

大学实用英语视听说教程

College Practical English Viewing, Listening & Speaking Course

第三册

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前言

文秋芳(2002)在论述英语专业教材的编写原则时提到了以下三条重要原则:以“人的发展”为重要依据、以第二语言理论的最新成果为依据、充分体现中国外语教学的特色。我们认为这三条同样是大学英语教材编写应遵循的原则。

在文秋芳提出的上述三个原则中,“人的发展”这一条似乎在国内出版的各种各样的教材评论中很少提及。其实,所谓“人的发展”这一编写教材的原则,也就是我们常说的以学生为中心的教学原则。对以学生为中心的教学原则的贯彻,不是仅局限于课堂教学过程中,而是要体现在整个外语教学的每一环节上,其中当然包括教材编写这一非常重要的环节。

纵观目前已经出版的种目繁多的本科大学英语教材,我们发现一个突出的问题就是把使用教材的大学生看成是清一色的整体,认为一套教材能适用所有学生。而事实上,不同英语水平、不同专业方向、不同就业目标的大学生对大学英语教材的需求是不同的。就拿英语水平来说,几乎每一个在校的大学生从小学到高中学习英语约有十年之久,他们之间的英语水平也就有很大差异。我们大学英语教材如何去满足英语水平不同的学生需要?最常见的做法是用一套大学英语教材来满足各种英语水平学生的需要,最多再搞一个预备级来满足英语水平低的学生们的需要。在我们看来,这不是以学生为中心的编写原则,而是以教材编写者为中心,不是以教材来适应学生,而是以学生来适应教材。Cunningworth(1995)指出,教材扮演的是一个辅助学习的角色。如同教师一样,教材在学习者和目的语之间,通过提供相应级别或水平的语言来充当一种媒介作用,教材编者也参与了这个教与学的过程。所以如何针对不同目的语(即英语)水平编写不同的英语教材应当成为教材编写者主要考虑的一个问题,但目前似乎还没有人对这个问题做过详细的研究。

文秋芳在我们引述的文章中进一步指出,教材可以分成三大板块:①语言板块;②人生观与世界观板块;③终生学习与研究能力板块。其中语言板块处于中心地位,其他两个板块的内容必须贯穿于语言板块的始终。因此,如何处理好语言板块成为教材编写的一个核心问题。本教材在处理语言板块时,明确以中、低起点的学生为主要对象,从选材到练习,充分考虑这些学生的实际英语水平和心理特征。

除了在教材难度上充分考虑本教材使用者的目的语的实际水平外,我们还真正把应用性放在第一位,把学生的就业需要充分考虑进去。值得注意的是,虽然在我国目前出版的大学英语教材中都提到“实用”或“应用”,但这些教材往往先考虑人文性,再兼顾应用性。我们在教材编写中,每一单元大致可以分成阅读和应用两大模块,这样从体例上体现了实用性的语言训练和传统的“精读”平分秋色的特色。本系列教材涵盖语言功能、场景功能和信息功能。语言功能涉及介绍、邀请、请求、祝贺、约会、建议、拒绝、抱怨等30多项;场景功能涉及商务电话、商务谈判、演讲、销售等60多个常用场景;信息功能涉及可能性、原因与结果、信息核查与核实、意念对照与比较、表述趋势、信息分类、信息综合、信息切换、信息转化等。此外,本系列教材同时也非常强调对学生实用写作技能和商务技能的训练和提高。实用写作技能涉及预订书信、邀请信、感谢信、旅行报告、演讲、欢迎词、简历、求职信、导游讲解、景点介绍、水单、留言记录表、中西餐菜单、通关表单、通知、海报、新闻稿、E-MAIL、传真、自荐信、留学表单等。商务技能涉及意向书、咨询函、索赔、投诉、祝贺、商务请柬、账单、接受/拒绝工作意向、合同、催款、调研报告、市场分析报告、业绩汇报、祝酒词、开幕词、会议议程、会议记录、贸易等。

