against* = cạnh tranh với

General trend towards = chiều hướng chung về.

Why do American companies expect such fast delivery? = tại sao các công ty Hoa Kỳ đòi phải giao hàng nhanh?

Faster production usually means lower prices = sản xuất nhanh thường có nghĩa là giá hàng hạ hơn.

And lower prices make it easier to compete against other companies = giá hạ khiến cho dễ cạnh tranh hơn với các hãng khác.

In addition, if you can get parts quickly, you don't need as much storage space = thêm vào đó, nếu có thể giao nhanh các bộ phận thì không cần nhiều chỗ chứa đồ.

It's natural that companies want faster delivery of production supplies = nên các hãng muốn giao hàng nhanh là chuyện đương nhiên.

There is a growing trend in the U.S. towards buying organic foods = có xu hướng là ở Mỹ càng ngày càng có nhiều người mua thực phẩm không bón bằng hóa chất.

Between major cities = giữa các thành phố chính.

Express delivery costs a lot, but companies feel it's worth the extra expense = gửi hàng cấp tốc tốn nhiều nhưng các công ty cảm thấy tốn thêm cũng đáng.

Delay could be expensive = chậm trễ có thể làm tốn kém nhiều

It's worth = cũng đáng; *Express delivery* = gửi hàng cấp tốc

Delay /di'lei/ = làm chậm trễ, trì hoãn (n); *Delay* = sự chậm trễ, bị chậm, trì hoãn (n)

It's part of the general trend towards faster production in business = một phần của chiều hướng chung trong các ngành thương mại là sản xuất hàng cho nhanh hơn.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today's e-mail question is, "Why do American companies expect such fast delivery?" - Well, it's part of the general trend towards faster production in business - What do you mean? - Well, faster production usually means lower prices. And lower prices make it easier to compete against other companies. In addition, if you can get parts quickly, you don't need as much storage space. So it's natural that companies want faster delivery of production supplies - But can they be delivered more quickly? - Absolutely! There are now companies that can deliver supplies within thirty-six hours - Anywhere in the world? - Well, at least between major cities. Express delivery costs a lot, but companies feel that it is worth the extra expense. Any delay could be very expensive - That's a good point! Thanks again, Gary! Now, let's take a short break.

Unit 190

- True or False - Faster production means higher prices - False. Faster production usually means lower prices - Delivery can be very fast between major cities - True. Delivery can usually be made within thirty-six hours.

Certainty = sự chắc chắn (n); *Uncertainty* = sự không chắc (n)

Do you know ..? = Do you have any idea ..? = bạn có biết...

I don't know... = I have no idea = I have no clue = tôi không biết

Yes, she definitely came in = hôm nay cô ấy có đến sở mà!

[Definitely để diễn tả sự chắc chắn]

She did come in today ["do" để nhấn mạnh]

CEO = Chief Executive Officer = tổng giám đốc điều hành một công ty.

I'm supposed to be there! = tôi phải có mặt ở đó!

Where's she? = Do you know where she is? = Do you have any idea where she is? = Do you have any idea where she could be? = cô ấy đâu rồi?

She might be with a customer = cô ấy có lẽ đang tiếp khách.

I think she said something about a meeting with the CEO = tôi nghĩ hình như cô ấy nói về một buổi họp với ông tổng giám đốc điều hành.

I talked with her about an hour ago = tôi mới nói chuyện với cô ấy cách đây chừng một giờ.

I understand that she did come in today = theo chỗ tôi biết thì cô ấy hôm nay có đến sở mà!

[did diễn tả sự chắc chắn]

Why are you so upset? = sao anh trông có vẻ rất bối rối, lo ngại vậy?

- Business Dialog - Let's listen to today's Business Dialog. Harry is trying to find his boss, Marilyn. He is talking to her assistant, Carol - Hi, Carol. I'm looking for Marilyn. Do you know where she is? - I'm not sure - But I understand that she did come in today - Yes, she definitely came in. I talked with her about an hour ago, at nine o'clock - Well, it's really important that I talk to her. Do you have any idea where she could be? - Well, she might be with a customer. She said that Sid from Corona Dot Com might come by - Any other ideas? - Well, I think that she said something about a meeting with the CEO - What time was the meeting? - I'm pretty sure that she said about ten o'clock, but she didn't give me any details - Ten o'clock? With the CEO? Oh, no! That's right now! - What's wrong? Why are you so upset? - Because I just remembered. It's a really important meeting and I'm supposed to be there! Thanks!

She might be with a customer = có thể cô ấy đang tiếp khách hàng.

She said something about a meeting = hình như cô ấy nói về một buổi họp.

- Focus on Functions: Uncertainty. Listen carefully - Do you know where she is? - I'm not sure - Do you have any idea where she could be? - She might be with a customer - Any other ideas? - I think that she said something about a meeting - What time was the meeting? - I'm pretty sure that she said ten o'clock.

Definitely/Absolutely/Certainly/Sure) [diễn tả một sự chắc chắn]

Not sure /Might) [diễn tả sự chưa chắc]

He might come by = ông ta có thể đến (nhưng cũng có thể không đến).

Something about = một điều gì đó

Dot /dot/ = chấm (n, v); Corona.com[com = company]

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about expressions of uncertainty. In today's Business Dialog, Harry is looking for his boss, Marilyn. When he asks Carol, Carol uses the expression "I'm not sure" to show her uncertainty. Do you know where she is? - I'm not sure - Harry asks again, and Carol uses the word "might" to suggest some possibilities of where Marilyn might be - Do you have any idea where she could be? - Well, she might be with a customer. She said that Sid from Corona Dot Com might come by - Later in the conversation, Carol uses the expressions "I think she said something about..." and "I'm pretty sure that..." to show her uncertainty. Let's listen: - Any other ideas? - Well, I think that she said something about a meeting with the CEO - What time was the meeting? - I'm pretty sure that she said about ten o'clock - In contrast to these expressions of uncertainty, notice how she uses the word "definitely" to show when she is certain - But I understand that she did come in today - Yes, she definitely came in. I talked with her about an hour ago, at nine o'clock - Thanks for listening today. We'll see you again next time! - Thanks, Gary!

Why are robots equipped with sensors? = tại sao phải gắn máy dò báo trước vào người máy rô bô?

To indicate problems before they become serious = để báo cho biết có chuyện trục trặc trước khi chúng trở nên trầm trọng

Needed spare parts can be flown in rather than stored = phụ tùng thay thế cần thiết có thể gửi bằng máy bay thay vì được lưu trữ trước trong kho

So there is no need to build a warehouse for spare parts = như vậy khỏi cần xây nhà kho chứa đồ phụ tùng

Nowadays we can send a package by express airmail within 36 hours = ngày nay có thể gửi một kiện hàng cấp tốc bằng máy bay trong vòng 36 tiếng đồng hồ.

This dish is difficult to cook but worth the effort = món này khó nấu nhưng cũng đáng công lao.

Don't start a fight; it's not worth it! = đừng gây chuyện đánh nhau; chẳng đáng gì!

This computer class required a lot of hard work, but it was worth my while, because I now know how to do computer programming = lớp điện toán này khó, nhưng nhờ vậy mà tôi biết làm thảo trình; cũng bỏ công tôi.

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

Unit 191

I hear someone walking = tôi nghe thấy có tiếng chân người bước đi.

Today's guest is Pat Miller = khách mời lên đài hôm nay là cô Pat Miller.

An actor /'æktə/ = kịch sĩ, tài tử [actor chung cho cả nam lẫn nữ];

Actress = nữ kịch sĩ (n); *To act* /ækt/ = diễn xuất; *Acting* = sự diễn xuất

She's an actor = cô ta là một kịch sĩ; *Drama* /'dra:mə/ = kịch nghệ (n)

Dramatist /'dra:mə'tist/ = *Playwright* /'pleɪraɪt/ = nhà viết kịch, nhà soạn kịch (n)

To dramatize /'dræmə'taɪz/ = viết truyện thành kịch hay phim, kịch hóa.

Physical perceptions = sự nhận thức của cơ thể; *Pattern* /'pætən/ = mẫu (n)

Did you notice someone standing at the gate? = bạn có thấy ai đứng ở cổng không?

Didn't you hear me knocking on the door? = bạn không nghe thấy tôi gõ cửa ư?

Subject + verb of perceptions (hear, see, notice) + object (noun/pronoun) + present participle (V-ing.) [tả điều mình thấy hay nghe]

We're going to talk about her acting = chúng ta sẽ nói về sự diễn xuất của cô ấy.

This program will teach you how to talk about what you see and what you hear = bài học hôm nay cũng dạy cho ta cách nói về điều ta trông thấy và nghe thấy.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "I hear someone walking".

- Hi, Max - Hi, Kathy. Who's our guest today? - Today our guest is Pat Miller. Do you remember Pat? She goes to school with Sandy Steele, at American University - She's studying drama? - That's right. She wants to be an actor. Today, we're going to talk about her acting - Great. That sounds interesting.

Drama student = sinh viên môn kịch nghệ

Stage /steɪdʒ/ = sân khấu (n); *To stage* = trình diễn, đưa lên sân khấu

Radio acting = diễn xuất trên đài phát thanh; *Stage acting* = diễn xuất trên sân khấu

Dance /da:ns/ = khiêu vũ (n, v); *Film* /fɪlm/ = phim ảnh (n); *Different from* = khác với

Radio acting is different from stage acting = diễn xuất trên đài phát thanh khác với diễn xuất trên sân khấu.

