



## HỌC ANH NGỮ TRÊN ĐÀI VOA

Đi nghe bài học, xin [BỘ M V&Agrave;O Đ&Aacute;Y](#)

Đây là Chương trình Anh ngữ Sinh động New Dynamic English, bài 115. Phạm Văn xin kính chào quý vị thính giả. Trong phần đầu bài học, để luyện nghe hiểu, trình bày, quý vị nghe một câu hỏi, rồi nghe một câu đàm thoại trong đó có câu trả lời; rồi nghe lại câu hỏi, và trả lời. Khi nghe câu trả lời đúng, xin nộp điểm.

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, chúng tôi mất số tiền của mình lớn. [Chữ 'represents' có nghĩa như 'shows' hay 'indicates']. Nhận xét: Trong nhóm chữ 'too great a risk'=rủi ro quá lớn. Thay vì nói "a very big risk," ta thay, nếu dùng 'too' thì bỏ chữ 'a' đi trước danh từ 'risk,' và đi sau 'too great.' [TOO+ADJECTIVE+ARTICLE+NOUN], Too great a risk. Tiếng Anh, thay vì nói, It's a very difficult task for me=đó là một nhiệm vụ rất khó khăn với tôi.. như người dùng 'too'(quá) thì ta viết, It's too difficult a task for me.

Language Focus: Questions Based on FIB Dialog

Cut 1

Larry: Questions.

Listen to the question, then listen to the dialog.

Eliz: Has Ms. Graham decided to reject Mr. Blake's proposal?

(short pause)

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

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

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

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

Eliz: Has Ms. Graham decided to reject Mr. Blake's proposal?

(ding)

(pause for answer)

Eliz: Yes, she has. She has decided not to accept the proposal.

(short pause)

Larry: Listen to the question, then listen to the dialog.

Eliz: Is Ms. Graham willing to discuss the issue further?

(short pause)

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

Perhaps we can work out something.

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

I'm sorry, Charles.

Eliz: Is Ms. Graham willing to discuss the issue further?

(ding)

(pause for answer)

Eliz: No, she isn't. She feels that the decision has to be made now.

(short pause)

MUSIC

Vietnamese Explanation

Trong phần Culture Tips, Gary trả lời câu hỏi, 'How do I find a good company to work with?'  
Làm cách nào tìm được công ty tốt để giao dịch thương mại và tài chính?  
Reference=giới thiệu; các công ty thương mại và tài chính và biết rõ công ty mình muốn tìm hiểu. Business publication=tài liệu về công ty thương mại. Do a search on the Internet=tìm trên liên mạng Internet. Research=nghiên cứu. 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. Find out how reliable a company is=Tìm xem công ty đáng tin cậy nào. A complicated process.=mức độ quá trình phức tạp. Hai cách để chọn PROCESS: Âm 'O' để chọn /a/ hoặc /o/ trong chữ 'hot' trong tiếng Anh, hay /ou/ hoặc /oo/ trong chữ 'open' trong tiếng Anh. A big contract.=giao kèo lớn. Hire a professional.=Thuê chuyên viên, an expert. A good business partner=mức độ đồng nghiệp

tác viên kinh doanh tốt. It's worth the time and money=đáng (bổ) thì giá và tiền bỏ c.

Cut 2

Culture Tips: Company reliability (số đáng tin cậy của một công ty)

Larry: Culture Tips

This Culture Tip answers the question: "How do I find a good company to work with?"

You could do a search on the Internet.

Eliz: 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?"

Gary: Well, basically, you have to do a lot of research.

Eliz: What kind of research?

Gary: 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.

Eliz: References?

Gary: Yes, the names of companies they have worked with.

Finally, interview people from those companies to find out how reliable each company is.

Gary: If this is for a big contract, you could hire a professional to do research.

Eliz: That's a complicated process. Won't it take a lot of time and money?

Gary: Yes, but if it's important to you to find a good business partner, it's worth the time and money.

Eliz: Thank you, Gary, for your excellent suggestions.

Gary: My pleasure!

MUSIC

Vietnamese Explanation

Trong phần này, quý vị nghe một câu rồi tự ý nghĩa trong bài trả lời Đúng hay Sai, True or False. List of references.=danh sách ngườ hay hãng giở thi u. Check the references.=ki m ch ng xem nh ng chi tí t nói v công ty có chính xác không.

