

English at Work 白领英语

第48集：面对面

参加人际网络联系时用的语言



- Narrator:** 欢迎回到《白领英语》节目。今天是非常重要的今天，国际塑料大会就是今天举行，这也是 Tip Top 贸易公司好好自我标榜、自我推荐的一个机会。等等！这是谁啊？哎呀，原来是美国大老板 Mr Socrates...
- Mr Socrates:** Hey, you guys, where have you been?
- Paul:** Ah, Mr Socrates... nice to see you again. I'd heard you were in town.
- Anna/Tom:** Hello Mr Socrates.
- Mr Socrates:** I've been looking for you everywhere. I need to catch up with you and see how business is going.
- Paul:** Oh very, very well. We're selling Imperial Lemons to France and Anna is developing plastic vegetables.
- Mr Socrates:** Ah Anna! My favourite girl. Still doing a good job?
- Anna:** I'm doing my best.
- Paul:** In fact she's been doing my job for a few days... I had a bit of a biscuit accident...
- Mr Socrates:** Yeah, well that's not hard for you, Paul. Listen, listen I need to talk you - shouldn't the others be doing some networking now?
- Paul:** Of course – that's why we're here. Right Tom, I need you to catch up with some of existing customers – do some schmoozing – and Anna, could you talk to some potential new customers. I need to speak to Mr Socrates.
- Anna:** Right. Erm, networking... what exactly am I supposed to do?
- Narrator:** Networking 搭建人际关系，就是和行内其他人士相互沟通，保持联系。需要和不同的人见面、交谈、交流信息，相互帮助。
- Anna:** So I have to talk to strangers?
- Narrator:** Well yes. 介绍自己，告诉别人你在哪个公司工作。问问他们的公司是什么，做哪方面的业务。然后介绍一下你的工作、产品、客户群等。如果合适的话，看看有没有合作的机会。保持友好的态度，跟大家多聊聊。
- Anna:** Thanks. I'll give it a try. (Talking to someone) Excuse me, hello, I'm Anna. I work as a Sales Executive at Tip Top Trading... and you are?
- Woman:** Jane. Jane from Nice'n'Cheesy. It's very busy here today isn't it?

- Anna:** It is. It's my first time here but it's very exciting. I really didn't know what to wear.
- Narrator:** Anna! 这就可以了，别忘了主要目的是工作。
- Anna:** Oh yes, of course. So can you tell me about your company – Nice'n'Cheesy?
- Woman:** Well, we sell cheese to London's top cheese shops - we like to say we're a wedge above the rest – a wedge of cheese, get it?!
- Anna:** Err right. Well, can I briefly tell you about what our company does? Our company – Tip Top Trading – makes plastic fruit mainly for the catering and food industry. We're up for an award today for one of our designs.
- Woman:** Smashing. That's quite interesting actually. We have an issue with the fresh grapes we provide with our cheeses – they keep going mouldy.
- Anna:** Oh dear.
- Woman:** Yes – sour grapes you could say! A good quality plastic grape would be useful to put with our cheese displays.
- Anna:** Well, I think we might be able to help you.
- Narrator:** 当然可以！这就是你交换名片的机会。
- Anna:** Well, if I could have your contact details I'll send you one of our brochures and then give you a call about prices. And here's my business card should you want to call me.
- Woman:** That's fantastic. So nice to have met you – and I think what you're wearing for the conference is perfect.
- Anna:** Thanks!
- Narrator:** Bingo! Anna 好像找到了一个潜在客户。她保持了友好的态度，但没忘了工作。她用到以下一些表达：

Excuse me, hello, I'm Anna. I work as a Sales Executive at Tip Top Trading

您好，我是Anna。我是 Tip Top 贸易公司的销售经理。

Can you tell me about your company?

您能告诉我您的公司是做什么的吗？

Can I briefly tell you about what our company does?

我可以简单介绍一下我们公司的业务吗？

I think we might be able to help you.

我想我们能帮到您。

Here's my business card should you want to call.

如果您有什么需要，这是我的名片，可以随时打电话给我。

Narrator: Anna 已经开始了她的人际网络联系，干得还真是不错。像展览会或大型会议这些场合，都是最适合发展人际关系的地方。Paul 和 Mr Socrates 也都在场，不知道他们俩那儿怎样了。

Mr Socrates: ...it's a tough economic climate, Paul. We're already cutting out cookies in management meetings.

Paul: Oh, gosh.

Mr Socrates: And now we're cutting staff. We've already lost Rachel – my favourite Sales Executive.

Paul: Ah yes, well, she was stealing the pens.

Mr Socrates: Pens can be replaced but not people like her.

Paul: Well...

Mr Socrates: But now it's time to reduce your team Paul – share the pain.

Paul: Are you sure?

Mr Socrates: Absolutely. By my calculations, you need to get rid of one member of staff.

Paul: Oh... well let's not tell the team until we've had the awards ceremony.

Mr Socrates: OK Paul, but it's in your hands to sort this out.

Paul: Crumbs!

Narrator: Ah yes, Tip Top 贸易公司即将在展会上拿到一个大奖，可是裁员的消息会对团队产生什么样的影响呢？Paul 会做些什么？看样子我们要等下期节目再继续了。

Listening challenge 听力挑战

Anna 在展会上碰到的那位女士是在哪家公司工作？

答案: *Nice 'n' Cheesy.*