In a radio play, the audience can only listen = khi nghe diễn xuất trên đài phát thanh, khán giả chỉ có thể nghe.

Footsteps = tiếng bước chân (n); *To imagine* /i'mædʒɪn/ = tưởng tượng, hình dung

Imagination /i,mædʒɪ'neiʃən/ = trí tưởng tượng, sự tưởng tượng (n)

Imaginative /i'mædʒɪnətɪv/ = giàu tưởng tượng (adj)

Imaginary /i'mædʒɪnəri/ = tưởng tượng, không có thực, ảo (adj)

To perform /pə'fɔ:m/ = trình diễn, thi hành; *Performance* = sự trình diễn, sự thi hành (n)

The opera Swan Lake was performed in New York and Chicago = nhạc vũ cổ điển Hồ Thiên Nga được trình diễn tại New York và Chicago.

A performance /pə'fɔ:məns/ = một buổi trình diễn; *Performance arts* = nghệ thuật trình diễn

A radio play = vở kịch diễn trên đài truyền thanh; *A radio station* = đài truyền thanh

Knocking = tiếng gõ cửa (n); *Door opening* = tiếng mở cửa

When the audience watches a stage play, they can see and hear the actors on the stage = khi khán giả xem một vở kịch, họ có thể nghe và thấy tài tử trên sân khấu.

I hear someone knocking on a door = tôi nghe thấy ai gõ cửa.

In a radio play, the audience have to use their imaginations = trong một vở kịch trên đài phát thanh, thính giả phải dùng trí tưởng tượng của họ.

- Interview - Our guest today is Pat Miller. Pat is a drama student at American University, here in Washington, D.C. Hi Pat - Hi Kathy - How are things going? - Well, I'm going to be in a radio play next month - A radio play? - Yes, we're going to perform it on our university radio station - Is it difficult to act in a radio play? - Well, it's different from stage acting. When the audience watches a stage play, they can see and hear the actors on the stage. But in a radio play, the audience can only listen. They have to use their imaginations. Let me give you an example. Listen to these sounds: - Footsteps. I hear footsteps. I hear someone walking. Someone is knocking... knocking on a door. I hear someone knocking on a door. The door is opening. I hear someone opening the door - Hello...? Is anybody home? - It sounds like an old man... a very old man - That's right - I can't see him, but I can hear him. I know he's there - Yes. You used your imagination - Yes, I did. I imagined an old man. Let's take a short break. This is New Dynamic English.

Is anybody home? = có ai có nhà không?

- Listen and Repeat - I hear someone walking - I hear someone knocking on a door - I hear someone opening a door - Hello...? Is anybody home? - I hear the voice of an old man.

Character /'kærɪktə/ = nhân vật (vai) trong vở kịch

Voice /vɔɪs/ = tiếng, giọng nói (n); *Change the voice* = đổi giọng

Super /'su:pə/ = Wonderful = Very good = tuyệt vời (adj)

Loud /laʊd/ = lớn tiếng, ồn (adj, adv); *I'm super* = I'm very well

You guys did a super job = các bạn làm xong một việc hoàn hảo.

Quiet = yên lặng (adj); *I'll play two characters* = tôi sẽ đóng hai vai.

I'll change my voice = tôi sẽ đổi giọng của mình.

I'll sound like a young girl = tôi sẽ nói giống giọng một thiếu nữ.

Pat is going to play two characters in the radio play = Pat sẽ đóng hai vai trò trong vở kịch trên đài truyền thanh.

- Interview - We're talking with Pat Miller. She's going to be in a radio play next month. What part... what character will you play? - Well, actually, I'll play two characters. I'll play a young girl named Amy, and an older woman named Barbara. When I play Amy, I'll change my voice. I'll sound like a young girl. A young girl with a loud voice - Listen: - "Hi, Kathy. How are you doing?" - Well, hello,... Amy. How are you? - "Great! Oh, I'm super!" - OK. Now let's hear Barbara - OK. When I play Barbara, I'll sound like an older woman. I'll speak with a very quiet voice - "Hello, Kathy. I'm very pleased to meet you" - I'm very pleased to meet you too,... Barbara - "Thank you for inviting me" - That's great, Pat. You're a very good actor. I'm sure the radio play will be a success - Thank you. Thank you very much - Our guest is Pat Miller. We'll talk more after our break. This is New Dynamic English.

How many characters will Pat play? = Pat sẽ đóng mấy vai?

I'm sure the radio play will be a success = tôi tin chắc vở kịch diễn trên đài truyền thanh sẽ thành công.

- Listen and Repeat - Amy is a young girl - Amy is a young girl with a loud voice - When Pat plays Amy, Pat will sound like a young girl - Barbara is an older woman - Barbara is an older woman with a quiet voice - When Pat plays Barbara, Pat will sound like an older woman.

Definitely /'definitli/ = chắc chắn

Challenging /'tʃælɪndʒɪŋ/ = Difficult = khó (adj)

Spectators /spek'teɪtəz/ = khán giả; Audience /'ɔ:dʒəns/ = thính giả (n)

Radio audience = thính giả của đài phát thanh; To prefer /pri'fə:/ = thích hơn

To prefer to V = thích làm gì hơn [like better]

To prefer + V-ing = thích làm gì hơn làm gì

To prefer sth to sth else = thích cái gì hơn cái khác

Pat prefers to act in stage plays = Pat thích diễn kịch trên sân khấu hơn.

I prefer to rent movies and watch them at home = tôi thích thuê phim về xem ở nhà hơn.

My sister prefers giving birth at home, rather than at a hospital = chị tôi muốn sinh ở nhà hơn là ở bệnh viện.

I prefer tea to coffee = tôi thích trà hơn cà phê

In stage plays, I change the way I sound and the way I look = khi diễn xuất trên sân khấu, tôi đổi giọng và đổi diện mạo.

I sound like a different person and I look like a different person = tôi nói như một người khác và trông như một người khác.

- Interview - We're talking with Pat Miller. She's going to be in a radio play next month. Pat, which do you like better, stage plays or radio plays? - I guess I prefer stage plays. In radio plays, I change the way I sound. In stage plays, I change the way I sound and the way I look. I sound like a different person and I look like a different person. It's challenging and really fun! - Well, Pat, thanks for being our guest - Oh, thank you! And please listen to our play next month - I definitely will! OK. Let's take a short break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - Can the audience watch the actors in a radio play? - No, they can't. They can only listen - How can Pat play two different characters in the radio play? - She can play two characters by changing her voice - Does Pat prefer stage plays or radio plays? - She prefers stage plays.

Unit 192

Brian is colorblind = Brian có tật không nhìn ra màu sắc.

Well, what's the problem? = vậy thì có sao không?

The husband changes his shirt = người chồng thay áo sơ mi.

Now you look like a Christmas tree! = trông anh như một cây nô en.

- Daily Dialogue: Getting Dressed, part 3. Listen to the conversation - Is there any other shirt you could wear? - What do you mean? - Honey, your shirt is orange and your pants are green! It's awful! - Oh, no. I thought this was my blue shirt - I'm afraid it's not - Well, you know that I'm colorblind! You should tell me how I look - Well, right now, you look like a pumpkin - Thanks. Well... how about this blue shirt? - It's not blue. It's red - Well, what's the problem? - Now you look like a Christmas tree! - Listen and repeat.

What is he doing? = ông ta đang làm gì?

To open = mở; To close = đóng lại; To walk through = bước qua

To run down stairs = chạy xuống cầu thang; Downstairs = dưới nhà

Upstairs = trên gác; The washing machine is downstairs = máy giặt ở dưới nhà.

The master bedroom is upstairs = phòng ngủ lớn nhất ở trên gác.

Sound of someone using a computer = tiếng người đang dùng máy vi tính.

Sound of someone running down stairs = có tiếng người chạy xuống cầu thang.

- Question of the Week! - It's time for Question of the Week. Today, we're going to listen to the sounds of a man doing something. What do you think he's doing? - I'm not sure I understand - Well... for example... listen to this: - What did you hear? What's he doing? - Oh! A man is opening a door, walking into a room and then closing the door! - Exactly! Here are our questions. We'll have the answers on our next show. Question number one: What is the man doing? - Okay, Question number two: What's he doing now? - What's he doing? Tune in next time for the answers to Question of the Week.

- A Question for You - Which do you like better: stage plays or radio plays? - OK!

Big cars = xe hơi loại lớn; To notice /'nəʊtɪs/ = để ý

I noticed something today while I was driving to work = hôm nay tôi để ý đến một điều trong khi tôi lái xe đến sở.

Everyone seems to be driving really big cars these days = hình như dạo này ai cũng lái xe hơi thật lớn.

Yes, cars are getting bigger = phải, xe hơi càng ngày càng lớn hơn.

Now that my son is growing up, we need a big car = vì con trai tôi mỗi ngày một lớn nên tôi cần một xe hơi lớn.

A small car = xe hơi loại nhỏ

Single people = người đi một mình, người chưa lập gia đình

This morning I saw lots of single people in these great big cars = sáng nay tôi thấy nhiều người lái xe một mình trong những chiếc xe lớn đẹp.

They feel safe in a big car = họ cảm thấy an toàn trong một xe hơi lớn.

They want to look good = họ muốn trông cho sang.

