



素养提升篇 (第二版)

新素养英语 拓展模块

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● Learning Objectives:

In this unit, you will

- ◎ listen about negotiation in business;
- ◎ learn how to improve intercultural communication;
- ◎ read about the intercultural communication skills in employment and steps towards a successful negotiation;
- ◎ write meeting notes;
- ◎ expand your vocabulary about intercultural communication and negotiation;
- ◎ learn about Chinese artistic designs laid in tea foam.



Unit 4 Intercultural Communication & Negotiation



素养提升篇

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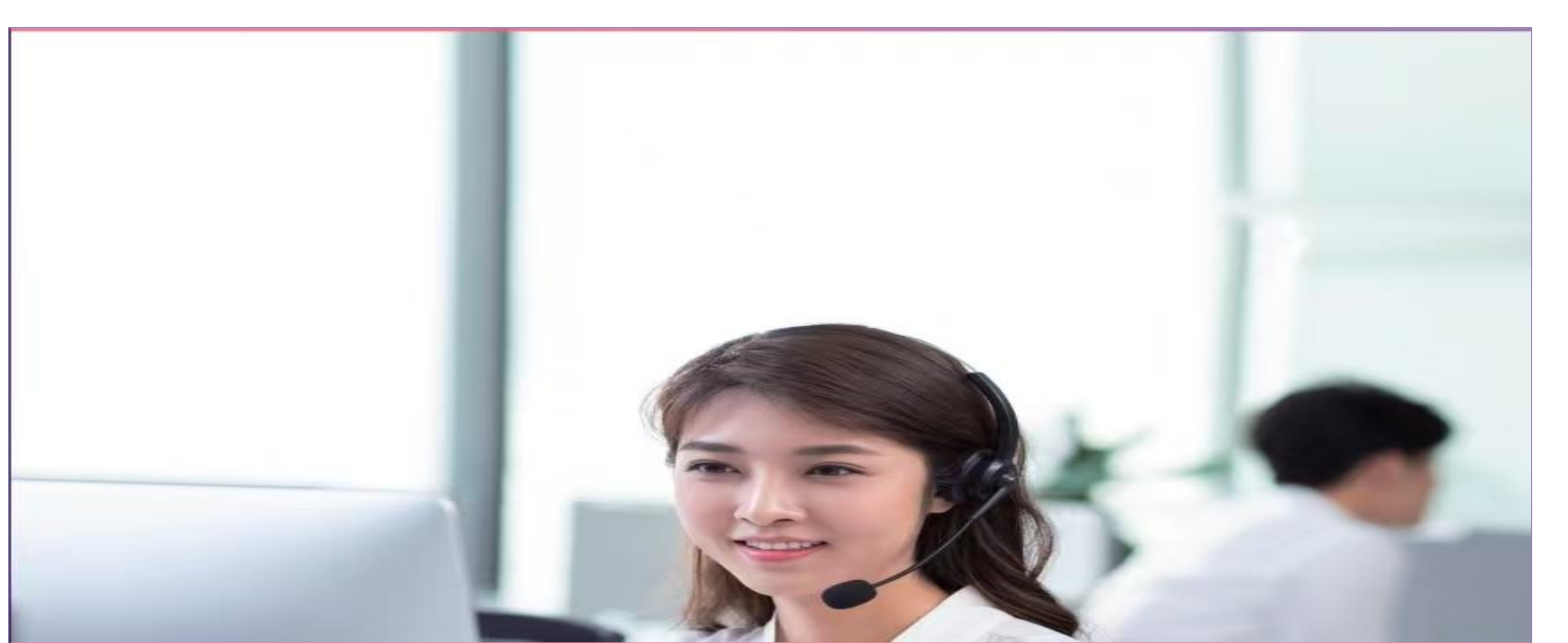
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01

