



## HỌC ANH NGỮ TRÊN ĐÀI VOA

Đi nghe bài học, xin [BỘ M VÀO ĐÂY](#)

Đây là chương trình Anh Ngữ Sinh Động New Dynamic English bài 166. Phạm Văn xin kính chào quý vị thính giả. Trong bài trước, trong phần Mách giúp văn hoá, Gary Engleton khuyên ta đừng chấp nhận ngay những con số mà người bán đưa ra mà phải xét kỹ những con số khi thông tin. In negotiations, you should not accept numbers. Examine them closely. Judge prices=xét xem giá có đắt không. Có nhiều số nên phạm có những bảng giá nêu nên để ta tham khảo để tìm giá phải chăng. There are standard lists of prices that you can check to find out a fair price. [Như xe cũ thì có cuốn Official Kelley Blue Book.] Bây giờ xin nghe một câu rồi tự ý nghĩa bài trước mà trả lời Đúng hay Sai, True or False.

Cut 1

Language Focus: True/False

Larry: True or False.

Eliz: In negotiations, you should accept all numbers that people give you.

(ding)

(pause for answer)

Eliz: False. It's important to ask where the numbers come from.

(pause)

Eliz: Whenever you can, you should use a standard measure for judging prices.

(ding)

(pause for answer)

Eliz: True. For many products, there are standard price lists that you can check to find out a fair price.

MUSIC

Vietnamese Explanation

Trong phần tiếp, ta nghe một video mua bán nhà. A house for sale.=nhà bán. A real estate agent=chuyên viên địa ốc. Estate=gia sản; real estate=bất động sản. An asking price.=giá bán. Make an offer=trả giá. Well-built house=nhà xây kỹ. [có động từ gốc a well và built, past participle của to build.] View=cảnh. A spectacular view=cảnh ngoạn mục (từ trong nhà trông ra.) That sounds like a lot=gia có vẻ cao quá. Give someone a call.=gọi điện thoại cho ai. The owners are willing to negotiate.=chủ nhà sẵn lòng thông tin. Phần tiếp là đàm thoại thông tin, dùng số khi thông tin, Numbers in negotiations.

Cut 2

### Business Dialog: Numbers in Negotiations

Larry: Business Dialog

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.

- a house for sale nhà bán
- a real estate agent chuyên viên địa ốc
- an asking price giá bán

It's a well-built house with a spectacular view. Nhà này xây chắc chắn và có cảnh đẹp.

Maybe we'll make an offer. Có thể chúng tôi sẽ trả giá.

Eliz: 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.

SFX: office

Martin: As I mentioned before, it's a well-built house with a spectacular view.

Lucy: Excellent!

Martin: However, I'm afraid that the owners can't move out until October.

Their new house won't be ready until then.

Lucy: Well, we could wait until October.

That isn't a problem.

So... what's the asking price?

Martin: They're asking two hundred and fifty thousand dollars.

Lucy: Two hundred and fifty thousand.

That sounds like a lot.

Martin: Ummm, well, it does have four bedrooms, three baths and the view is spectacular!

Lucy: 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.

Martin: Well, the owners are willing to negotiate.

Lucy: Good! I'll think about it and give you a call.

Maybe we'll make an offer.

Martin: Sounds good!

MUSIC

Vietnamese Explanation

Trong ph n t i, ta h c v cách cho ý ki n thu n i, giving positive feedback. Nh dùng nh ng ti ng nh good, excellent, t t, tuy t. That isn't a problem; that wouldn't be a problem, chuy n đó không sao. Negative feedback, nh ng ý ki n không v a ý, nh : That sounds like a lot=giá cao quá. I don't like the neighborhood=tôi không thích khu chung quanh ch . There's too much noise from the highway.=có nhi u ti ng n t xa . The garage is too small=nhà đ u xe nh quá. That sounds like a problem=có v là m t tr ng i.

Cut 3

Focus on Functions: Giving Positive Feedback

Larry: Focus on Functions: Giving Positive Feedback

Larry: Listen and Repeat.

Larry: It's a well-built house with a spectacular view.

(pause for repeat)

Eliz: Excellent!

(pause for repeat)

Larry: The owners can't move out until October.

(pause for repeat)

Eliz: That isn't a problem.

(pause for repeat)

Larry: The owners are willing to negotiate.

(pause for repeat)

Eliz: Good!

(pause for repeat)

MUSIC

Vietnamese Explanation

Trong phần Mách giúp Văn hóa số 166, Culture Tips, Gary cho ta những câu cho ý kiến, thu nhận hay nghe, giving positive or negative feedback. Một thí dụ về ý chê, negative feedback, là khi giá nhà khá cao, Lucy nói, "That sounds like a lot." Giá có vẻ cao quá. Một thí dụ về positive feedback: khi chuyên viên địa ốc nói, "Tôi e rằng mãi đến tháng mười chớ nhà mới dọn ra," I am afraid the owner won't move out until October, thì Lucy nói, "Không sao, không thành vấn đề," That won't be a problem. 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. Biết cách dùng feedback, cho ý kiến, sẽ giúp cho cuộc thông giao tiếp đi đến kết quả. Knowing how to give feedback will help make the negotiation move to a conclusion.

Cut 4

Gary's Tips:

Larry: Gary's Tips.

Gary discusses giving feedback.

## UPBEAT MUSIC

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

Gary: 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:

Martin: As I mentioned before, it's a well-built house with a spectacular view.

Lucy: Excellent!

Martin: However, I'm afraid that the owners can't move out until October.

Their new house won't be ready until then.

Lucy: Well, we could wait until October.

That isn't a problem.

(pause)

Gary: 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.

Lucy: So... what's the asking price?

Martin: They're asking two hundred and fifty thousand dollars.

Lucy: Two hundred and fifty thousand.

That sounds like a lot.

Gary: Later on, Lucy and the agent come to a solution that sounds good to both of them.



Martin: Well, the owners are willing to negotiate.

Lucy: Good! I'll think about it and give you a call.

Maybe we'll make an offer.

Martin: Sounds good!

Gary: 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.

Eliz: Thanks, Gary!

MUSIC

FIB Closing

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

Vietnamese Explanation

Bây gi␣ ta hãy nghe l␣ i đ␣ n v␣ a nghe. Đ␣ ý đ␣ n câu t␣ ý ki␣ n b␣ t đ␣ u b␣ ng “That sounds...”

nghĩa là, “Đi u đó có v ...” nh That sounds good, that sounds like a problem, that sounds like a lot.

Bây gi ta hãy t p dùng m y ch đã h c. Hãy nói b ng ti ng Anh: Căn nhà này ch nhà đòi bao nhiêu? What’s the owner’s asking price of this house? Anh tôi là m t chuyên viên đ a c gi i. My brother is a successful real estate agent. Tôi thích nhà này vì c nh t nhà trông ra r t đ p. I like this house because it has a spectacular view. Xin nghe i.

Cut 5

[As in cut 4]

Vietnamese Explanation

Quý v v a h c xong bài 166 trong Ch ng Trình Anh Ngữ Sinh Đ ng. Ph m Văn xin kính chào quý v thính gi và xin h n g p i trong bài h c k ti p.