- OK... and we're off the air - Hello, everyone - Hi, Elizabeth. Hello - I noticed something today, while I was driving to work - What's that? - Everyone seems to be driving really big cars these days - Yes, cars are getting bigger. Actually, I've been thinking about getting a bigger car - Really, Max? What kind of car do you drive now? - Oh, it's a small car, a compact. For me, it's fine, but now that that my son is growing up, we need a bigger car - Well, I can understand that. If you have children, you need a bigger car. But this morning, I saw lots of single people in these great big cars! - I don't know. Maybe they feel safer in a big car - And they want to look good - Uh huh - Excuse me, it's time to start my show - Alri-i-i-ght. Quiet, please, everyone.

This program focuses on future plans = phần này chú trọng về dự tính tương lai.

You were working out some details regarding technical support = các ông đang tìm cách giải quyết vài chi tiết liên quan đến trợ giúp kỹ thuật.

To work out = tìm cách giải quyết; *To work out the problem = tìm cách giải quyết vấn đề.*

Regarding = Concerning = About = về, liên quan đến (prep); Solution = giải đáp (n)

To find a solution to a problem = tìm ra cách giải quyết một vấn đề.

We found a solution to the problem of storing spare parts = chúng tôi đã tìm ra cách giải quyết vấn đề lưu trữ phụ tùng thay thế.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "Coming to agreement, part 6". This program focuses on Discussing Future Plans.

- Interview - Today, we are talking again to Mr. Stewart Chapman from New York - Hello, Mr. Chapman - Hello - Today, we're listening again to your conversation with Mr. Blake. You were still working out some details regarding technical support - Yes. And we found a solution to the problem of storing extra parts - You seemed very happy with his answers - I was satisfied, for the most part - Let's listen to the end of the conversation.

Mr. Chapman would like some of his staff to fly to China = ông Chapman muốn gửi một số nhân viên trong ban chỉ huy của ông dùng máy bay sang Trung Quốc.

In operation = In action = đang chạy, đang hoạt động

I'd like some members of my staff to fly to China to see your robots in operation = tôi muốn vài nhân viên trong ban điều hành của tôi bay sang Trung Quốc để xem người máy rô bô chạy ra sao.

To set up = To arrange /ə'reɪndʒ/ = To organize /'ɔ:gənaɪz/ = dàn xếp, lo liệu

Can you set up an appointment for me to see my doctor next Friday? = bạn có thể xin hẹn cho tôi gặp bác sĩ thứ sáu tuần sau không?

If you can give me some dates, I'll set things up personally = nếu Ông cho tôi biết vài ngày mà ông dự trù sẽ đi, tự tôi sẽ lo dàn xếp mọi chuyện.

- Dialog - So in that case, extra parts can be flown in rather than stored - Absolutely. We can guarantee delivery by air within thirty-six hours. And our technical support will be available twenty-four hours a day! - Excellent! One more thing. I'd like some members of my staff to fly to China to see your robots in operation - Sure! That's not a problem. If you can give me some dates, I'll set things up personally - Splendid! Well, it looks like we'll be able to do business together - I certainly hope so!

Unit 193

Excellent! = Splendid! = Perfect! = Super! = tốt lắm, tuyệt! [dùng để diễn tả lời khen]

We can guarantee delivery by air within thirty-six hours = chúng tôi bảo đảm sẽ giao hàng trong vòng 36 tiếng đồng hồ.

And our technical support will be available twenty-four hours a day! = và nhóm trợ giúp kỹ thuật của chúng tôi sẽ sẵn sàng giúp suốt ngày đêm, 24 tiếng trên 24!

- Dialog - So in that case, extra parts can be flown in rather than stored... - I certainly hope so!

One more thing = There's another thing = còn một chuyện nữa.

That will be fine = That will be no problem = không sao.

It looks like we'll be able to do business together = I think we can do business together = tôi nghĩ chúng ta có thể giao dịch thương mại với nhau.

[It looks like = I think]

It looks like it's going to rain = I think it's going to rain = trời muốn mưa.

- Variations. Listen to these variations - One more thing - There's another thing - That's not a problem - That would be fine - Splendid - Excellent - It looks like we'll be able to do business together - I think we'll be able to do business together.

For the most part = tổng quát, phần lớn

You said that you were satisfied for the most part = ông nói ông hài lòng về phần lớn dự án.

I did want some of my staff to see the robots in action = tôi rất muốn vài nhân viên trong ban điều hành của tôi sang xem người máy rô-bô chạy ra sao.

Information = tin tức, thông tin, sự cung cấp thông tin [luôn dùng ở số ít] (n)

To inform /ɪn'fɔ:m/ = cho ai biết cái gì, khai báo

Informative /ɪn'fɔ:mətɪv/ = cung cấp nhiều tin tức, có nhiều tài liệu (adj)

Much information = A lot of information = nhiều tin tức; Little information = ít tin tức

And I was looking forward to reviewing the technical information that Mr. Blake promised to send us = và tôi mong đợi sẽ xem lại tài liệu kỹ thuật mà ông Blake đã hứa sẽ gửi cho chúng tôi.

There's much information on the Internet, but we have to be careful to check the source = có nhiều tin tức trên liên mạng Internet, nhưng ta phải cẩn thận kiểm soát nguồn của tin đó.

- Interview - Mr. Chapman, you said that you were satisfied "for the most part" - Yes. But I did want some of my staff to see the robots in action. And I was looking forward to reviewing the technical information that Mr. Blake promised to send us - Mr. Chapman, thank you for being our guest - Thank you for inviting me.

- Questions. Listen to the question, then listen to the dialog - Who will fly to China to see the robots in operation? - One other thing. I'd like some members of my staff to fly to China to see your robots in operation - That's not a problem - Who will fly to China to see the robots in operation? - Some members of Mr. Chapman's staff will fly to China to see the robots.

A discount /'diskaunt/ = hạ giá; A big discount = hạ giá nhiều

A good deal = một dịp mua với giá rẻ; A deal /di:l/ = thỏa thuận giao dịch (n)

I got a good deal on my new car = tôi mua cái xe hơi mới với giá hời.

Ahead of time = In advance = sớm, trước; Frequent /fri'kwent/ = hay lui tới(v)

Frequent /'fri:kwənt/ = thường xuyên (adj); Frequently = Often = thường xuyên (adv)

A frequent flyer = người thường dùng máy bay để du hành.

Join a frequent flyer club = gia nhập hội hành khách thường dùng máy bay để du hành.

All airlines want repeat business = tất cả các hãng hàng không đều muốn khách hàng lại dùng máy bay của hãng mình.

They give special deals to customers who fly frequently on their airline, and not on another airline = họ có giá giảm đặc biệt cho khách thường xuyên mua vé của hãng họ, để họ không mua vé hãng khác.

Airline /'eəlaɪn/ = hãng hàng không (n); To get a free ticket = được một vé miễn phí.

Check for the lowest fares on the Internet = hãy tìm giá vé thấp nhất trên liên mạng Internet.

There are Internet sites that list fares from all airlines = có những địa chỉ trên liên mạng Internet liệt kê giá vé của tất cả các hãng máy bay.

To compare prices = so sánh giá

How can I get a good discount on airfares? = How can I save on airline tickets? = làm cách nào mua giá vé máy bay rẻ?

You can check and compare the lowest fares on the Internet = bạn có thể xem kỹ và so sánh giá hạ nhất của các hãng máy bay trên liên mạng Internet.

If you fly often and join a frequent flyer club, you may get a lower fare = nếu bạn thường dùng máy bay và gia nhập hội hành khách thường dùng máy bay, bạn có thể mua được vé hạ.

If possible, you should purchase your ticket a few months in advance (ahead of time) = nếu có thể, bạn hãy mua vé sớm vài tháng trước.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today's e-mail question is: "I travel by air frequently". "How can I save money on airline tickets?" - There are several things that you can do. First, you can join a "frequent flyer club" - Can you tell us more about that? - Sure. Well, all airlines want repeat business - They want their customers to fly on their airline most of the time, and not on another airline - Right. So they give special deals to customers who fly frequently, who fly often. On many airlines, you get a free ticket after you fly twenty-five thousand miles, if you are a member of their frequent flyer club - That's not bad! - Another way to save money is to check for the lowest fares on the Internet. There are Internet sites that list fares from all the airlines. You can compare prices - That's a great idea! - And finally, try to purchase your tickets ahead of time, if possible. You can usually get a big discount if you buy your ticket a few months ahead of time - Thanks, Gary! That's very useful information. Now let's take a short break.

Unit 194

I travel by air frequently. How can I save on airline tickets? = tôi thường du lịch bằng đường hàng không. Làm thế nào để mua được vé máy bay rẻ?

First, you can join a frequent flyer club = trước hết, bạn nhập hội những người thường du lịch bằng phi cơ.

On many airlines, you get a free ticket after you fly twenty-five thousand miles, if you are a member of their frequent flyer club = trên nhiều hãng máy bay, bạn có thể được cho 1

vé miễn phí nếu bạn nếu bạn bay được tổng cộng 25 000 dặm và nếu bạn trong hội những hành khách thường xuyên dùng máy bay của hãng ấy.

Another way to save money is to check for the lowest fares on the Internet = một cách khác tìm giá rẻ nhất trên liên mạng Internet.

There are Internet sites that list fares from all the airlines = có những địa chỉ ghi rõ tất cả giá vé của các hãng máy bay.

And finally, try to purchase your tickets ahead of time, if possible = và cuối cùng, cố gắng mua vé sớm nếu có thể.