语言板块处理好了,这也为文秋芳所说的“人生观与世界观板块”和“终生学习与研究能力

板块”的建设奠定了良好的基础。这两个模块体现在以下几方面：

一、着眼学生的学习动机，点燃学生的学习激情

本系列教材的语言模块，语料新颖实用，形式短小，言语生动有趣，练习精当，时代感强，体现很强的实用型、趣味型、情景型、职场型、言语型、文化渗透型等特色。我们的阅读课文中，使用“新”、“趣”、“奇”的故事情节，来抓学生的“兴奋点”，燃起他们学习和使用英语的热情。

看一本教材能否激发学生的动机，除了语言材料要为学生喜闻乐见之外，教材还要反映学生的需要。学生的需要有两种，一是将来就业的需要，上面已经讲到，我们教材采用实用型，就是为了解决学生的这一需要；此外，学生还有通过四、六级考试的需要，我们仔细研究四、六级新动向，教材练习的编写体现了四、六级最新题型。

二、注重学生人文精神培养，启迪学生心灵

二语习得研究者指出，在外语学习中，不能把注意力仅仅聚焦到语言形式上，而是在关注语言的同时，还要关注这种语言形式所表达的思想内容。但不少教材把提高学生英语能力作为教材编写的出发点和归宿，而把提高学生人文精神看作与己无关的“分外事”。课文分析讲解几乎都集中在语言形式，对课文内容只满足于一般的理解，而不去引导学生深入挖掘课文深层次的含义。

我们认为，如果提高语言能力是编写教材的唯一目的，那么教材中怎么能建造“人生观与世界观”板块呢？事实是，语言离不开文化，语言学习离不开对内容的理解和思想的交流。课文难度越高，表达越复杂，语言、思想和文化的交织程度就越高。因此，到了大学英语教学阶段，如何处理好语言和文化教学是每个教材编写人员都无法避免的问题。

三、充分利用现代科学技术手段，培养学生的自主学习能力

信息技术的发展给我们教材编写者如何利用网络这个平台，给学生创造一个学习和使用语言技能的舞台提出更高的要求，这也是教育部对外语教学的最新精神。本系列教材配套提供的相关网络资源，引导学生学会利用计算机和网络来进行自主性学习。本书部分练习需要学生到指定网站或本书提供的光盘上去搜索、阅读、剪辑、整理相关信息。

本教程为“大学实用英语系列教材”之《大学实用英语视听说教程》，共四册，每册八个单元。本教程选材地道、难度适中、体例新颖活泼，富有时代感和创新性。本教程每个单元的内容包括以下几部分：Part I Warm-up：热身练习，利用图片、文字、声音及回答问题的方式激发学生对单元主题的了解；Part II Listen and watch：视听练习，通过听力技巧训练、新闻听力练习、视频练习等方式提高学生的综合语言应用能力；Leisure Time：休闲一刻，主要是让学生听一些经典歌曲或观看一些趣味视频，放松心情，寓教于乐；Part III Let's talk：观看视频并根据提供的情景进行口语练习；Part IV Supplementary tasks：配音练习和故事听写，配音练习目的在于让学生观看一些经典电影片段，然后进行配音练习，使学生能够学到纯正地道的发音和句式，故事听写主要是让学生听一些与单元主题相关的故事，做听力填空练习，加强学生捕捉信息的能力。

由于编写时间仓促和水平有限，恳请广大使用本教程的教师和学生批评指正，以便我们在今后的修订中加以改进。

编者

2013年10月

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Unit 1

Entrepreneurship

Part I Warm-up

A. Look and listen

Look at the pictures. Listen to the statements and fill in the blanks with the words in the list.

company established business career repair chains withdrew
daycare convinces millionaire army salesman founded war



1. McDonald's is one of the world's largest fast food restaurant _____. The _____ began in 1940.



2. Bill Gates _____ from Harvard University in 1975 and _____ Microsoft Corporation.

3. Soichiro Honda used to _____ bicycles when he was a boy, helping in his father's workshop. At the age of 43, he _____ Honda Motor Company.