Introduction

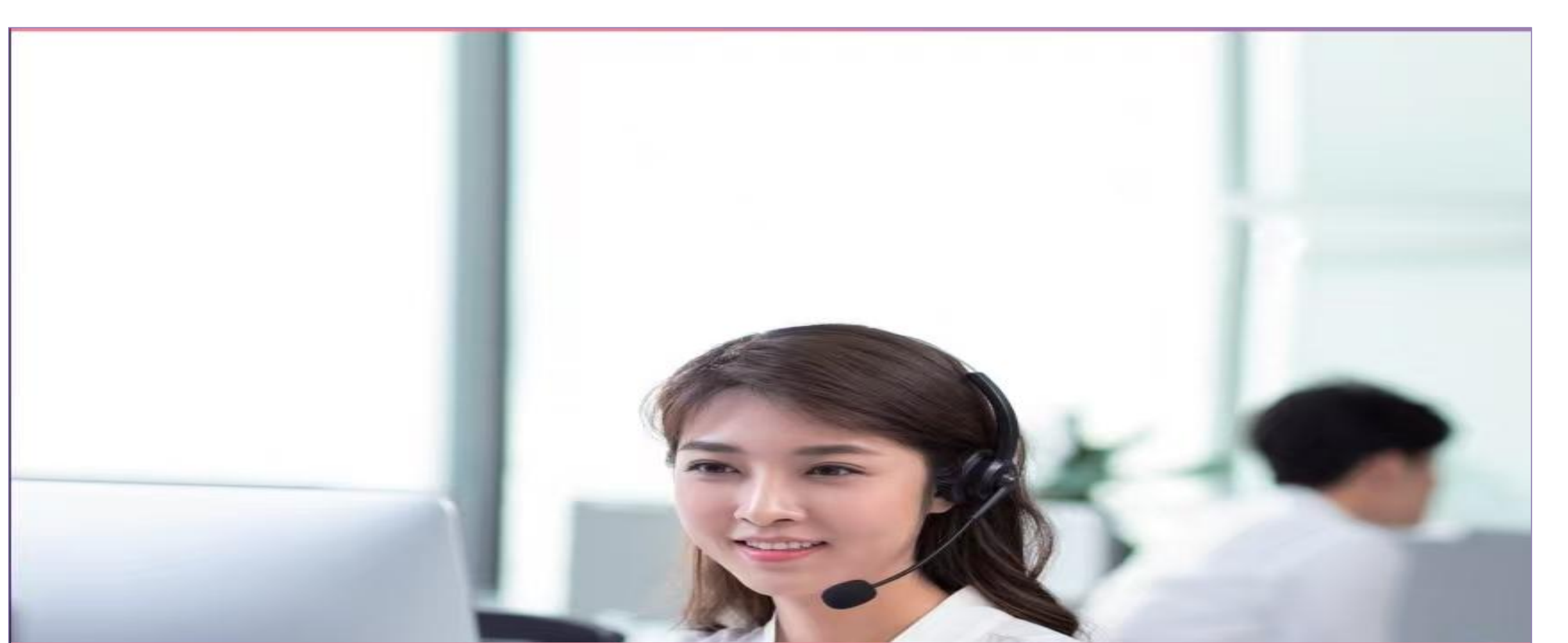


Introduction



Modern technology has made the entire world a global village. In recent years, the process of globalization has been continuing to accelerate. Especially, the world of business has always benefited from globalization, which has not only worked wonders for the large players in the market, but also created opportunities for new and small enterprises that are still looking for a firm foothold in the market. The economic connection and interdependence between countries have increased and improved intercultural communication.





02

Lead-in



Task ① Negotiating on the price is an important step to close a deal. Listen to the following conversation. Try to understand the skills to bargain, and choose the best answer to each question.

Scripts:

1. What's the relationship between the two people?
 - A. Boss and employee.
 - B. Husband and wife.
 - C. Colleagues in the same company.
 - D. Counterparts from different companies.



2. What's the purpose of the man saying "it's over our budget"?

A. To tell the woman his company's financial status.

B. To win the woman's sympathy.

C. To persuade the woman to reduce the price.

D. To express his dissatisfaction with the offer.

3. What's the woman's proposal to the man at first?

A. If they have a tight budget, they should try to balance it.

B. They should know exactly how much they will spend on the order.

C. They should let her know exactly how much they will spend on the order.

D. They may reduce the quantity of their order to stay within their budget.





4. What's the most persuasive point for the woman to reduce the price?

A. The price is higher than the man expected.

B. They can gain a larger market share with the help of the man's company.

C. The man's company has a tight budget.

D. If they didn't cut the price, the man would buy from the UK.

5. Why doesn't the woman give the man the final offer right now?

A. Because she has to figure out the appropriate price.

B. Because she doesn't want to come to an agreement with the man.

C. Because they are interrupted by a call.

D. Because she wants the man to reduce the quantity of the order.



Susan: Hello, this is Susan Wilson. Can I help you?

David: Hello, this is David Brown from ABC Company. Sorry about the interrupted call yesterday. Can we continue our conversation now?

Susan: That's fine. What do you think of our offer?

David: It's a bit higher than we expected. Frankly, it's over our budget. Could you reduce the price?

Susan: I'm sorry to hear that. But may I know how much you will spend on the order? If you have a tight budget and want to balance it, perhaps you could reduce the quantity of this order.

David: I'm afraid we couldn't do that, because we need this to meet our customers' requirements. So would it be possible for you to offer a discount on such a large quantity?

Susan: That's the best offer I can give you. As you know, our product is the best along the same line, and the quality is always guaranteed.

David: I know that, Susan. But, in my opinion, ABC Company can help you a lot in marketing your products to the UK, a new market. Then you'll receive many more orders on the back of ours. So, please reconsider it.

Susan: OK, that's a good point. But I can't give you a definite answer now because I need to do some calculations before giving you our final offer.

David: Thank you. But may I know when I could expect to hear from you?

We're eager to come to an agreement with you.

Susan: Tomorrow morning. Is that okay?

David: OK. I'll be waiting for your call. Bye.

Susan: Bye.



Task 2 Negotiation is an important step to join in an organization. Listen to the news report about China's entering DEPA and choose the best answer to each question.

Scripts:

1. What's DEPA?

- A. It's a new trade partnership agreement on negotiations.
- B. It's a new trade partnership agreement on digital economy.
- C. It's a new trade partnership agreement on commerce.
- D. It's a new trade partnership agreement on environment.





2. According to the news, on what is China promoting negotiations?

A. The establishment of the work team for DEPA.

B. The accession to DEPA.

C. The application to DEPA.

D. The founding of DEPA.

3. Which countries pioneered DEPA?

A. New Zealand, Singapore and Chile.

B. New Zealand, Singapore and China.

C. China, Singapore and Chile.

D. New Zealand, China and Chile.





4. Which country is the second-largest digital economy in the world?

A. New Zealand.

B. Singapore.

C. China.

D. Chile.

5. In terms of the global digital economy, what is China willing to do along with other countries?

A. Creating an open and safe environment.

B. Sharing dividends.

C. Making further contributions.

D. All of the above.



China is advancing negotiations on joining the Digital Economy Partnership Agreement, the Ministry of Commerce said Monday. The announcement follows the recent establishment of the work team for China's accession to the regional agreement. Last November, China filed an application to join DEPA, a new trade partnership agreement initiated by New Zealand, Singapore and Chile.

As the second-largest digital economy in the world, China is speeding up its digital development and opening up in terms of rules, regulations and standards. As regards the global digital economy, China is willing to work with other countries to create an open and safe environment, share dividends and make further contributions, the Ministry said.



Task 3 With the globalization in nearly every aspect of people's work and life, technology has increased and improved intercultural communication in today's Internet age. But diversified factors may lead to misunderstandings during the process. Read the following tips for intercultural communication and learn how to communicate effectively with people from different cultures.