You can usually get a big discount if you buy your ticket a few months ahead of time = bạn có thể được giảm giá nhiều nếu bạn mua vé vài tháng trước khi đi.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today's e-mail question is, "I travel by air frequently"... - Now let's take a short break.

- True or False - Most airlines want repeat business - True. They want their customers to use their airline most of the time - It's a good idea to buy your tickets a few months ahead of time - True. You can often get a big discount.

Martia is planning her business trip to Europe = cô Martina dự tính sẽ đi công tác sang Âu châu.

She is explaining the details to her assistant, Albert = cô đang giải thích những chi tiết cho người phụ tá của cô là anh Albert.

The twenty-third = ngày hai ba; To Leave/Left/Left = rời

When are you planning to leave London? = hôm nào thì cô rời Luân Đôn?

If the negotiations go well, I'll go to Paris on the twenty-eighth = nếu cuộc thương lượng suôn sẻ thì tôi sẽ đi Pa ri hôm hai tám.

I plan to stay in Paris a little over a week = tôi dự tính sẽ ở Pa ri hơn một tuần.

Then I'm going to visit friends in the South of France for several days = rồi tôi sẽ thăm bạn ở miền Nam nước Pháp trong nhiều ngày.

On the other hand = mặt khác

On the one hand... = một mặt...

On the one hand, information on the Internet is free = một mặt thì tin tức trên liên mạng Internet không mất tiền.

On the other hand, some sources of information are not reliable = mặt khác, vài nguồn tin tức không đáng tin cậy.

I'll be in the hotel by eight p.m. if you need to call me = tôi sẽ ở khách sạn trước 8 giờ tối, nếu anh muốn gọi điện thoại cho tôi.

- Business Dialog - Let's listen to today's Business Dialog. Martina is planning her business trip to Europe. She is explaining the details to her assistant Albert - .. OK. So I fly to London on the twenty-third. I'll be in the hotel by eight p.m. if you need to call me - And when are you planning to leave London? - Well... if the negotiations go well, I'll go to Paris on the twenty-eighth. I plan to stay in Paris a little over a week. I should be able to leave Paris by the eighth... the eighth of November. Then I'm going to visit friends in the South of France for several days - And when do you return home? - I'll probably return on the twelfth, or possibly the thirteenth. On the other hand, I may decide to stay! - I won't tell the boss you said that

Future plans = dự tính tương lai

I fly to London on the twenty-third = I will fly to London on the twenty-third = I am going to fly to London on the twenty-third.

I should be able to leave Paris by the eighth of November = có lẽ tôi sẽ rời Paris hôm mồng tám tháng 11.

- Focus on Functions: Future Plans - Listen carefully - I fly to London on the twenty-third - I'll be in the hotel by eight p.m - I'll go to Paris on the twenty-eighth - I plan to stay in Paris a little over a week - I should be able to leave Paris by the eighth of November - I'm going to visit friends in the South of France.

I plan to = tôi dự tính sẽ...

I'm going to ... = I will... = I'll... = tôi sẽ...

I should be able to = I May/Might... = tôi có thể sẽ...

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about future plans. The English language has many ways to talk about the future. For example, at the beginning of today's Business Dialog, Martina says, "I fly to London on the twenty-third". In this case, "I fly" means about the same thing as "I'll fly" or "I'm going to fly". Let's listen: - ... OK. So I fly to London on the twenty-third. I'll be in the hotel by eight p.m. if you need to call me - Another way to talk about the future is to use the expression "plan to," as in the following exchange: - And when are you planning to leave London? - Well... if the negotiations go well, I'll go to Paris on the twenty-eighth. I plan to stay in Paris a little over a week - In talking about the future, you can use "I will" or "I'll" when you have a definite plan. If you're not sure of your plans, you can use another expression, such as "may," "might," or "should," as in this example: - I should be able to leave Paris by the eighth... the eighth of November. Then I'm going to visit friends in the South of France for several days - Martina says she is going to visit friends in France. The expression "going to" is another good way to talk about the future. So, as you can see, there are many different ways to talk about the future in English. I hope today's tips have been helpful! We'll see you again next time! - Thanks, Gary!
- Well, our time is up. Tune in again next time for Functioning in Business. See you then!

Unit 195

Where did you grow up? = bạn lớn lên ở đâu?

To Grow/Grew/Grown up = lớn lên; Biography /baɪ'ɒɡrəfi/ = tiểu sử (n)

Germany = nước Đức (n); Switzerland /'swɪtʃələnd/ = nước Thụy Sĩ (n)

Albert Einstein was born in 1879 = Albert Einstein sinh năm 1879.

He was a famous scientist = ông là nhà khoa học danh tiếng.

Famous = Well-known = danh tiếng, nổi tiếng (adj); Fame = danh tiếng (n)

He lived in Germany, Switzerland, and finally the United States = ông sống ở Đức, Thụy Sĩ và cuối cùng ở Hoa Kỳ.

He's telling us about his childhood = anh nói với chúng ta về thời niên thiếu của anh.

Max is reading a biography of Albert Einstein, the famous scientist = Max đang đọc một cuốn tiểu sử về Albert Einstein, nhà khoa học nổi tiếng.

This program will teach you how to talk about where you were born and where you grew up = bài học cũng dạy cho ta cách nói về nơi mình sinh ra và lớn lên.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "Where did you grow up?"

- Hi Max. What are you reading? - Oh, this book? It's a biography of Albert Einstein - Einstein, the famous scientist? - Yes, Albert Einstein was one of the greatest scientists of all time - He was German, wasn't he? - Well, he was born in Germany. He was born in Germany in 1879. But he lived in Germany, Switzerland, and finally the United States - Well, enjoy your book - Thanks. OK, Kathy, who's our guest today? - Today's guest is Mike Johnson. He works for a bank in San Francisco. Today he's going to tell us about his childhood - OK.

To Bear/Bore/Born = sinh ra

To be born = sinh ra

In [trước tháng hay năm]; On [trước ngày]

In April, in 2006; On Monday; On July 4th

I grew up in Saigon = tôi lớn lên ở Sài Gòn.

What do you want to do when you grow up? = sau này lớn lên, em muốn làm gì?

Fame and fortune = danh vọng và tiền bạc.

He set off to California for fame and fortune = anh ta đi sang California để mong tìm danh vọng và tiền bạc.

- Listen and Repeat - Albert Einstein was a famous scientist - He was born in Germany - He was born in 1879 - He lived in Germany, Switzerland, and finally the United States.

Mike Johnson is telling us about his childhood in Mississippi and Atlanta = Mike Johnson nói về thời niên thiếu ở Mississippi và Atlanta.

Mike Johnson was born in Mississippi = Mike Johnson sinh ở tiểu bang Mississippi.

When he was three years old, his family moved to Atlanta, Georgia = khi anh lên ba, gia đình dọn đến ở thành phố Atlanta, thuộc tiểu bang Georgia.

He went to Georgia State in Atlanta = anh học ở đại học công của tiểu bang Georgia State, ở thủ phủ Atlanta.

He moved to San Francisco in 1997 when he got his job at Stagecoach Bank = anh dọn nhà sang thành phố San Francisco khi anh kiếm được việc làm ở ngân hàng Stagecoach Bank.

Mike was born in Mississippi and grew up in Atlanta, Georgia = Mike Johnson sinh ở tiểu bang Mississippi và lớn lên ở thành phố Atlanta, tiểu bang Georgia.

So you grew up in the South? = như vậy là anh lớn lên ở miền Nam à?

- Interview - Our guest today is Mike Johnson. Hi, Mike. Welcome back - Thanks - Mike, you live in San Francisco, don't you? - Yes, that's right - Were you born in San Francisco? - No, I wasn't. I was born in Mississippi - In Mississippi. So you grew up in the South? - Yes, I did. When I was three years old, my family moved to Atlanta, Georgia. I grew up in Atlanta, and I went to school there. And I went to college in Georgia, at Georgia State - When did you move to San Francisco? - I moved there in 1997, after I got my job at Stagecoach Bank - Our guest is Mike Johnson. We'll talk more after our break. This is New Dynamic English.

Where were you born? = bạn sinh ở đâu? I was born in Hue = tôi sinh ở Huế.

I grew up in Hanoi = tôi lớn lên ở Hà Nội; To move = dời cư, dọn nhà

- Listen and Repeat - Where does Mike live? - He lives in San Francisco - Was he born in San Francisco? - No, he wasn't - Where was he born? - He was born in Mississippi - Where did he grow up? - He grew up in Atlanta, Georgia - When did he move to San Francisco? - He moved there in 1997.

African American = người Mỹ gốc Phi châu

African-American families = gia đình người Mỹ gốc Phi châu

Racial prejudice = kỳ thị chủng tộc; Race /reis/ = chủng tộc (n); Racial /'reɪʃəl/ (adj)

Civil /'sɪvəl/ = thuộc về dân sự (adj); Rights /raɪts/ = quyền (n); Civil rights = dân quyền

Things are better for African-American families, but there still is racial prejudice in America = đời sống của gia đình người Mỹ gốc Phi châu nay khá hơn, nhưng vẫn còn kỳ thị chủng tộc ở Hoa Kỳ.

To get along = hòa thuận với nhau

We all got along well together = chúng tôi sống hòa thuận với nhau.