4. In the _____, Bubba talks of nothing but his family shrimp business, and _____ Forrest Gump to go into the business with him when the war is over.

5. Chris Gardner is a _____. He has to sell two machines each month to pay the rent and his son's _____ fees.



B. Ask and answer the questions

Ask and answer the following questions with a partner.

1. Do you want to have your own business in the future? Why or why not?

2. What qualities should an entrepreneur have?

Learning**Starting a business**

I plan to open a... after graduating from college.

I hope one day I can have my own...

If I had enough money, I would...

How I wish I could have my own business, so that...

An entrepreneur should be a strong leader / good manager.

An entrepreneur should be brave enough to take risks and face failures.

Part II Listen and watch

Section One Listen for skills

A. Listen and practice

Listen to the numbers and put them down in the blanks.

- | | | |
|---------------|----------|----------|
| 1. _____ | 2. _____ | 3. _____ |
| 4. the _____ | 5. _____ | 6. _____ |
| 7. _____ | 8. _____ | 9. _____ |
| 10. the _____ | | |

B. Listen and repeat

Listen again and read each number after the speaker.

Learning

Numbers 1 (数字1)

(一) 多位数

英文多位数由逗号隔开，每个逗号之后有三位数。从右至左，第一个逗号读“thousand”，第二个逗号读“million”，第三个逗号读“billion”。例如：

1,234读作：one thousand, two hundred and thirty-four

4,567,809读作：four million, five hundred and sixty-seven thousand, eight hundred and nine

5,678,120,000读作：five billion, six hundred and seventy-eight million, one hundred and twenty thousand

(二) “-teen”和“-ty”的区别

“-teen”和“-ty”的读音比较容易混淆。我们可以通过重音和音素的差异来区别。含有“-teen”的数词重音在“-teen”上，且“-teen”中的元音为长元音[i:]，发

音长而清晰；而在含有“-ty”的数词中，“-ty”不重读，且“-ty”中的元音为短元音 [ɪ]，发音短而急促。例如：

fifteen [fɪf'ti:n], fifty ['fɪftɪ]

(三) 序数词

序数词是用来表示顺序的数词。除了几个特殊的序数词（如first, second, third）之外，都是在与之相应的基数词尾加“-th”构成，前面一般要加定冠词，如the fourth, the eighth, the tenth，但也有例外情况，此处不作赘述。

Section Two Special English programs

A. Item 1

Business Plan

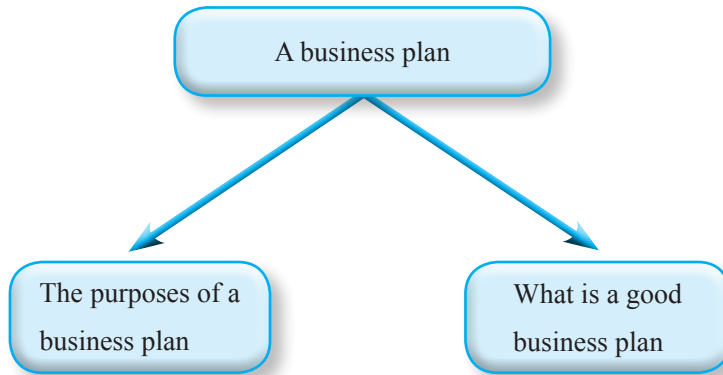


Glossary

investor /ɪn'vestə(r)/ n.	投资者，投资机构
entrepreneur /ˌɒntrəprə'nɜ:(r)/ n.	创业者，企业家
venture capital	风险资本
John Mullins /dʒɒn 'mʌlɪnz/	约翰·马林斯（男名）

1. Read the graph

This report talks about what a business plan is and how to make a good business plan.

**2. Listen for details**

1) Listen to the report and choose the best answer to the following question.

Which of the following is NOT mentioned as a basic purpose of a business plan?

- a. To show how well the ideas have been considered.
- b. To list goals and ways to measure progress.
- c. To guide a business around problems.
- d. To seek guidance from wealthy individuals.