Cut 3

Language Focus: True/False

Larry: True or False.

Eliz: If you are trying to find a good American company to work with, you should do a lot of research.

(ding)

(pause for answer)

Eliz: True. You should try to find out as much as possible about potential partners.

(pause)

Eliz: If you want to find out about a company, you should ask them for a list of references.

(ding)

(pause for answer)

Eliz: True. You can check the references to find out how reliable the company is.

MUSIC

## Vietnamese Explanation

Trong đoạn này, John Martin, Tổng Giám Đốc hãng Martin Engines nói chuyện với Rose Levy, Kế toán Trưởng của hãng chế tạo phụ tùng xe hơi Gulf Auto Parts. Rose Levy đề nghị hai hãng nhập làm một—A merger. Sales revenues.=mức thu về hàng bán ra. Make good sense=hợp lý. Debt=nợ. 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=lợi. Make a large profit=lợi lớn. Overseas risk.=rủi ro, thua lỗ khi hàng bán ra nước ngoài. Division=phân chia. Lose our freedom=mất tự do của chúng tôi. That doesn't interest me=điều đó tôi không muốn quan tâm đến, tôi không thích bàn về chuyện đó. In our best interest=có ích lợi cho chúng tôi. Not in our best interest=không có ích lợi cho chúng tôi..

## Cut 4

### Business Dialog: Rejecting a Proposal

Larry: 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.

· a merger= Sự nhập hai hay nhiều công ty làm một.

You have about ten million dollars in debt. Hãng của ông/bà nợ khoảng 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 chi phí.

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

Eliz: 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.

SFX: office sounds

Rose: 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.

John: 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.

Rose: But a merger could help us both increase growth.

John: 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.

Rose: Could you at least discuss it with your Board of Directors?

John: 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?

MUSIC

Vietnamese Explanation

Trong ph n t i, ta nghe và i p i nh ng câu ch ch t trong bài. A merger doesn't interest me.=m t s sáp nh p công ty là đi u tôi không mu n l u tâm đ n. It's not in our best interest.=vi c h p nh t hai công ty không có i ích cho chúng tôi. There's nothing to

discuss.=không còn gì để bàn nữa.

## CUT 5

Focus on Functions: Rejecting a Proposal

Larry: Focus on Functions: Rejecting a Proposal

Larry: Listen and Repeat.

Eliz: That's the main reason a merger doesn't interest me.

(pause for repeat)

Eliz: There's nothing to discuss.

(pause for repeat)

Eliz: I don't think a merger is in our best interest.

(pause for repeat)

Eliz: I'm afraid the answer has to be 'no.'

(pause for repeat)

## MUSIC

### Vietnamese Explanation

Trong phần tiếp, Gary nói về những câu dùng khi bác bỏ đề nghị. Ta hãy nghe:

But a merger could help us both increase growth.=sáp nhập với nhau sẽ làm cả hai hãng chúng ta phát triển thêm. But we could become just one division of your company.=những hãng tôi có thể chia thành một phần với cả hai hãng bà.

That's the main reason a merger doesn't interest me, at least not now.=đó là lý 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 n a. I'm afraid the answer has to be 'no.'=r t ti c là tôi ph i tr i là 'không.'

Cut 6

Gary's Tips: Rejecting a Proposal

Larry: Gary's Tips.

Today Gary talks about rejecting a proposal.

· the pros and cons= nh ng lý lu n thu n và ngh ch v m t v n đ ; đ u i h i.

UPBEAT MUSIC

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

Gary: 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.

Rose: But a merger could help us both increase growth.

John: 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.

Gary: 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.

John: 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.

Gary: He then restates his decision in a way that is both polite and very clear:

John: I'm afraid the answer has to be 'no.'

Gary: Even though he is rejecting her proposal, Mr. Martin wants to keep a good relationship with Ms. Levy.

(pause)

Gary: 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:

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

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

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

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

Gary: 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!

Eliz: Thanks, Gary!

MUSIC

FIB Closing

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

MUSIC

Vietnamese Explanation

Quý vị vừa học xong bài 115 trong Chương trình Anh ngữ Sinh Động New Dynamic English.  
Phạm Văn xin kính chào quý vị thính giả và xin hẹn gặp lại trong bài học tiếp.