We lived in a small house in a nice neighborhood = chúng tôi sống trong một ngôi nhà nhỏ trong một vùng lân cận hiền hòa.

Martin Luther King, Jr. was born in Atlanta in 1929 = Martin Luther King, Jr. sinh ở thành phố Atlanta năm 1929.

Mike grew up in Atlanta in a nice neighborhood = Mike lớn lên ở Atlanta trong một khu xóm hiền hòa.

Neighborhood /'neɪbəhəd/ = hàng xóm, vùng lân cận (n)

Neighbor /'neɪbə/ = người hàng xóm (n)

He was a famous civil rights leader = ông là lãnh tụ nổi tiếng về dân quyền.

Jr. = Junior /'dʒuːnjə/ = con, trẻ (adj); Sr. = Senior /'siːnjə/ = cha, già (adj)

Some of our neighbors were African American, and some were white = vài láng giềng của chúng tôi là người Mỹ gốc Phi và vài người là người da trắng

Things changed a lot in the South during the 1960s and 1970s, didn't they? = xã hội biến đổi nhiều trong hai thập niên 60s và 70s, phải không?

It's been great talking with you = thật là một dịp vui được nói chuyện với bạn.

Atlanta is a great city to grow up in = Atlanta là thành phố rất tốt để lớn lên ở đó.

And for an African-American family like ours, Atlanta was a great city to grow up in = đối với một gia đình người Mỹ gốc Phi Châu thì thành phố Atlanta thật là một thành phố rất tốt để lớn lên ở đó.

What city is the best to retire in? = thành phố nào là thành phố lý tưởng để về hưu ở đó?

What companies are the best to work for? = những công ty nào là công ty tốt nhất để làm việc ở đó?

- Interview - Our guest today is Mike Johnson. Mike was born in Mississippi and grew up in Atlanta, Georgia. Mike, I'd like to ask you a question - Sure - What was it like, growing up in the South? - Well, Atlanta is a great city. And for an African-American family like ours, it was a great city to grow up in. We lived in a small house in a nice neighborhood. Some of our neighbors were African American, and some were white. We all got along very well together - Things changed a lot in the South during the 1960's and 1970's, didn't they? - Yes, they did. When my father was growing up, things were very different. He was born in Mississippi in 1939. At that time, life was very hard for African Americans. By the time we moved to Atlanta, things were better. But even today, there still is racial prejudice in America - Martin Luther King, Jr. was born in Atlanta, wasn't he? - Yes, he was. He was born in Atlanta in 1929 - Thank you, Mike. It's been great talking with you - Thank you, Kathy - Let's take a short break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - Where was Mike born? - He was born in Mississippi - Where did he grow up? - He grew up in Atlanta, Georgia - What famous American was born in Atlanta, Georgia? - Martin Luther King, Jr. was born in Atlanta.

Unit 196

Hang up the phone = gác máy điện thoại

Pick up the phone = nhấc máy điện thoại.

On the phone = đang nói điện thoại; Off the phone = đã nói xong điện thoại

I met her in San Francisco more than thirty years ago = tôi gặp cô ấy ở San Francisco cách đây hơn ba mươi năm.

Martin is on the phone with Karen, an old friend = Martin đang nói điện thoại với một người bạn cũ tên là Karen.

When Martin was off the phone, Laura (his wife) asked him who Karen was = khi anh Martin nói điện thoại xong, vợ anh là Laura hỏi anh Karen là ai vậy.

- Daily Dialogue: An Old Girlfriend, part 1. Listen to the conversation - OK, Karen. I'll see you on Sunday. Bye - Who's Karen? - Oh, she's an old friend - An old friend? - Yes, I met her in San Francisco... more than thirty years ago - Listen and repeat.

What's he doing? = anh ấy đang làm gì?

To Hurt/Hurt/Hurt oneself = làm mình bị thương, làm đau.

Don't hurt yourself lifting that box = đừng làm mình bị thương khi bưng cái thùng ấy lên.

Was anyone hurt in the accident? = có ai bị thương trong tai nạn xe hơi không?

My legs still hurt when I try to walk = chân tôi còn đau khi tôi cố bước đi.

I hurt my ankle playing soccer = tôi bị thương ở mắt cá chân khi chơi bóng đá.

To run down the stairs = chạy từ cầu thang xuống.

To Fall/Fell/Fallen = té, ngã, giảm xuống

He fell and broke his leg = anh ta té gãy chân.

Gas prices showed no sign of falling = giá xăng không thấy giảm đi.

- Question of the Week! - It's time to answer the Question of the Week. We're going to listen to a man doing something. And, Kathy, you're going to tell me what you hear - Okay. Here's question number one: What's the man doing? - He's... using a computer! - Yes, he is! He's using a computer. Okay, Question number two: What's he doing now? - Oh, no... He's falling down the stairs! He's going to hurt himself! - No, no, Kathy. He's fine. He's running down the stairs - Oh, I'm glad to hear that - Well, Kathy. Thanks for playing - It was fun.

- A Question for You - Where did you grow up? - OK!

Bad weather = thời tiết xấu; Rain hard = mưa lớn

Weather report = bản tường trình về thời tiết

To Light/Lit(lighted)/Lit(lighted) = thắp; Light = bóng đèn (n)

To light a candle = thắp nến

A well-lit room = phòng có đèn thắp sáng rõ

A star-lit night = đêm có sao sáng; Traffic lights = đèn giao thông

Our lights went out about four in the afternoon = đèn chúng tôi bị tắt khoảng 4 giờ chiều.

Did you lose power last night when it rained hard? = Bbn có bị mất điện đêm qua khi mưa lớn không?

We had to light candles in order to fix dinner = chúng tôi phải thắp nến để làm cơm tối.

To fix dinner = To make dinner = làm cơm tối; Electricity = Power = điện

We got our electricity (power) back about eight = chúng tôi lại có điện khoảng 8 giờ tối.

A power outage = một thời gian mất điện

Thank goodness, I'm ready for some sunshine = cảm ơn trời, bây giờ có nắng thì thích lắm.

Noun + y = Adj [lưu ý noun có 1 nguyên âm (vowel) trước phụ âm (consonant) tận cùng]

Sun = mặt trời (n); Sunny = có nắng; Storm = cơn bão; Stormy = có bão (adj)

Wind = gió (n); Windy = có gió (adj); Rain = mưa (n); Rainy = có mưa (adj)

- OK... and we're off the air - I wonder if it's still raining outside - I think so. It was raining pretty hard this morning. And the weather report said it would rain all day - Well, we certainly got a lot of rain this weekend - Yes, what a storm! It was so windy. Did you lose power? Did your lights go out? - Yes. Our lights went out about four in the afternoon. We had to light candles in order to fix dinner! But we got our electricity back about eight. They say the rain will stop later tonight - Thank goodness! I'm ready for some sunshine - Hi, Max, Kathy - Hi, Elizabeth - OK. Quiet, please. Ready for Functioning in Business...

A new beginning, part 1 = một bắt đầu mới, phần 1.

Business discussion = thảo luận thương mại; Over = xong (adv)

The business discussions were over = cuộc bàn luận thương mại đã xong.

A dinner conversation = cuộc nói chuyện trong bữa ăn tối [danh từ thứ nhất bỏ nghĩa cho danh từ thứ hai]

An afternoon walk in the park = cuộc đi bộ vào buổi chiều trong công viên.

A bit tired = hơi mệt; As I remember... = tôi nhớ lại là...

This program focuses on proposing a toast = chương trình chú trọng vào cách nói khi nâng ly chúc mừng.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "A new beginning, part 1". This program focuses on Proposing a Toast.

- Interview - Today, we are talking again to Mr. Stewart Chapman of Federal Motors - Hello, Mr. Chapman - Nice to talk to you again - Today, we're listening to your dinner conversation with Mr. Blake and Mr. Gomez. It was after most of the business discussions were over - Oh, yes. We played golf in the afternoon, and then we met for dinner. As I remember, Mr. Blake and I were both a bit tired. So we didn't play very well - Now let's listen to your conversation at dinner.

To propose a toast = nâng chén chúc nhau

To a long and prosperous relationship = xin chúc sao cho có một liên hệ dài lâu và phát đạt.

I'll drink to that! = tôi cũng xin uống mừng như vậy.

Add a toast of my own = thêm lời chúc của riêng tôi.

Cheers = lời chúc mừng khi nâng ly (interj)

I'd like to propose a toast! = tôi xin nâng ly chúc mừng.

To our next game of golf = chúc mừng trận chơi bóng golf sắp tới.

We weren't too bad = chúng tôi chơi không đến nỗi tệ lắm.

- Dialog. This scene takes place at a New York restaurant - Would you like some more wine, Charles? - Please - How about you, Dave? - No, thank you - I'd like to propose a toast! To a long and prosperous relationship between Federal Motors and International Robotics - I'll drink to that and add a toast of my own! To our next game of golf! - Cheers - We didn't play very well today, did we? - Oh, we weren't too bad.

I was born in Hanoi, but I grew up in Saigon = tôi sinh ở Hà Nội, nhưng tôi lớn lên ở SG.

I had to fix dinner before my children came back from school = tôi phải làm cơm trước khi các con tôi đi học về.

I would like to propose (make, offer) a toast = tôi muốn nâng ly để có vài lời chúc mừng.

To your health, happiness and continued success! = chúc bạn được sức khỏe, hạnh phúc và đạt thêm nhiều thành công.