2) Now listen to the report again and choose the best answer to the following question.

What is a good business plan, according to John Mullins?

- a. A plan that is fully read.
- b. A plan that defines a problem that the business will solve.
- c. A plan that promotes a product or service.
- d. A plan that can attract enough investment.

B. Item 2

Types of Business

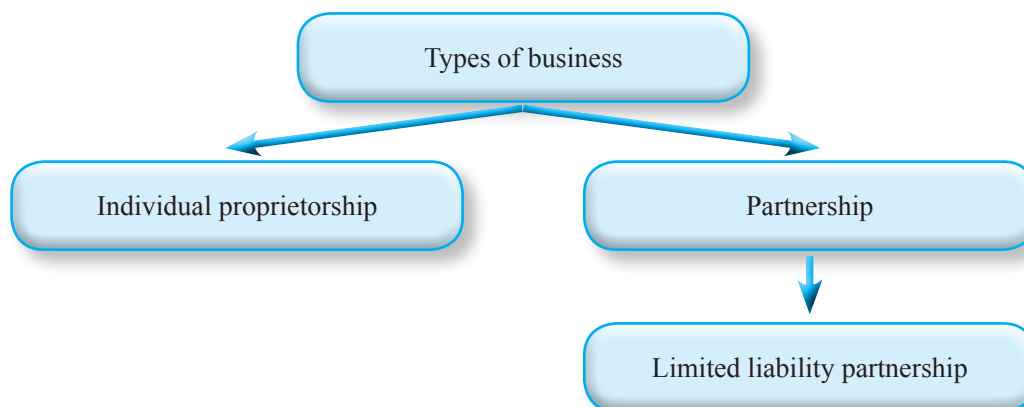


Glossary

proprietorship /prə'prɪətəʃɪp/ <i>n.</i>	独资企业
proprietor /prə'prɪətə(r)/ <i>n.</i>	所有人, 业主
liability /,lɪə'bɪlətɪ/ <i>n.</i>	责任

1. Read the graph

This report is about different types of business.



2. Listen for details

1) Listen to the report and choose the best answer to the following question.

How much property of the business does an individual proprietor own?

- a. All of the property.
- b. The majority of the property.
- c. Half of the property.
- d. Limited property.

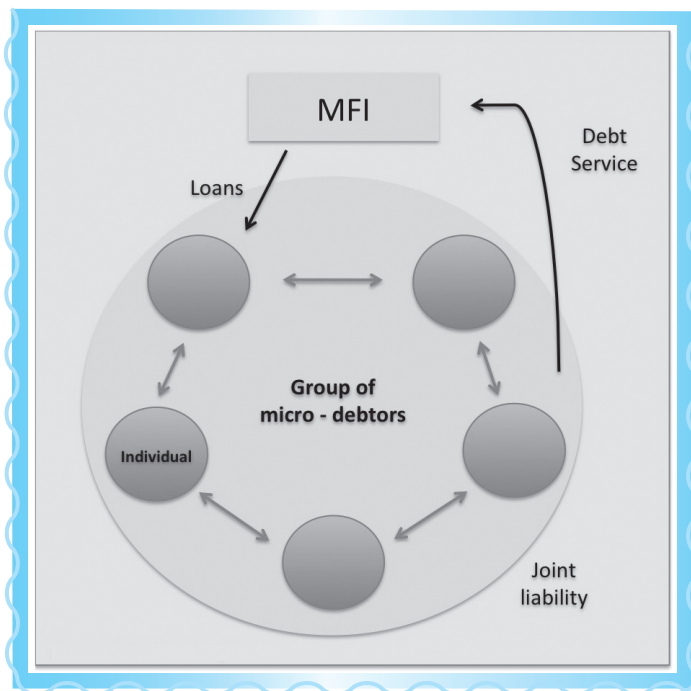
2) Now listen to the report again and choose the best answer to the following question.

Which of the following statements is true about limited partners in limited liability partnerships?

