



## H C ANH NG TRÊN ĐÀI VOA

Đ nghe bài h c, xin [B M V&Agrave;O Đ&Aacute;Y](#)

Đây là Ch ng Trình Anh Ng Sinh Đ ng New Dynamic English bài 186. Ph m Vă xin kính chào quý v thính gi . Trong bài hôm nay, ta h c v đ tài quality control, s ki m soát ph m ch t c a s n ph m. Có nh ng câu ta c n nghe tr c:

Competition put a lot of pressure on American companies.=S c nh tranh đã khi n công ty M ch u nhi u áp l c. Foreign competition.=c nh tranh c a các hăng s n xu t ngo i qu c. American products.=s n ph m ch t o Hoa K . To produce.=s n xu t. Imported toys.= đ ch i nh p c ng. Imports=đ nh p c ng. Exports=hàng xu t c ng. Nineteen sixties, 1960s =th p niên t 1960 đ n h t 1969. 1970s=10 năm t 1970 đ n h t 1979. Get more quality for less money.=t t h n và r h n. Low-cost, high-quality products.=s n ph m giá h và có ph m ch t cao. [Ch low-cost và high-quality là tnh t kép nên có đ u n i gi a.] Quality has become very important in the last ten or twenty years because of foreign competition. Vì s c nh tranh c a các hàng ngo i qu c, ph m ch t tr nên r t quan tr ng trong 10 hay 20 năm qua.

Companies had to improve their quality control.=Các công ty ph i c i ti n v n đ ki m soát ph m ch t.

American companies needed to produce low-cost, high-quality products. Các công ty Hoa K c n s n xu t s n ph m giá h và có ph m ch t cao. Xin nghe.

Cut 1

Culture Tips.

This Culture Tip answers the question: How important is quality in the U.S.?

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

Today's e-mail question is: How important is quality in the US?

Gary: Well, quality has become very important in the last ten or twenty years.

Eliz: Why do you think that's true?

Gary: 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.

Eliz: So Americans bought them?

Gary: 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. [t o nhi u áp  c vào công ty M ]

They had to improve their quality control.

Eliz: Quality control?

Gary: Yes, they need to produce low-cost, high-quality products.

These days, American companies have a lot of employees working to improve  
quality.

Eliz: Thanks for the excellent information, Gary!

Gary: My pleasure!

## MUSIC

### Vietnamese Explanation

Trong đoạn n t i, ta th c t p. Quý v nghe m t câu r i tùy ý nghĩa bài h c mà tr l i đúng hay sai, True or False. Nh ng tr c h t, hãy nghe l i m y ch quan tr ng: imports=đ nh p c ng; exports=đ xu t c ng. Foreign competition=s canh tranh c a ngo i qu c. At reasonable prices=giá ph i ch ng. Challenge=s th thách, thách đ . Meet a challenge, face a challenge, rise to a challenge=đ ng đ u, đ i phó v i th thách hay v n đ khó khăn. American companies are working on quality control to meet this challenge.=các công Hoa K đang g ng c i thi n v n đ ki m soát ph m ch t đ đ i phó v i th thách này.

### Cut 2

### Language Focus: True/False

Larry: True or False.

Eliz: In the past, there was more foreign competition in the United States than there is now.

(ding)

(pause for answer)

Eliz: False. In the past, there were fewer imports, so there was less competition.

(pause)

Eliz: Imported products often offer good quality at reasonable prices.

(ding)

(pause for answer)

Eliz: True. American companies are working on quality control to meet this challenge.

MUSIC

Vietnamese Explanation

Trong ph n h i i cho ch c Asking for confirmation, ta nghe bà Jennifer Ashley nói chuy n v i ông Marvin Grant thu c h ng ch t o d ng c đ i n t Grant Electronics. Upcoming=s p t i. Memory=b nh . Memory chips.=chíp nh dùng trong máy đ i n t . They are discussing an upcoming purchase of memory chips.=h đ ang bàn v v mua chip nh s p t i. Next-generation chips=th h chíp nh đ i m i dùng trong máy đ i n t . Generation=th h , đ i. Confidential=m t, kín. Most of that information is still confidential.=ph n l n tin t c v chíp nh còn gi m t. Construction=s xây c t. Have them to us by...g i cho chúng tôi tr c...Twice as fast==nhanh g p hai...Hold at least 50 percent more information..=ch a tin t c ít nh t là nhi u g p r i. They will be somewhat more expensive=máy s h i m c h n. Warehouse=kho ch a hàng hóa, s n ph m.

