<<商务英语学习情境教程>>

图书基本信息

书名:<<商务英语学习情境教程>>

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内容概要

《商务英语学习情境教程》是结合国际贸易中进出口实务的主要业务环节和实际的典型工作任务编写的学习情境式商务英语教材,打破传统国际商务英语教材的内容与形式,采用任务引领的方式来设计学习情境,将商务英语知识点融入实际的工作场景中。

《商务英语学习情境教程》共分为创建公司、参加展会、参观工厂、解决问题和招聘员工五大情境以及若干具体的工作任务,包括市场调查、确定产品、公司介绍、产品展示、招待顾客、商务谈判、应聘工作、公司文化、报价、订货、付款、包装、装船、运输保险、制单、结汇、客户开发与维护、广告、处理投诉等,涵盖了基本的商务活动内容。

本书的教学时数为两个学期,教师可以根据实际需要对内容进行取舍。

《商务英语学习情境教程》适合作为高职高专经贸专业或商务英语专业大一、大二学生的教材, 也可以作为社会上从事商贸工作人员的参考用书。

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- 1. cautions to run an export company
- 2. the organization of a company
- 3. forming an import and export company step two developing an export marketing plan
- 1. multiple choices
- 2. developing your marketing plan step three selecting your product step four naming your company
- 1. slogan matching
- 2. finishing your company information
- 3. making your business cards step five making your company profile
- 1. composing your company profile
- 2. writing a company profile for wal-mart stores situation two attending trade fairs step one domestic trade fairs
- 1. finding out about domestic trade fairs and get ready for them
- 2. inviting some guests
- 3. negotiating with visitors
- 4. entertaining your guests (chinese food)
- 5. following-up the business

step two international trade fairs

- 1. finding out about trade fairs abroad
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situation three a factory tour

step one meeting guests at airport

- 1. matching the marks with their names
- 2. reproducing the situation step two visiting your factory
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- 1. imitating the situation
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step four presenting your products

- 1. presenting your products with a dialogue
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- 3. composing a catalogue sheet step five discussing with your customers
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- 1. multiple choice
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- 4. multiple intelligences survey vocabulary

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