- a. They share equally in the profits with full partners.
- b. They hold more responsibilities than full partners.
- c. They share less in the profits than full partners.
- d. They share more in the profits and hold fewer responsibilities.

C. Item 3

Micro Credit Loan

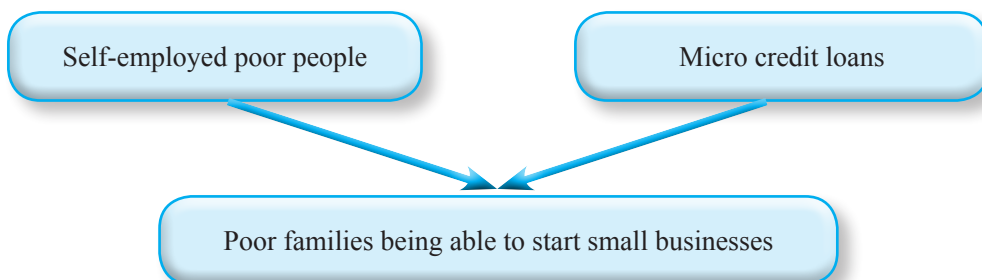


Glossary

- self-employed /ˌselfɪmˈplɔɪd/ a. 个体经营的
- poverty /ˈpɒvəti/ n. 贫困
- delegate /ˈdelɪɡət/ n. 代表, 会议代表

1. Read the graph

This report is about a micro credit loan program which was designed to help poor families to start businesses and fight against poverty.



2. Listen for details**1) Listen to the report and choose the best answer to the following question.**

How many workers are self-employed in many developing nations?

- a. More than 40%.
- b. More than half.
- c. Less than 40%.
- d. Less than half.

2) Now listen to the report again and choose the best answer to the following question.

How many poor families have obtained micro credit loans so far?

- a. 137.
- b. 100 million.
- c. 2005.
- d. More than 41 million.

Section Three**Read after me****Listen to the following statements and read after the speaker.**

1. This is money from wealthy individuals or investment companies for the purpose of building new businesses.
2. Limited partners may not share as much in the profits, but they also do not have as many responsibilities.
3. It says more than 41 million families around the world have received micro credit so far.

Section Four Real world

Chris' Business



Glossary

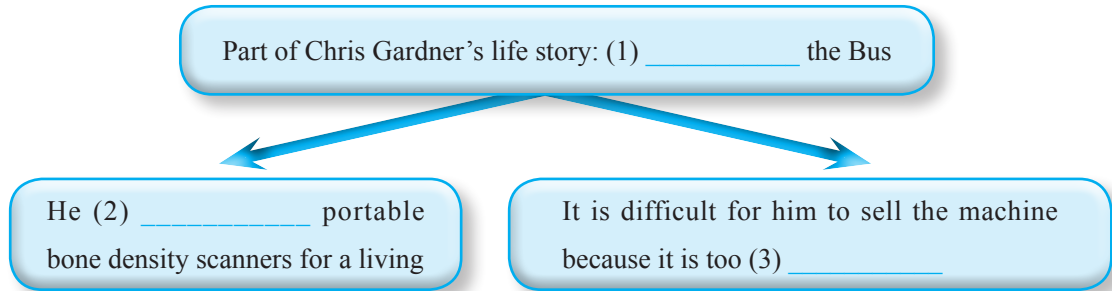
Chris Gardner /krɪs 'gɑːdnə(r)/	克里斯·加德纳（男名）
time machine	时光穿梭机
portable /'pɔːtəbl/ a.	便携式的
bone density scanner	骨密度扫描仪
windshield wiper	（汽车）挡风玻璃刮水器

Background Information

The Pursuit of Happyness is a 2006 American biographical drama film, based on the true story of Chris Gardner (played by Will Smith), a once-homeless single father who raised himself up to become a successful stockbroker. This clip is about the early part of his life, when he was still a salesman.

A. Get the main idea

Watch the video clip and fill in the blanks to complete the graph.



B. Watch for details

Watch the video clip again. Choose the best answers to the following questions.