How to Improve Intercultural Communication



The great power of the Internet and social media has led to more and more intercultural communication. People talk and communicate across states and cultures. While technology has made communication faster and easier, it is important that intercultural communication be handled with a lot of sensitivity. People tend to encode and decode messages based on their own values, beliefs, cultures, and assumptions, which could lead to greater misunderstanding.



Then how to improve intercultural communication? The following are some general tips:

- Before communicating with an audience that is not of a similar culture, you must do thorough research about the culture of the other party. This will reduce the chances of making sensitive or annoying remarks and hence can avoid confusion in the process of communication.
- When speaking, you should avoid using slang and idioms. It's much better to choose specific and relevant words, which contributes to better understanding.





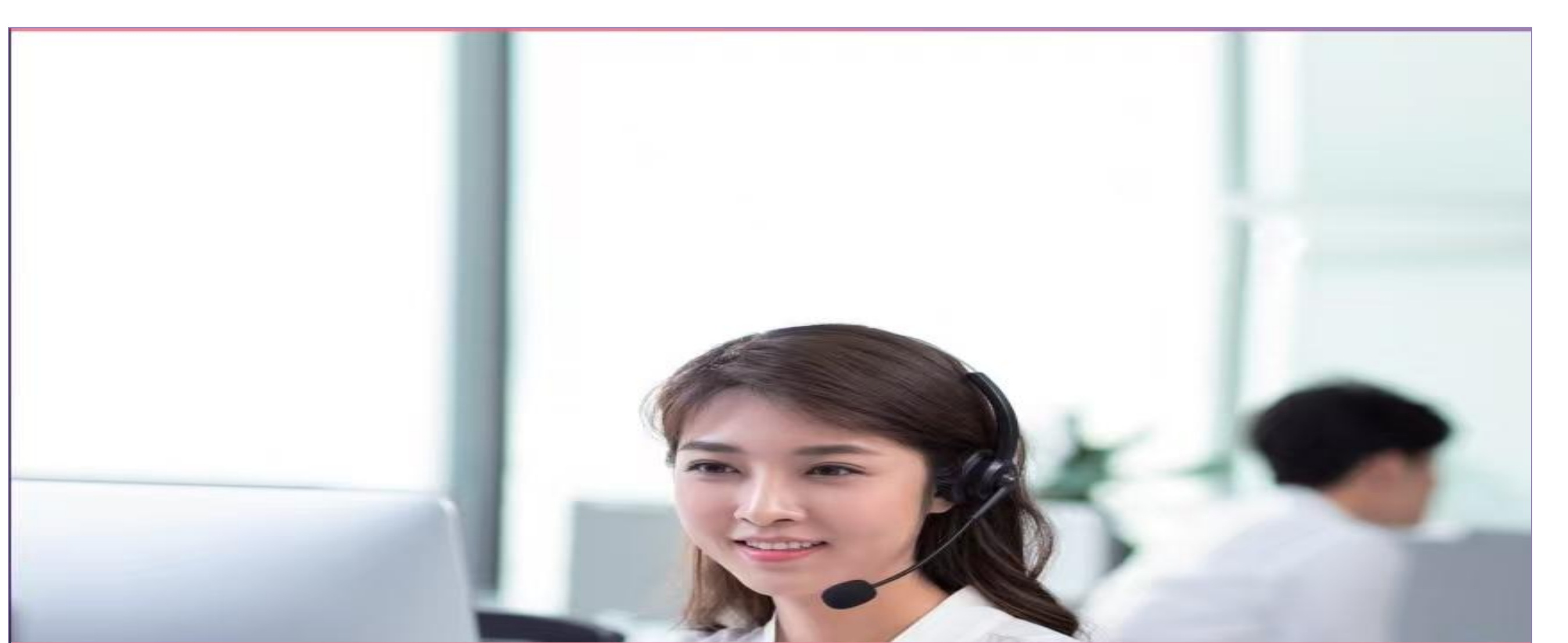
- While communicating, you should try to be an attentive listener. Listening actively makes the other party willing to speak more, and at the same time listening properly and clearly helps you get more from the communication.
- If there is a doubt, do not pretend that you have understood everything. It's always OK to ask questions to make confirmation.
- Understand the importance of intonation while communicating. Stress on a specific word can change the entire meaning of a sentence.





- Check your body language. Some cultures might consider a particular gesture as offensive. The level of eye contact and the distance between two people while making a formal or an informal communication are all examples of the situations one must study about before starting an intercultural communication.

To understand various cultures is of great fun, and it can go a long way in making intercultural communication fruitful and worthwhile.



03

Reading



Passage 1

课文译文

New research shows that employers around the world value staff who understand the role of culture at work. And the reality of today's global economy is changing the way employers look at job candidates. While relevant experience and technical know-how are still must-haves for employers, they are also looking for employees with intercultural skills—that is, the ability to understand different cultural contexts and viewpoints, demonstrate respect for others, adapt to different cultural settings, accept cultural differences, speak foreign languages, be open to new ideas and ways of thinking.





Why do employers value intercultural skills greatly? While they may give many different answers, it seems that many of the employers agree on a few important reasons, all of which have benefits to an organization's earnings. They believe that employees with these skills can bring in new clients, work within teams of diversified cultures and support a good brand and reputation.

Employers also see risks associated with not having employees with these intercultural skills. The top risks identified are loss of clients, damage to an organization's reputation and team conflicts. All of these risks could also have financial implications for an organization.





While the majority of employers report that they do not screen for intercultural skills in the application or interview process, at least not formally, they do evaluate job candidates for intercultural skills. And most of them are able to explain what they look for in job candidates that could be related to intercultural skills. The following are the top five indicators of intercultural skills:



1. Strong communication throughout the interview and selection process;
2. The ability to speak foreign languages;
3. Demonstration of cultural sensitivity in the interview;
4. Experience studying overseas;
5. Experience working overseas.