Cut 3

Business Dialog: Asking for confirmation

Larry: Business Dialog

Jennifer Ashley is talking with Marvin Grant of Grant Electronics, Inc.

They are discussing an upcoming purchase of memory chips.

I'd like some information about the next-generation chips. Chúng tôi c n bi t thêm v chip nh c a máy đ n t th h s p t i.

Most of that information is still confidential. Ph n l n tin t c v chip nh v n còn gi m t.

Eliz: 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.

SFX: phone call

Jennifer: And you can have them to us by this Friday, is that right?

Marvin: Yes, that's right. They may actually arrive on Thursday.

Jennifer: Excellent! And you plan to build a warehouse in San Jose by the end of the year?

Marvin: Yes, that's correct. Construction began last week.

Jennifer: I'm glad to hear that.

Now, I'd like some information about the next-generation chips.

Marvin: 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.

Jennifer: And they'll cost more, won't they?

Marvin: Well, of course, they will be somewhat more expensive.

But I think that you'll find the price very reasonable.

Jennifer: That's good.

MUSIC

Vietnamese Explanation

Trong phần tiếp, ta nghe và lập lại những câu hỏi cho chắc, như dùng câu is that right? Hay cao giọng hỏi câu. Thí dụ: You plan to build a warehouse in San Jose by the end of the year?

(cao gi ng). Hay: You plan to build a warehouse in San Jose by the end of the year, is that right? Hay dùng tag question. Thí d : They'll cost more, won't they?

Cut 4

Focus on Functions: Asking for confirmation

Larry: Focus on Functions: Asking for confirmation

Larry: Listen and Repeat.

Eliz: You can have them by Friday, is that right?

(pause for repeat)

Larry: Yes, that's right.

(pause for repeat)

Eliz: You plan to build a warehouse in San Jose by the end of the year?

(pause for repeat)

Larry: Yes, that's correct.



(pause for repeat)

Eliz: They'll cost more, won't they?

(pause for repeat)

Larry: Yes, they will.

(pause for repeat)

MUSIC

Vietnamese Explanation

Trong ph n t i, ta nghe Gary mách nh ng cách h i i cho ch c. Cách 1: nói câu mình mu n h i r i cao gi ng cu i câu, đ ng i nghe tr i i đúng hay sai. Cách 2: đ t m t câu r i ti p theo b ng câu "Is that right?" có đúng không. Cách 3: dùng câu h i lấy i tag question nh "isn't it?" hay "won't they?" Nh n xét: dùng cách này, ta ph i đ ý đ n đ ng t và thì trong câu chính đ dùng trong tag question. They'll cost more, won't they? Câu chính: They will cost more. Câu tag question: won't they? L i ph i đ ý đ n ch t đ dùng đ i danh t trong câu tag question cho đúng. 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? Tóm i, đ cho d h n, ta có th dùng cách 1 hay cách 2: cao gi ng cu i câu kh ng đ nh, hay nói câu chính r i dùng ch "right?" hay "correct?" và cao gi ng cu i câu.

Cut 5

Gary's Tips: Asking for confirmation

Larry: Gary's Tips.

Gary discusses how to confirm information.

MUSIC

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

Gary: 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.

Jennifer: And you can have them to us by this Friday, is that right?

Marvin: Yes, that's right. They may actually arrive on Thursday.

Jennifer: Excellent!

Gary: 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:

Marvin: Yes, that’s right. They may actually arrive on Thursday.

Jennifer: Excellent! And you plan to build a warehouse in San Jose by the end of the year?

Marvin: Yes, that’s correct. Construction began last week.

Jennifer: I’m glad to hear that.

Gary: 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?”

Marvin: They’ll also hold at least fifty percent more information.

Jennifer: And they’ll cost more, won’t they?

Marvin: Well, of course, they will be somewhat more expensive.

Gary: As we have said before, in business discussions it's very important to confirm information.

I hope today's tips have been useful!

Eliz: Thanks, Gary!

MUSIC

FIB Closing

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

MUSIC

Vietnamese Explanation

Quý v v a h c xong bài 186 trong Ch ng Trình Anh Ng Sinh Đ ng New Dynamic English.  
Ph m Văn xin kính chào quý v thính gi và xin h n g p i trong bài h c k ti p.