1. When did Chris Gardner first meet his father?
 - a. When he was 28 years old.
 - b. When he had had children.
 - c. When he was selling his machines.
 - d. When he was a young kid.
2. What does the old man at the bus stop think Chris' machine is?
 - a. He thinks it is a time machine.
 - b. He thinks it is an X-ray machine.
 - c. He thinks it is a bone density scanner.
 - d. He thinks it is a windshield wiper.
3. How many machines does Chris have to sell every month to make a living?
 - a. 1.
 - b. 2.
 - c. 3.
 - d. 4.
4. What problem does Chris have?
 - a. He has to pay a lot of bills.
 - b. He has only sold one machine so far.
 - c. He hasn't sold a machine for some time.
 - d. He has to rush to hospitals.

C. Listen and write

Listen to the sound clips and fill in the blanks with the exact words or phrases you've heard.

1. And I _____ as a young kid that when I had children, my children were gonna know who _____ was.
2. This machine, this machine on my lap, it is not a _____. It's a portable bone density scanner, a medical device I sell _____.
3. Thank you very much for the _____ to discuss with you. I _____ it.
4. You see that car? The one with the _____ on it? That's mine. There's no parking _____. That's what happens when you're always in a rush.
5. I'd have to sell one more to _____ all those tickets under my windshield wiper.

Leisure Time

Now, let's relax. Watch the live performance of *My Way* by Elvis Presley.



My Way 我行我素

And now, the end is near
 So I face the final curtain
 My friend, I'll say it clear
 I'll state my case, of which I'm certain
 I've lived a life that's full
 I've traveled each and every byway
 Oh, and more, much more than this
 I did it my way

Regrets, I've had a few
 But then again, too few to mention
 I did what I had to do
 And saw it through without exemption
 I planned each charted course
 Each careful step along the byway

如今，终点将近
 面对最后的落幕
 朋友，我要清楚地说出
 说出我的经历
 我走过了充实的一生
 走过每一条小路
 而更重要的是
 我用自己的方式

遗憾，曾经有过
 但再次想起，已微不足道
 我做了我应该做的
 洞悉世事，巨细无遗
 我规划每一段人生
 每一步都小心迈出

Oh, and more, much more than this
I did it my way

Yes, there were times, I'm sure you knew
When I bit off more than I could chew
But through it all, when there was doubt
I ate it up and spat it out
I faced it all and I stood tall
And did it my way

I've loved, I've laughed and cried
I've had my fill, my share of losing
And now, as tears subside
I find it all so amusing
To think I did all that
And may I say — not in a shy way
Oh no, no, not me
I did it my way

For what is a man, what has he got
If not himself, then he has naught
To say the words he truly feels
And not the words of one who kneels
The record shows I took the blows
And did it my way
The record shows I took the blows
And did it my way

而更重要的是
我用自己的方式

是的，有些时候，相信你也知道
我曾背负不能承受之重
但自始至终，就算心存疑惑
我还是克服困难，勇往直前
我昂首而立，勇敢面对
以我自己的方式

我曾经爱过，笑过，也哭过
我曾心满意足，也曾承受失败
如今，当泪水慢慢沉淀
我发现原来一切都如此有趣
回想起我所做过的一切
我可以坦然地说
不，这不是我
我有自己的方式

男人是什么，拥有什么
如果不做自己，男人就会一无所有
说出心中最真实的感受
而不是那些身不由己的话
时间证明，我经受住了磨难
以我自己的方式
时间证明，我经受住了磨难
以我自己的方式