译文:

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新的研究表明，世界各地的雇主都重视那些了解文化在工作中的作用员工。而当今全球经济的现实正在改变雇主看待求职者的方式。而相关的经验和技能知识仍然必须的雇主，他们也在寻找员工跨文化技能，即能够理解不同的文化背景和观点，展示对他人的尊重，适应不同的文化环境，接受文化差异，说外语，开放的新思想和思维方式。





译文:

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为什么雇主非常重视培训技能？虽然他们可能会给出许多不同的答案，但似乎许多雇主都同意了几个重要的原因，所有这些原因都对一个组织的收入有好处。他们相信，拥有这些技能的员工可以带来新客户，在不同的文化的团队中工作，并支持良好的品牌和声誉。

雇主也看到了没有具有跨文化技能的员工相关的风险。最大的风险是失去客户、损害组织的声誉和团队冲突。所有这些风险也可能对一个组织产生财务影响。





译文:

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虽然大多数雇主报告说，他们在申请或面试过程中没有筛选文化技能，至少没有正式筛选，但他们确实对求职者的文化技能进行评估。他们中的大多数人都能够解释他们在求职者中寻找的东西，这可能与跨文化技能有关。以下是文化间技能的前五个指标：





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- 1.在整个面试和选择过程中，保持良好的沟通能力；
- 2 会说外语的能力；
- 3.在访谈中的文化敏感性的展示；
- 4 。有海外留学经验；
- 5.有海外工作经验。





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1. **intercultural** [ˌɪntəˈkʌltʃərəl] a. 不同文化间的；跨文化的
表示“不同文化间的”

例句：The intercultural communication research focuses on how people from different cultures interact with each other.

不同文化间的交流研究关注的是来自不同文化背景的人们如何相互交流。

表示“跨文化的”

例句：This university offers a series of intercultural courses to help students develop global perspectives.

这所大学开设了一系列跨文化课程，以帮助学生培养全球视野。





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2. **candidate** ['kændidət]n. 候选人：应试者

表示“候选人”

例句：There are several candidates running for the position of mayor.
有几位候选人正在竞选市长这一职位。

表示“应试者”

例句：All the candidates for the English exam are required to arrive on time.
所有参加英语考试的应试者都被要求按时到达。





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3. **associate** [ə'soʃiərt]v. 联想； 联合

表示“联想”例句： Most people associate the smell of roses with love and romance.

大多数人把玫瑰的香味与爱和浪漫联系起来。

表示“联合”

例句： The two companies decided to associate to develop a new product.

这两家公司决定联合起来开发一款新产品。





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4. **identify** [aɪ'dentɪfaɪ]v. 识别

以下是“identify [aɪ'dentɪfaɪ] v. 识别”的例句及解释：

例句：The security system can identify people by their fingerprints.

这套安全系统能够通过指纹识别人员身份。

解释：此句中“identify”表示安全系统运用指纹这一特征来辨别不同的人，通过对指纹信息的分析和匹配，确定人员的身份，突出了识别的具体方式和目的。





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5. **loss** [los]n. 丧失：遗失

表示“丧失”

例句：The loss of his job was a great blow to him. 他失去工作对他来说是一个巨大的打击。

表示“遗失”

例句：The loss of my keys caused me a lot of trouble.
我的钥匙遗失给我带来了许多麻烦。





Comprehension

Task ① Choose the best answer for each question below.

1. Why do employers want employees with intercultural skills?

- A. Because relevant experience and expertise are no longer needed in modern society.
- B. Because intercultural skills are more important than other abilities in employees.
- C. Because employees with intercultural skills can benefit organizations greatly.
- D. Because employers value intercultural skills much more than other abilities in employees.





2. In what ways can organizations benefit from employees with intercultural skills?

A. Cooperating well with colleagues from different cultures.

B. Finding new customers for organizations.

C. Making a contribution to a good brand and reputation.

D. All of the above.

3. Which of the following is not the potential problem for organizations without employees with intercultural skills?

A. They may have no earnings at all.

B. They may lose clients.

C. Their reputation may be damaged.

D. Conflicts may arise within teams.





4. How do employers evaluate job candidates for intercultural skills?
- A. They check job applications carefully for intercultural skills.
 - B. They target candidates with both overseas studying and working experience.
 - C. They assess candidates based on some important indicators associated with intercultural skills.
 - D. They test candidates' language ability strictly.





5. What's the best title for this passage?

A. Employees with Intercultural Skills.

B. Employers Value Intercultural Skills.

C. Employers Are Looking for Employees with Intercultural Skills.

D. Intercultural Skills Are Important.





Vocabulary

Task 2 Complete the sentences with the words in the box. Change the form where necessary.

relevant

diversified

identify

loss

implication

majority

evaluate

indicator

sensitivity

value





1. The main indicator of climate type is altitude.
2. The relevant characteristic here is being accountable.
3. There are several clear implications of the findings above.
4. We plan to continue to diversify our brand portfolio.
5. The majority of clients are industrial companies.





6. The direct financial losses caused exceeded 200 billion yuan.
7. A degree of political sensitivity is therefore required.
8. This study identified approximately 250 candidate essential genes.
9. An observer must evaluate each circumstance individually.
10. How do you value the function of marketing in the management process?





Task 3 Complete the sentences by translating the Chinese in brackets into English, using suitable expressions in the box.

agree on

be related to

adapt to

associate with

screen for

be open to





1. It can influence sports performance and may be related to weight gain (和体重增加有关) in some people.
2. We need simple tests to accurately screen for this disease before symptoms appear (在症状出现之前筛查出这种疾病) .
3. He indicated that his company would be open to a settlement (接受和解方案) .



4. We need to agree on a unified basic price (商定一个统一的基本价格)

5. The board resisted change, making it impossible for the company to adapt to rapid shifts in the industry (适应该行业的快速变化) .