We lost power yesterday evening, so we had to light candles in order to have dinner = hôm qua mất điện nên chúng tôi phải thắp nến để ăn cơm tối.

Unit 197

Power /'paʊə/ = Electricity /i,lek'trisiti/ = điện (n)

A power outage = một thời gian mất điện; To go out = tắt

We lost power in the storm yesterday = chúng tôi bị cúp điện hôm qua khi có cơn bão.

Our lights went out for about four hours = đèn tắt trong thời gian chừng 4 tiếng.

We had to light candles in order to fix dinner = chúng tôi phải thắp nến để làm cơm tối.

We got power back in the evening = chúng tôi lại có điện vào buổi tối.

I would like to propose a toast = I would like to offer a toast = tôi muốn nâng ly nói vài lời chúc tụng.

To a long and prosperous relationship = chúc cho liên hệ được bền lâu và phát đạt.

Cheers! I'll drink to that! = xin nâng ly uống mừng!

- Language Focus: Toasts. Listen to these toasts - I'd like to propose a toast. To a long and prosperous relationship! - I'll drink to that - I'd like to add a toast of my own - To our next game of golf! - Cheers.

Everything seemed to be going well = mọi chuyện đều tốt đẹp.

I hope that this would be the beginning of a long and prosperous business relationship = tôi hy vọng đây là một bước đầu của một liên hệ thương mại lâu bền và phát đạt.

Prosperous /'prɒspərəs/ = Successful = thịnh vượng, thành công (adj)

To prosper /'prɒspə/ = thịnh vượng; Property /'prɒpəti/ = sự phát đạt, thịnh vượng

A prosperous businessman = một nhà kinh doanh thành công

Local businesses are prospering = thương mại địa phương đang phát đạt.

- Interview - Mr. Chapman, you proposed a toast to "a long relationship" for your companies - Yes. Everything seemed to be going well. I hoped that this would be the beginning of a long and prosperous business relationship - Mr. Chapman, thank you for talking to us today - Thank you, Elizabeth.

Mr. Chapman expects to see Mr. Blake again = ông Chapman mong sẽ gặp lại ông Blake.

- Questions. Listen to the question, then listen to the dialog - Does Mr. Chapman expect to see Mr. Blake again? - To a long and prosperous relationship between Federal Motors and International Robotics - I'll drink to that and add a toast of my own! To our next game of golf! -

Cheers - Does Mr. Chapman expect to see Mr. Blake again? - Yes, he does. He makes a toast to the next time they play golf together.

How do I propose a toast? = nâng ly chúc mừng thì phải nói gì?

A toast is a traditional way to honor someone or to wish someone a good future = nâng ly nói lời chúc là một lối cổ truyền để vinh danh người nào hay chúc người nào một tương lai tốt đẹp.

Traditional = có tính cách truyền thống (adj); Tradition /trə'di:ʃn/ = truyền thống (n)

Honor /'ɒnə/ = danh dự (n); To honor someone = vinh danh ai

I am honored to meet you = tôi vinh hạnh được gặp ông/bà.

Two firefighters have been honored for their courage = hai người lính cứu hỏa được vinh danh vì lòng cam đảm của họ.

Different cultures have different ways to make toasts = các nền văn hóa khác nhau có những cách nâng ly chúc mừng khác nhau.

In the United States, you usually make a toast with some kind of alcohol, like beer, whisky or wine = ở Mỹ, bạn thường nâng ly uống mừng bằng đồ uống có chất rượu như bia, rượu mạnh uýt-xki hay rượu vang.

And if you don't drink alcohol, it's OK to use other kinds of drinks, even water, isn't it? = và nếu bạn không biết uống rượu, bạn có thể dùng những đồ uống khác, nước lạnh cũng được, phải không?

If your co-worker has been promoted, you could raise your glass and say: "Congratulations on your promotion!" = nếu bạn đồng nghiệp được thăng chức, bạn có thể nâng ly và nói: "mừng bạn được thăng chức".

At meals, it's common for someone to offer a short toast before anyone drinks anything = trong bữa ăn, thông thường thì một người nào đó nói vài lời chúc ngắn trước khi mọi người bắt đầu uống.

To be promoted = được thăng chức, xúc tiến, đẩy mạnh

To promote /prə'mout/ = thăng chức, xúc tiến, đẩy mạnh

Promotion /prə'mou:ʃən/ = sự thăng chức, sự xúc tiến, sự đẩy mạnh

A wedding = đám cưới; To congratulate /kən,grætjuleit/ = chúc mừng

Congratulations = lời chúc mừng, lời khen ngợi (n)

You raise your glass and then propose your toast = bạn nâng ly rồi nói lời chúc.

People drink a toast to the health and happiness of the new bride and groom = người ta uống mừng sức khỏe và hạnh phúc của cô dâu và chú rể.

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today's e-mail question is, "How do I propose a toast?" - Well, a toast is a traditional way to honor someone or to wish someone a good future. Different cultures have different ways to make toasts. In the United States, you usually make a toast with some kind of alcohol, like beer, whisky, or wine. You raise your glass and then propose your toast. And then everybody drinks. And if you don't drink alcohol, it's also OK to use other kinds of drinks, even water, isn't it? - Yes. Actually, in the US, many people don't drink alcohol - Gary, could you give us an example of a toast? - Sure. For example, if your co-worker has been promoted, you could raise your glass and say, "Congratulations on your promotion!" - OK - Today, toasts are probably most common at weddings. People drink a toast to the health and happiness of the new bride and groom - And at meals, it's common for someone to offer a short toast before anyone drinks anything - That's right. They say "To your health" - Or... "Cheers". "Cheers" is a very common toast - So now, I'll raise my water glass and I'll toast to the continued success of our Functioning in Business team. Cheers! - Thank you, Gary.

In the United States, you usually make a toast with some kind of alcohol, like beer, whisky, or wine = ở Mỹ bạn thường uống mừng với một thứ đồ uống có chất rượu, như bia, rượu huyết-ki hay rượu vang.

If you don't drink alcohol, it's OK to use other soft drinks, even water = nếu bạn không uống rượu, bạn có thể uống nước ngọt, hay nước lạnh cũng được.

In the United States many people don't drink alcohol = bên Mỹ có nhiều người không uống rượu.

Alcohol /'ælkəhɒl/ = rượu (n); Alcoholic beverages = đồ uống có rượu

He's an alcoholic = anh ta là người nghiện rượu; Alcoholics anonymous = hội giúp người cai rượu mà người dự không phải khai tên mình.

Ladies and Gentlemen, may I offer a short toast? = thưa quý vị, tôi xin có vài lời chúc mừng.

Let's raise our glass and drink to the good health and happiness of the new bride and groom = xin cùng nâng ly chúc cô dâu và chú rể sức khỏe và hạnh phúc.

Congratulations on your promotion! = mừng bạn được thăng chức.

Unit 198

- Culture Tips - Welcome once again to "Culture Tips" with Gary Engleton. Today's e-mail question is, "How do I propose a toast?.....- So now, I'll raise my water glass and I'll toast to the continued success of our Functioning in Business team - Cheers! - Thank you, Gary.

- True or False - People propose toasts to honor someone or to wish someone a good future - True. For example, people drink to good health in the future - You have to drink alcohol when you make a toast - False. In the United States today, you can use other kinds of drinks.

The employees of a small company are having their annual holiday dinner = nhóm nhân viên trong công ty bán đàn dương cầm Pierce Pianos đang dự tiệc tối hàng năm.

Bonus /'bəʊnəs/ = tiền thưởng (n); This year's bonus = tiền thưởng năm nay

Director of Operations = giám đốc điều hành

You've all done a great job = toàn thể quý vị đã làm việc hoàn hảo.

To watch = coi chừng; My job is to watch everyone work = công việc của tôi là phải để ý, coi chừng mọi người làm việc.

You all have been fantastic this year! = toàn thể quý vị đã làm việc tuyệt hảo năm nay.

Fantastic /fæn'tæstik/ = Extremely good = Wonderful = Excellent = Super = tuyệt vời (adj)

It's been a great year! = thật là một năm thành công mỹ mãn!

Here's to all of you! = xin nâng ly mừng toàn thể!

To good health and prosperity for everyone in the coming year! = chúc ai nấy sang năm đều có sức khỏe dồi dào và phát đạt!

By the way = nhân tiện đây, tiện thể; To Fall/Fell/Fallen = giảm, hạ đi

Our sales are up fourteen percent from last year and our costs have fallen almost ten percent = lượng bán ra của chúng ta tăng thêm 14 phần trăm hơn năm ngoái và chi phí giảm gần 10 phần trăm.

- Business Dialog - Let's listen to today's Business Dialog. The employees of Pierce Pianos are having their annual holiday dinner - Excuse me! - I would like to offer a toast. As Director of Operations, it's my job to watch everyone work. And I can say that you have all been fantastic this year! It's been a great year! - Our sales are up fourteen percent from last year and our costs have fallen almost ten percent. You've all done a great job!. So I'd like to propose a toast. "Here's to all of you! Thank you for your hard work" - Hello, everyone! - As President of Pierce Pianos, I'd like to say that I agree with Carol completely. Thanks to your efforts, we've had a great year - Let's all drink "To good health and prosperity for everyone in the coming year!" - And, by the way, I'd like to say that you'll all be very pleased with this year's bonus!

I'd like to offer a toast = I'd like to make a toast = I'd like to propose a toast = tôi xin nâng ly nói lời chúc mừng.