Part III Let's talk

Section One Changing career



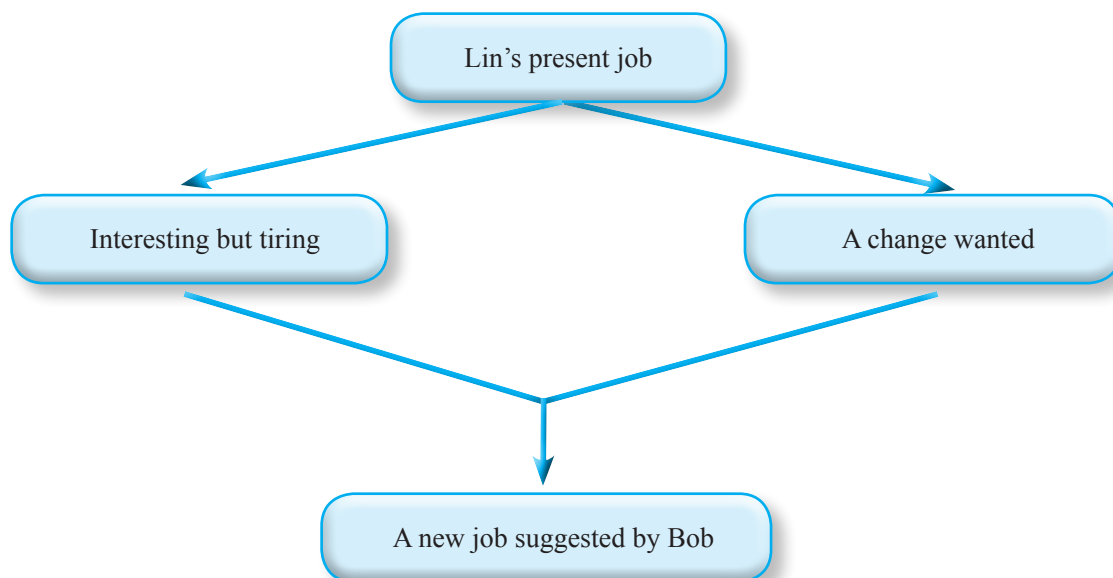
Glossary

Paula /'pɔ:lə/	葆拉 (女名)
Bob Wallis /bɒb 'wɒlɪs/	鲍勃·沃利斯 (男名)
Lin Parker /lɪn 'pɑ:kə(r)/	林·帕克 (女名)
Hawaii /hə'waɪ/	夏威夷 (美国州名)
Honolulu /,hɒnə'lʊlʊ/	火奴鲁鲁 (夏威夷首府)

Background Information

These days, people are sick and tired of their jobs. They want to make a change. Who knows whether it's for better or for worse?

A. Read the graph



B. Get the theme

Answer the following questions according to the video clip you've just watched.

1. Does Lin like her present job? Why or why not?

2. What is Lin studying?

3. What kind of place does Lin want to work in?

4. What job does Bob suggest to Lin?

Learning

Talking about changing jobs

Complaining about the job

I'm at the office... a day, ... a week. I'm always on a phone. I need a change.

It sounds interesting, but in fact it is very boring.

I do the same things day after day, year after year. It's so boring.

Talking about the ideal job

I want to work in a hotel.

I want to find a job in a warm climate.

I'm interested in opening a restaurant.

Suggesting new jobs

How about a job in Hawaii?

I have a friend who manages a hotel in Honolulu. Maybe he has a job for you.

Maybe we can buy and manage the restaurant together.

Section Two Your turn

Work in pairs. You meet your friend and talk about each other's life. Both of you are tired of your jobs and want to have your own businesses. You decide to cooperate and open a restaurant of your own.

1. A is tired of working at a bank;
2. B is tired of being a car salesman;
3. A is thinking of buying a small restaurant from a friend;
4. Both A and B want to manage the restaurant.

Learning**How to start a new business**

1. Make sure that you are determined to leave your present job.
2. To start a business you will need to choose or create a business idea. Once you have decided on the business you wish to start, the real work begins.
3. Writing a business plan is your next and most important step. This is how you and others will evaluate your business.
4. With your business plan in hand, you are ready to go find yourself some capital. Most small businesses have three options for financing: friends and family, investors, and bank loans.
5. You've got the plan, the money, and the enthusiasm; you're ready, right? Now you can file with the government to incorporate and obtain an identification number.
6. Now that your business is through the start-up phase, you can look forward to the issues of managing a small business.