6. I would have never thought I wanted to be associated with a catch phrase

(和一个流行词联系在一起) .



Translation

Task 4 Translate the sentences into English, using the expressions in brackets.

1.他们正在寻找能够理解不同文化背景的人的员工。(from different cultural backgrounds)

They are looking for employees with the ability to understand people from different cultural backgrounds.



2.适应新的文化环境需要，改变你的感受、行为和思维方式。(adapting to new cultural settings)

Adapting to new cultural settings involves changes in the way in which you feel, behave, and think.

3. 国际商业和外国投资的增加需要具备外语知识和跨文化沟通技能的管理人员。(skills in cross-cultural communication)

The increase in international business and foreign investment has created a need for executives with knowledge of foreign languages and skills in cross-cultural communication.



4. 在跨国公司中，当人们表现出对文化差异的尊重，并作为一个有凝聚力的单位一起工作时，更容易实现公司目标。(show respect for cultural differences)

When people show respect for cultural differences and work together as a cohesive unit, it is easier to meet company goals in multinational companies.

5. 雇主往往会优先考虑雇用在面试过程中表现出文化敏感性的求职者。
(demonstrate cultural sensitivity)

Employers tend to give priority to hiring candidates who demonstrate cultural sensitivity during the interview process.



Passage 2

课文译文

Steps Towards a Successful Negotiation

1. _____

This step involves setting the first meeting. The venue, time, and attendees are to be decided. Sometimes the time duration of the whole process is set in advance to save time.



2. _____

It is essential to know what the case is all about. The parties concerned explain the happenings, proof, viewpoints, and ideas. So this stage includes the briefing and introduction of the case. The representatives are given an equal chance to present their cases.



3. _____

All the parties involved put forth their points. Make sure the case and evidence provided by you are strong enough that you get what you deserve and try to get the most out of the case. The respective organizations or individuals can question, suggest, or talk about their views on the case. And misunderstandings and doubts are cleared by having a full-scale discussion.



4. _____

The parties will have to compromise, but it should not be totally in favor of the opposite. Both of them will get equal shares based on mutual consent.

So, after all the procedures, there comes the final step marking the end of the negotiation. The conclusion involves the final agreement on which all the parties agree upon and legally approve. The parties concerned have to be satisfied at the end of the negotiation.



5. _____

Only concluding the negotiation does not complete the whole process.

Implementing that decision is equally important. Whatever decision is made is executed smoothly and quickly. Then the issue is resolved, and the parties get the products of negotiation.



译文:

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取得谈判成功的几个步骤

1.取得取得谈判成功的

这一步包括设置第一次会议。会议地点、时间和与会者都有待决定。有时，整个过程 的持续时间会提前设定，以节省时间。





译文:

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2.

知道事情是关于什么的是很重要的。双方当事人解释了所发生的事情、证据、竞争的观点和想法。所以这个阶段包括简报和案例的介绍。代表们有平等的机会陈述他们的情况。





译文:

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3.

所有的参与方都提出了他们的观点。确保你提供的案件和证据足够有力，你得到你应得的，并努力最大限度地利用案件。各自的组织或个人可以质疑、建议、或谈论他们对这个案件的看法。而误解和做ubts也可以通过进行非正式的讨论来消除。





译文:

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4.

双方必须妥协，但不应该完全支持相反的立场。在双方同意的基础上，双方都将获得平等的股份。

所以，在所有的程序之后，这是标志着谈判结束的最后一步。协议涉及双方同意并符合法律同意的最终协议。有关双方必须在谈判结束时感到满意。





译文:

Back

5.

只有结束谈判并不能完成整个过程。执行这一决定也同样重要。无论做出什么决定，都能顺利而迅速地执行。然后问题得到解决，双方得到谈判的成果。





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1. **concerned** [kan'ss:nd] a. 有关的； 担忧的

表示“有关的”

例句： All the concerned parties should come together to discuss the problem. 所有有关方面都应该聚在一起讨论这个问题。

表示“担忧的”

例句： Parents are concerned about their children's safety when they go out alone. 当孩子们独自外出时，父母们会担心他们的安全。





Back

2. **respective** [rɪˈspektɪv] a. 分别的：各自的

例句：After the meeting, the team members returned to their respective offices. 会议结束后，团队成员们回到了各自的办公室。

解释：此句中“respective”修饰“offices”，表明每个团队成员都回到了属于自己的那个办公室，强调了办公室的归属是因人而异、各自不同的。





Back

3. **compromise** ['kɒmpromaɪz] v. 妥协, 和解; n. 妥协

作为动词 “妥协, 和解”

例句: In a marriage, both partners need to compromise sometimes to maintain a harmonious relationship.

在婚姻中, 双方有时都需要妥协以维持和谐的关系。

作为名词 “妥协”

例句: The agreement is a compromise between the two sides. 这份协议是双方之间的一个妥协结果。





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4. **mutual** ['mju:tʃuəl] a. 共同的；相互的

表示“共同的”

例句：They have a mutual interest in painting, which brings them closer.

他们在绘画方面有共同的兴趣，这让他们的关系更亲密。

表示“相互的”

例句：They have mutual respect for each other, which is the foundation of their friendship.

他们相互尊重，这是他们友谊的基础。





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5. **consent** [kan'sent] n. 同意; v. 答应

作为名词“同意”

例句: You must obtain the consent of your parents before going on this trip. 在进行这次旅行之前, 你必须获得你父母的同意。

作为动词“答应”

例句: After much persuasion, he finally consented to help us. 经过多方劝说, 他最终答应帮助我们。





Task ① Match the following subtitles with their appropriate paragraphs in the passage.