Thank you for your hard work = cảm ơn quý vị đã làm việc tận tụy.

To good health and prosperity = chúc quý vị mạnh khỏe và phát tài.

- Focus on Functions: Proposing a Toast. Listen and repeat - I'd like to offer a toast - I'd like to propose a toast - "Here's to all of you" - "Thank you for your hard work" - Let's all drink "To good health and prosperity."

The managers of a small company are addressing their employees at their annual dinner = các vị quản lý của một công ty nhỏ đang nói với nhân viên của hãng trong buổi tiệc hàng năm.

Manager = người quản lý, quản đốc, sếp; Tap against glasses = gõ nhẹ vào ly

To address a meeting = To speak to a group of people = nói với cử tọa.

Let's all drink "To good health and prosperity for everyone in the coming year!" = nào ta cùng nâng ly uống mừng mọi người được dồi dào sức khỏe và phát tài trong năm tới!

To Build/Built/Built = gây, xây dựng; To clink /klink/ = kêu keng-keng

Sound of knives clinking on glasses = tiếng dao gõ nhẹ vào ly (cốc).

To build both a personal and business relationship = gây mối liên hệ cả về mặt cá nhân lẫn thương mại.

Gradual /'grædjuəl/ = dần dần (adj); Gradual lowering of voices = tiếng ồn ào giảm dần.

To lower = hạ xuống; Lower your voice, the baby is sleeping! = hãy nói khẽ, em bé đang ngủ.

Speak up! We can't hear you! = xin nói to lên, chúng tôi nghe không rõ!

I don't know how you all have done it, but you've done a great job = tôi không biết tất cả các bạn làm cách nào, nhưng các bạn đã làm công việc hoàn hảo.

- Gary's Tips - Now it's time for Gary's Tips with Gary Engleton! - Hello, Elizabeth! Today I'll be talking about how to propose a toast. In today's Business Dialog, the managers of a small company are addressing the employees at their annual dinner. You can hear the sound of knives tapping against glasses. This is one way to welcome a speaker and to ask for quiet - Excuse me! - I would like to offer a toast - Carol uses the expression, "I'd like to offer a toast". You can also say "I'd like to propose a toast," as Carol does later - Our sales are up fourteen percent from last year and our costs have fallen almost ten percent. I don't know how you all have done it, but you've done a great job! So I'd like to propose a toast. "Here's to all of you! Thank you for your hard work" - In this case, the toast is a kind of thank you. She thanks the employees for their hard work. Another common toast is for good health and prosperity, as in this part of the Business Dialog. Notice that Harry begins his toast with the phrase "Let's all drink...." - Let's all drink "To good health and prosperity for everyone in the coming year!" - You can also toast to the success of a business relationship, as in the toast that Mr. Blake makes at this dinner with Mr. Chapman and Mr. Gomez: - I'd like to propose a toast! To a long and prosperous relationship between Federal Motors and International Robotics - Offering a toast is a good way to help build both a personal and business relationship. I hope today's tips were helpful! - Thank you, Gary! - Well, our time is up. Tune in again next time for Functioning in Business. See you then!

Unit 199

When did you graduate? = bạn tốt nghiệp năm nào?

In 1900 = vào năm 1900; Seven years ago = cách đây bảy năm.

Einstein preferred to work on his own = Einstein thích tự mình làm việc hơn.

On one's own = tự mình lo lấy (idiom)

Did you set up this train all on your own? That's wonderful! = tự con ráp lấy đoàn xe lửa này ư? Thật là tuyệt tác!

Will you be OK here on your own? = con ở đây một mình được không?

This lesson will teach you how to talk about your education = bài học hôm nay cũng dạy ta cách nói về quá trình học vấn của mình.

Einstein attended school in Germany and Switzerland = Einstein học ở Đức và Thụy Sĩ.

To attend school = theo học

To graduate /'grædʒueɪt/ = tốt nghiệp; Graduate (n,adj) /'grædʒuɪt/

Graduation /,grædʒu'eɪʃən/ = sự tốt nghiệp (n); A graduate = sinh viên tốt nghiệp

He's a graduate from the University of Michigan = anh ta là sinh viên tốt nghiệp ở trường Đại học Michigan = He graduated from the University of Michigan.

Graduate student = sinh viên cao học đã học xong cử nhân.

Graduate school = trường cao học dành cho sinh viên đã xong cử nhân.

My father gave me an expensive pen for my high school graduation = cha tôi cho tôi một cái bút máy đắt tiền vào ngày tôi tốt nghiệp trung học

Actually = nói cho đúng, thật ra (adv)

Sara attended a pre-med program at the University of Maryland = Sara học chương trình tiền y khoa (dự bị y khoa) ở đại học Maryland. [pre = before]

To educate = giáo dục; Education = sự giáo dục (n); Educational = thuộc giáo dục (adj)

He attended schools in both Germany and Switzerland = ông học ở cả Đức và Thụy sĩ

He graduated in 1900 = ông tốt nghiệp năm 1900.

- Hi, I'm Max - Hello. My name is Kathy - Welcome to New Dynamic English! - New Dynamic English is a basic English language course and an introduction to American people and culture. Today's unit is "When did you graduate?"

- Hi, Max - Hi, Kathy - How's your book? - My book about Einstein? It's very interesting. I'm reading about his school days - School days? Einstein was a good student, wasn't he? - Well, actually, Einstein didn't like school - He didn't?! - No, he didn't. He preferred to work on his own - Where did he go to school? - He attended schools in both Germany and Switzerland - How about college? Where did he go to college? - He went to a university in Switzerland, where he studied physics. He graduated in 1900 - Interesting... It's time to meet today's guest. Today we'll be talking with Sara Scott - Oh, yes. Sara's a doctor, right? - Yes, that's right. She works in a hospital in Chicago - What's she going to talk about? - She's going to tell us about her education - Great.

Medical school = đại học y khoa

What school did you go to? = bạn học trường nào?

I graduated seven years ago = tôi tốt nghiệp cách đây 7 năm.

He went to a university in Switzerland, where he studied physics = ông theo học một trường đại học ở Thụy Sĩ, nơi ông học về vật lý.

He graduated from a university in Switzerland in 1900. = ông tốt nghiệp ở một trường đại học ở Thụy Sĩ năm 1900.

- Listen and Repeat - Albert Einstein attended schools in Germany and Switzerland - He went to a university in Switzerland, where he studied physics - He graduated in 1900 - In 1900, he graduated from a university in Switzerland.

Pre-med = Pre-medical = tiền y khoa, dự bị y khoa

A clinic /'klinik/ = y viện nhỏ, phòng khám bệnh

Hospital /'hɒspɪtəl/ = bệnh viện toàn (đa) khoa (n)

A clinician /kli'niʃən/ = bác sĩ điều trị chuyên môn

- Interview - Our guest today is Sara Scott. Hello, Sara - Hi, Kathy - You and your sister live in Chicago, don't you? - Yes, we do - Is that where you grew up? - Yes, it is. My sister and I were both born there - After you graduated from high school, did you go to college in Chicago? - No, I didn't. I went to college in Maryland - Where did you go? What school did you go to? - I went to the University of Maryland, where I studied pre-med - When did you graduate? How long ago? - I graduated... seven years ago - What did you do after you graduated? - Well, for one year, I worked in a small clinic in Chicago. Then I began medical school - OK. We'll talk about medical school with our guest, Sara Scott, after our break. This is New Dynamic English.

She studied pre-med at the University of Maryland = cô học chương trình tiền y khoa ở Đại Học Maryland.

- Listen and Repeat - What did Sara do after she graduated from high school? - She went to college - Did she go to college in Chicago? - No, she didn't. She went to college in Maryland - What university did she go to? - She went to the University of Maryland - How long ago did she graduate? - She graduated seven years ago.

Degree = bằng cấp (n); A disease /di'zi:z/ = bệnh

Communicable disease = bệnh truyền nhiễm

I was there for four years = tôi học ở đó 4 năm.

Chemical = hóa chất (n); Biology /bai'ɒlədʒi/ = sinh vật học (n)

Lab /ləb/ = Laboratory /'læbrətɔ:ri/ = phòng thí nghiệm (n)

Chemistry = môn hóa học, ngành hóa học (n); Chemical = thuộc ngành hóa học (adj)

She went to the University of Michigan Medical School = cô theo học ở Đại học Y Khoa thuộc Đại học Michigan.

She was in medical school for four years = cô học bốn năm y khoa.

During the first year, we studied basic medicine = trong năm đầu, chúng tôi học các môn y khoa căn bản.

In the second year, we learned about different diseases = năm thứ hai, chúng tôi học về các bệnh khác nhau.

In the third and fourth years, we worked directly with patients = trong năm thứ ba và thứ tư, chúng tôi trực tiếp săn sóc bệnh nhân.

We worked with different kinds of patients = chúng tôi săn sóc nhiều loại bệnh nhân khác nhau.

For six weeks, I worked with mothers and their new babies = trong 6 tuần, tôi săn sóc các bà mẹ và hài nhi mới sinh của họ.

And then, for the next six weeks, I worked with small children = rồi trong 6 tuần sau, tôi săn sóc các em bé.

During the first year, we studied basic medicine = trong năm đầu, chúng tôi học y khoa căn bản.

During the third and fourth years, we worked directly with patients = trong năm thứ ba và thứ tư, chúng tôi trực tiếp săn sóc bệnh nhân.