Part IV Supplementary tasks

A. Dubbing

It's Not My Job



Glossary

fly swatter	苍蝇拍
squash /skwɒʃ/ v.	压扁
bug /bʌg/ n.	小虫子, 虫子

Background Information

Full House is an American television sitcom that originally ran in 1987 on ABC. It is about a sports broadcaster later turned morning talk show host, Danny Tanner, and his three little girls. This clip is from an episode of the series where Jesse tells his father he refuses to take over the family bug-killing business.

Watch the video clip with the help of the lines below and then do the dubbing job by watching the silent video clip. Pay attention to the characters' mouth movements, and try to achieve lip-sync.

Son: I'm making a lot of changes in my life. You know, I cut my hair, I'm dressing nicer. I'm growing up. And I think it's time that I made a real commitment to my career.

Father: Really? You're finally ready to be a partner! This is great! This is beautiful! You know, son, 27 years ago I started out with nothing but a fly swatter and a dream; today, over one billion squashed.

Mother: Uh, Nick, you're not listening. He's trying to tell you something.

Son: Pop, I found a way to make money doing something I love — music.

Father: What, are you going to make a living with this, Mr. Musician? How many records have you sold?

Son: None.

Father: How many bugs have you killed?

Son: Millions.

Father: Ah, stick with the winner.

Son: Pop, I can't do something just because you want me to do it. We're two totally different people!

Father: We're the same.

Son: We're different.

Father: We're the same.

Son: We're different.

Father & Son: Will you listen to me?

Son: I've made up my mind, Pop.

Father: Meaning what?

Son: Meaning, I quit.

Father: You can't quit. I built this business for you.

Son: Daddy, it's not what I wanna do!

Father: Then quit!

Son: OK, I quit.

Father: Fine. If you're out of the family business, you're out of the family.

Son: Pop!

Mother: Nick...

B. Story dictation

Entrepreneur Finds Success with Salsa



Glossary

paralyze /'pærəlaɪz/ v.	使瘫痪，使麻痹
entrepreneurial /,ɒntrəprəʊ'nɜːrɪəl/ a.	创业的
salsa /'sælsə/ n.	辛香番茄酱
stainless steel	不锈钢
Wisconsin /wɪs'kɒnsɪn/	威斯康星州（美国州名）
Minnesota /,mɪnɪ'səʊtə/	明尼苏达州（美国州名）
co-op /'kəʊp/ n.	合作商店

Listen to a story and fill in the missing words. The story will be read three times. The first and the third times it will be read at normal speed, and the second time there will be a 10-second pause for each missing part.

Now listen to the story:

“(1) _____,” says Becki Spina about the life-changing events that led to the birth of her business, Becki’s Mediterranean Olive Salsa. Within a two-month period in 2005, Spina lost her job and faced the trials of a serious car accident that left her teenage son paralyzed from the chest down.

Though she hadn’t ever thought of starting her own business, (2) _____

_____ at the advice of a friend.

“You have to have a product in mind and write a good business plan,” states Spina.

That product was her homemade olive salsa, (3) _____.
_____. Then on July 8, 2006, she took 87 jars of Becki’s Mediterranean Olive Salsa to the local farmers market and sold out in two hours.

More sales followed and in 2007 Spina won two area business plan competitions with awards of \$2,500 and \$5,000 respectively.

“That was fantastic and really helped me. I was able to buy my first equipment, a stainless steel table and cooler,” recalls Spina.

Assistance from Julie Bollinger really helped Spina get her business cooking.

“Julie was amazingly helpful to me. (4) _____,
_____,” says Spina.

Today Becki’s Mediterranean Olive Salsa comes in four varieties and is sold throughout Wisconsin and Minnesota. Spina employs six part-time and serves as an inspiration to other entrepreneurs as she grows her business.

“(5) _____. It is a great fit for my personality, what I like to do and what I’m good at,” says Spina, who hopes to see her salsa in more and more food co-ops and grocery stores throughout the Midwest in 2010.