- 5 A. Execution of the Decision
- 4 B. Understanding and Coming to an Agreement
- 2 C. Examining the Case
- 1 D. Initial Talks and Preparation
- 3 E. Having a Discussion and Clearing Misunderstandings and Doubts





Vocabulary

Task 2 Complete the sentences with the words in the box. Change the form where necessary.

initial

involve

duration

briefing

implement

concerned

deserve

respective

consent

procedure





1. The results reflect the greatest credit upon all concerned.
2. The duration of marriage is related most obviously to the expectation of life.
3. We are through the initial testing period.
4. The subject deserves considerably more independent study.
5. The bill never reached further legislation procedures.





6. That is why modern foreign relations between countries involve diplomacy.
7. Parental consent is required to obtain routine health care.
8. The three men were given work according to their respective abilities.
9. The government is implementing a new policy to help the unemployed.
10. The briefing was very informative and easy to understand.





Task 3 Complete the passage with suitable words in the box. You may not use any of the words more than once.

A. communication

B. execution

C. complications

D. in favor of

E. procedures

F. compulsory

G. initial

H. involve

I. put forth

J. compromise

K. compensation

L. attendee

M. failure

N. advisable

O. mutual





Not all negotiations end up nicely. Some may be so brutal that there is no mutual agreement. This can cause a 1 M in the process. Then the parties can re-schedule the meetings. They may 2 I an alternative idea for negotiating, or they may even change the style of 3 A.

It is not 4 F to follow procedures every time while negotiating. There are cases when the parties do not want any legal 5 C. They come to a 6 O agreement either verbally or indirectly by settling on something. The ones who sacrifice may get 7 K from the other party. An informal negotiation may even 8 H giving the word or making promises. Mostly informal negotiations are not 9 N as one party can cheat the other. Therefore, legal 10 E are followed to avoid fraud and confusion.



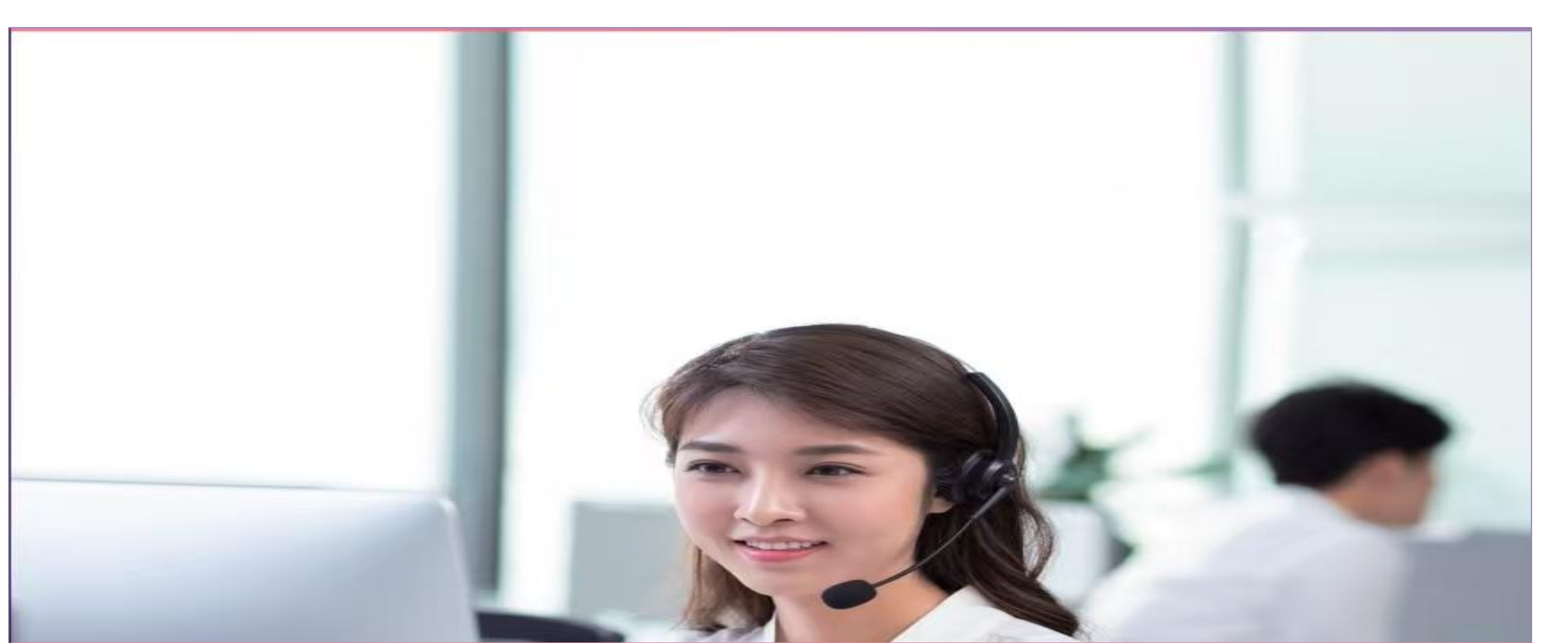
Translation

Task ④ Translate the following Chinese paragraph into English.

谈判是一个过程。在这个过程中，两方或多方就共同目标达成彼此都同意的互惠决定，以避免分歧和冲突。谈判是每项业务不可分割的一部分，无论是哪一个领域和行业。合理规划谈判将考虑参与各方的各个方面和观点，并得出适合所有参与方的结论

Negotiation is a process in which two or more parties reach a decision regarding a common objective which is mutually beneficial and agreed, to avoid disagreements and conflicts. Negotiation is an integral part of every business irrespective of the field and the industry in which the business is incorporated. A properly planned negotiation will consider both the aspects and perspectives of the participating parties and come to a conclusion which will be suitable for all the participating parties.