I got my degree two years ago = tôi nhận được văn bằng cách đây hai năm.

- Interview - Our guest today is Dr. Sara Scott. After she graduated from the University of Maryland, Sara went to medical school. Sara, where did you go to medical school? - In Michigan. At the University of Michigan Medical School - How many years were you in medical school? - I was there for four years - Can you tell us a little about your studies? - Sure. During the first year, we studied basic medicine. Then, in the second year, we learned about different diseases - And in the third year? What did you study during the third year? - During the third and fourth years, we worked directly with patients. We worked with different kinds of patients--children, old people, and so on. For example, for six weeks, I worked with mothers and their new babies. And then for the next six weeks, I worked with small children - When did you get your degree? - I got my degree two years ago - Thank you for coming to see us today - You're welcome, Kathy. Let's take a short break. This is New Dynamic English.

- Listen and Answer. Listen for the bell, then say your answer - How long was Sara in medical school? - For four years. She was in medical school for four years - What did she study during her first year? - Basic medicine. During her first year, she studied basic medicine - How long did she work with mothers and their babies? - For six weeks. She worked with mothers and their babies for six weeks - What did she do for the next six weeks? - She worked with small children. For the next six weeks, she worked with small children.

Unit 200

In the late sixties = những năm cuối thập niên 60

In the early sixties = những năm đầu của thập niên 60

In the mid sixties = những năm giữa của thập niên 60

Decade /'dekeid/ = thập niên, thập kỷ, thời gian 10 năm (n)

I lived there for a few years = tôi sống ở đó vài năm

It was a long time ago = cách đây lâu rồi; The sixties = thập niên 60

- Daily Dialogue: An Old Girlfriend, part 2. Listen to the conversation - OK, Karen. I'll see you on Sunday. Bye - Who's Karen? - Oh, she's an old friend - An old friend? - Yes, I met her in San Francisco... more than thirty years ago - San Francisco! When were you in San Francisco? - In the late sixties. I lived there for a few years - You lived in San Francisco? I didn't know that - Well, it was a long time ago - Listen and repeat.

FDR (1882-1945) was the 32nd president of the United States = FDR là tổng thống thứ 32 của Hoa Kỳ.

I came to learn more about Mrs. Roosevelt = tôi tới đây để tìm hiểu thêm về đời bà Roosevelt.

They got married when she was twenty-one = họ lấy nhau khi bà Roosevelt 21 tuổi.

She was an active First Lady = bà là vị đệ nhất phu nhân hoạt động tích cực.

Both she and her husband came from very rich families = cả bà và ông đều có gia đình rất giàu có.

She helped poor people in America, and after her husband died, she continued to work for human rights = bà giúp người nghèo ở Mỹ, và sau khi ông mất, bà tiếp tục hoạt động về nhân quyền.

Human /'hju:mən/ = con người (n)

Human = thuộc con người, thuộc loài người (adj)

Humane /'hju:mein/ = nhân đạo, nhân đức (adj)

Humanity /'hju:'mæniti/ = nhân loại, loài người, lòng nhân đạo (n)

Humanism /'hju:mənizəm/ = chủ nghĩa nhân đạo, chủ nghĩa nhân văn (n)

Humanitarian /'hju:,mæni'teəriən/ = theo chủ nghĩa nhân đạo (n)

Humanitarian = nhân đạo (adj); Human rights = nhân quyền; Civil rights = dân quyền

She was born in 1884 and died in 1962, at the age of 78 = bà sinh năm 1884 và mất năm 1962, thọ 78 tuổi.

Kent is at the FDR Memorial in Washington, D.C = Ken ở đài kỷ niệm tổng thống Franklin Delano Roosevelt ở Washington, D.C.

A First Lady = đệ nhất phu nhân [người vợ của tổng thống hay thống đốc]

FDR was Franklin Delano Roosevelt, the thirty-second president of the United States = FDR là tên gọi tắt của tổng thống Franklin Delano Roosevelt, tổng thống thứ 32 của Hoa Kỳ.

- Man on the Street - Hello. This is the New Dynamic English Man on the Street, Kent Moss. I'm at the FDR Memorial in Washington, D.C. FDR was Franklin Delano Roosevelt, the thirty-second president of the United States. Excuse me, ma'am? - Yes? - Are you here to learn more about President Roosevelt? - I want to learn more about Mrs. Roosevelt - Mrs. Roosevelt? The President's wife? - Yes. I think Eleanor Roosevelt was a great American. She helped poor people in America and other people who needed help - She came from a rich family, didn't she? - Yes, she did. Both she and her husband Franklin came from very rich families. But Eleanor's mother and father both died when she was a child - When did she marry Franklin Roosevelt? - They got married in 1905, when Eleanor was twenty-one. After Franklin Roosevelt became president in 1933, she worked with him to help poor Americans. She was a very active First Lady - What did she do after her husband died? - He died in 1945, but Eleanor continued to work for human rights - She lived a long life, didn't she? - Yes, she did. She was born in 1884, and she died in 1962, at

the age of 78. She was a wonderful woman and a great American - Thank you for talking with me today.

- A Question for You - Where did you go to school? - OK!

I have an appointment = tôi có hẹn.

I'm thinking about buying a house = tôi đang tính sẽ mua nhà.

To get a loan /loun/ = To arrange for a loan = vay tiền nhà băng

A condominium /,kɒndə'miniəm/ = một căn nhà trong một chung cư

Single house = biệt thự, nhà có vườn chung quanh; To pick out = chọn

Townhouse = nhà chung tường trong một dãy nhà, đằng trước hay đằng sau có hay không có vườn nhỏ.

So you already have a place picked out? = như vậy chị đã chọn được ngôi nhà mình muốn rồi ư?

Not yet, I need to arrange for a loan first = chưa, trước hết, tôi còn phải lo vay tiền.

I hope you get a low interest rate = hy vọng chị được vay với lãi suất thấp.

Getting a loan from a bank is a big step = vay tiền nhà băng là bước quan trọng.

- OK... and we're off the air - Sorry, I have to go. I have an appointment - What's up, Kathy? - I'm thinking about buying a house! - Hey, that's great news! - But first I need to get a loan. So today I'm going to meet with someone at my bank - So you're going to get a loan. That's a big step. What kind of place are you looking for? - I'm going to get a condominium here in D.C - Oh, so you already have a place picked out? - Well, no. Not yet. I need to arrange for a loan first - Well, good luck! I hope you get a low interest rate! - Thanks! - Hi, folks - Hi, Elizabeth. Time for your show? - Yes, it is. See you all later - Quiet, everyone. It's time for Functioning in Business.

This program focuses on personal information = phần này chú trọng về tin tức liên quan đến cá nhân.

We had already dealt with the final details of our negotiations = chúng tôi đã giải quyết những chi tiết cuối trong cuộc thương lượng bán người máy tự động rô bô.

We had already dealt with = chúng tôi đã giải quyết xong.

To Deal/Dealt/Dealt = giải quyết

To had + Past Participle [thì past perfect(quá khứ hoàn thành) chỉ một chuyện xảy ra trước một chuyện khác ở quá khứ]

Yesterday evening, when I came to the theater, the show had already begun = tối hôm qua khi tôi tới hí viện thì chương trình đã bắt đầu.

To deal with a problem, to deal with a difficult person = giải quyết một vấn đề, đối phó với một người khó tính.

Teachers sometimes have to deal with difficult students = giáo viên đôi khi phải đối phó với học sinh khó dạy.

To relax = nghỉ ngơi cho thư giãn; It's time to relax = tới lúc nghỉ ngơi cho thoải mái.

It was a good chance for us to get to know each other better = cũng là dịp tốt cho chúng tôi tìm hiểu nhau kỹ hơn.

- Hello, I'm Elizabeth Moore. Welcome to Functioning in Business! - Functioning in Business is an intermediate level business English course with a focus on American business practices and culture. Today's unit is "A new beginning, part 2". This program focuses on Personal Information.

- Interview - On today's program I'll be talking with Charles Blake. Mr. Blake is in his office at International Robotics in Beijing - Hello, Mr. Blake - Nice to talk to you again, Elizabeth - Today, we're listening to your dinner conversation with Mr. Chapman - Oh, yes. We had already dealt with the final details of our negotiations. So it was time to relax. It was a good chance for us to get to know each other better - Let's listen to that conversation.

Fairly /'feəli/ = *Pretty* /'prɪti/ = khá (adv)

To be interested in = lưu ý, lưu tâm, tìm hiểu

Mr. Blake talks about his family and life in China = ông Blake nói về gia đình và đời sống ở Trung quốc.

I've always been interested in China, and I speak the language fairly well = tôi rất thường lưu tâm đến Trung quốc, và tôi nói tiếng Trung hoa khá thạo.

By the way, Stewart, how's your father doing? = nhân tiện đây, anh Stewart à, cụ ông ở nhà mạnh giỏi chứ?

Here's a picture of my wife and my son = đây là tấm hình của nhà tôi và cháu trai.

- Dialog - To our next game of golf! - Cheers - We didn't play very well today, did we? - Oh, we weren't too bad - By the way, Stewart, how's your father doing? - He's doing quite well. Thanks for asking - You know, I should phone my wife. I haven't spoken with her in a week! - Is she in Beijing? - Yes - Do you like living in China? - Yes, I do. I've always been interested in China, and I speak the language fairly well. Here's a picture of my wife, and our son - Very nice.

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