04

Writing

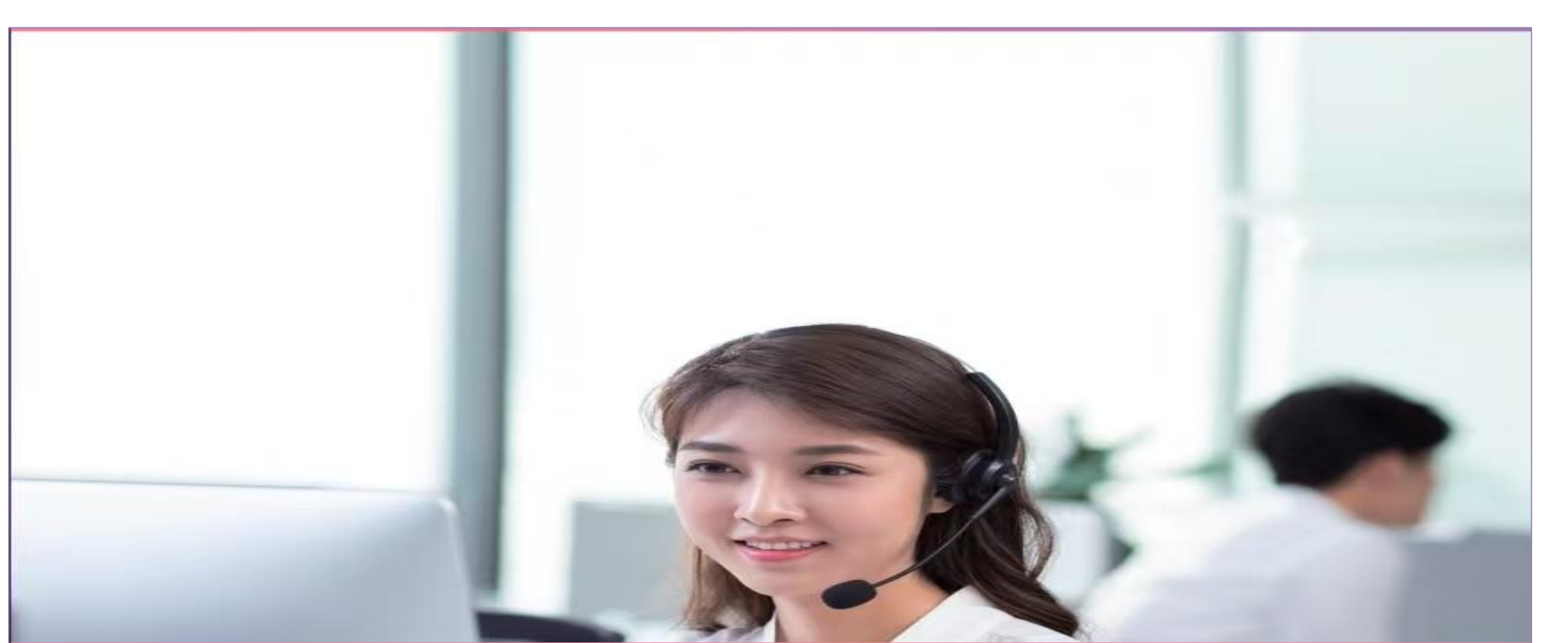


Directions

Suppose you are the secretary of ABC Company and your company just held the monthly sales meeting. Write the meeting notes for it. Remember to include all the needed information:

- The name of the meeting and its venue;
- The date and time when the meeting was held;
- A list of participants, both present and absent;
- The meeting's agenda;
- Questions that need to be answered;
- Decisions made and what to do next.





05

Cultural Reading



Chinese Artistic Designs Laid in Tea Foam

It's common to see a barista (咖啡馆服务员) create coffee art — pour milk foam into a cup of coffee, upon which a beautiful pattern appears, but it's a whole different ballgame to do the same thing with tea. Have you seen this kind of art in a cup of tea? It's called Dian cha — a traditional tea preparation in Chinese ancient times.

Different from the method of brewing tea during the Tang Dynasty, the prevalent tea preparation in the Song Dynasty was through Dian cha. The process begins with pouring hot water over fine powdered tea, stirring it with the bamboo stick, thus creating a paste. Then add more hot water slowly into the tea as the tea is constantly being whisked by hand with the bamboo stick. It usually requires whisking the mixture between 180 and 200 times before water and tea are fully blended and froth appears. Then one can make artistic designs in the froth with the prepared tea paste.





During the process of Dian cha, the froth resembles paper while the tea paste is like ink. But “drawing” on the tea foam is not as easy as drawing on the paper. When it comes to traditional Chinese painting, it is about the soft brush against the hard paper, but with Dian cha, it is the other way round. It’s the hard teaspoon against the soft froth.

Creating patterns on the tea foam is cautious but quick work. Usually, the whole process has to be completed within 10 minutes. The ideal state for creation is when the tea’s temperature is around 40°C and ready for the palate. It generally takes a year of practice for one to be able to master the skills. And it is only through trial and error that one can get the hang of Dian cha.

Creating art in the tea cup is to increase the aesthetics rather than change the essence of tea. This tea art is like adding bells and whistles to the tea and gives people a stronger sense of occasion; thus drinking tea is more fun.



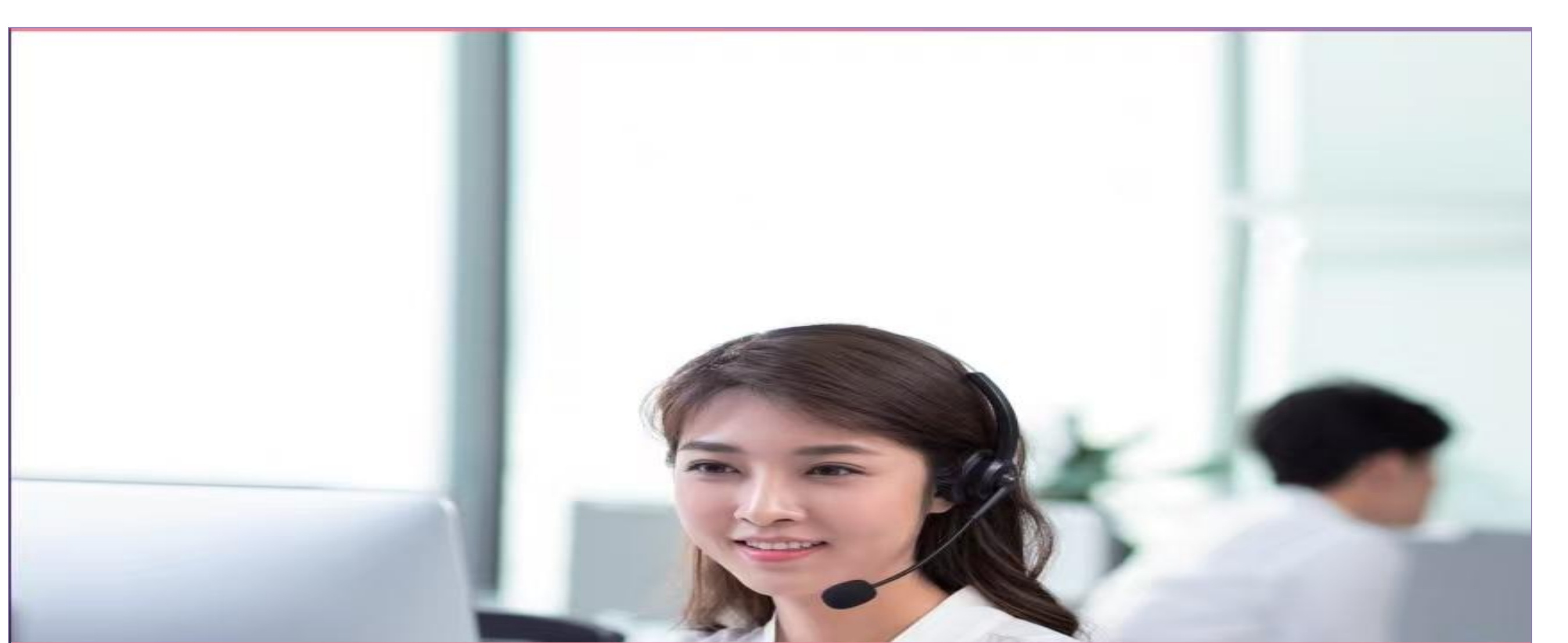


It is believed that this Chinese tea art later spread to other parts of East Asia, including Japan, and has exerted great influence on their tea ceremony. In 2019, Dian cha was listed as an intangible cultural heritage of Runzhou District, Zhenjiang City, Jiangsu Province, China. Nowadays, this traditional Chinese art, Dian cha culture, is being revived, promoting the process of complete preservation of Chinese tea culture. And it is also being spread widely through the Internet and social media, attracting more and more followers.



Translation

Translate the last paragraph into Chinese.



06

Glossary



Passage 1

intercultural [ˌɪntəˈkʌltʃərəl] a. 不同文化间的；跨文化的

candidate [ˈkændɪdət] n. 候选人；应试者

relevant [ˈreləvənt] a. 相关的

know-how n. < 口 > 实践知识；技术秘诀

adapt [əˈdæpt] v. 适应；适合；改编；使适应

value [ˈvæljuː] v. 重视；评价 n. 价值；价格；重要性

benefit [ˈbenɪfɪt] n. 利益 v. 有益于；得益





associate [ə'səʊʃieɪt] v. 联想； 联合

identify [aɪ'dentɪfaɪ] v. 识别， 辨认出

loss [lɒs] n. 丧失； 损失； 遗失

conflict ['kɒnflɪkt] n. 冲突； 矛盾； 斗争

implication [ˌɪmplɪ'keɪʃn] n. 含意； 暗示

majority [mə'dʒɔrəti] n. 大多数

screen [skri:n] v. 筛查； 检查

evaluate [ɪ'væljueɪt] v. 评价； 评估

be related to 与.....有关





indicator ['ɪndɪkeɪtə(r)] n. 指标；指示器；指示牌

sensitivity [ˌsensə'tɪvətɪ] n. 敏感；感受性；灵敏度



Passage 2

initial [ɪ'nɪʃl] a. 开始的；最初的；字首的

involve [ɪn'vɒlv] v. 包含；牵涉；使卷入

venue ['venju:] n. 会场，场所

attendee [ˌætən'di:] n. 出席者；在场者

duration [dju'reɪʃn] n. 持续时间；期间

in advance 提前；预先

concerned [kən'sɜ:nd] a. 有关的；担忧的；关心的

briefing ['bri:fiŋ] n. 简要情况；简介





elegance ['elɪgəns] n. 高雅；典雅；优雅

in turn 依次；轮流；反之；反过来

prompt [prɒmpt] v. 激起；促进；推动；提示

try on 试穿

emphasis ['emfəsis] n. 强调；重点

develop into 发展成为

entry ['entri] n. 进入；进入权；入口；条目

fuel ['fju:əl] v. 供以燃料 n. 燃料





representative [ˌreprɪˈzɛntətɪv] n. 代表； 典型 a. 代表的； 典型的

misunderstanding [ˌmɪsʌndəˈstændɪŋ] n. 误会； 误解

put forth 提出； 产生； (使)长出

deserve [dɪˈzɜːv] v. 应受； 值得

respective [rɪˈspektɪv] a. 分别的； 各自的

compromise [ˈkɒmprəmaɪz] v. 妥协， 和解； 让步 n. 妥协； 折衷； 和解

in favor of 赞成； 支持； 有利于





mutual ['mju:tʃuəl] a. 共同的； 相互的

consent [kən'sent] n. 同意； 赞成 v. 同意； 答应

procedure [prə'si:dʒə(r)] n. 程序； 手续； 步骤

execution [ˌeksɪ'kju:ʃn] n. 执行； 实施； 处决

implement ['implɪmənt] v. 实施； 执行





THANKS