<<高级商务英语教程>>

图书基本信息

书名:<<高级商务英语教程>>

13位ISBN编号:9787806321201

10位ISBN编号: 7806321209

出版时间:1997-09

出版时间:广东经济出版社

作者: Duncan Macintosh

译者:杨丽

版权说明:本站所提供下载的PDF图书仅提供预览和简介,请支持正版图书。

更多资源请访问:http://www.tushu007.com

<<高级商务英语教程>>

内容概要

内容提要

本书原名《ENGLISH FOR BUSINESS》,是香港职业教育界的权威教材之一,在香港已畅销20余年,它的内容是讲授商务应用文的写作,包括商务谈判、投诉应诉、求职、催账、促销、报告、会议纪录等几个方面。

本书选材丰富,语言地道,形式规范,既有很强的实用性,又十分注重语言运用能力的综合训练。

读者学完本书,基本上可满足日常商务活动对英语的果求。

本书适合有一定英语基础的涉外企业、外资机构职员及有关专业的学生阅读。

<<高级商务英语教程>>

书籍目录

CONTENTS

译注者的话

1 BUSINESS CORRESPONDENCE: BASIC PRINCIPLES

The Aim and Language of a Letter

Conventions and Format

The Pattern of Correspondence

General Effectiveness in Writing

2 TRADE NEGOTIATIONS

Opening the Negotiations: The First Letter of Enquiry Responding to Negotiations: The Letter in Reply

Placing an Order

Acknowledging an Order

Further Negotiations: Requests For Better Terms

Further Negotiations: Replies to Requests For Better Terms

Further Negotiations: Agency Agreements Alternative Ways of Expressing Oneself

Language Notes and Exercises

3 COMPLAINTS AND HOW TO DEAL WITH THEM

Complaints and Replies in General

Complaints about Poor Quality and Replies to Them Complaints about Poor Service and Replies to Them

Unjustified Complaints and Replies to Them Alternative Ways of Expressing Oneself

Language Notes and Exercises

4 EMPLOYMENT APPLICATIONS AND REFERENCES

The Curriculum Vitae or Resume

The Letter of Application Enclosing a Curriculum Vitae

Letters of Application:

For a Secretarial Post

For a Managerial Post

References

Language Notes and Exercises

5 COLLECTION LETTERS

The First, Second and Third Letters Calling for Overdue Payment

Alternative Ways of Expressing Oneself

Language Notes and Exercises

6 SALESLETTERS

Functions of Sales Letters

Factors in Planning Sales Letters

Aims of Sales Letters: Selling by Mail

Producing Sales Enquiries

Stimulating Visits to a Showroom

Creating Goodwill

Language Notes and Exercises

7 CORRESPONDENCE SUMMARIES

<<高级商务英语教程>>

Methods of Summarisation

Types of Summary

Summarisation as a Whole

Summarisation by Stages

Worked Examples

Language Notes and Exercises

8 CTHER FORMS OF WRITTEN COMMUNICATION

Memoranda: Pattern and Principles

Types of Memoranda: Giving Instructions

Asking for Instructions

Reporting on Action Taken

Reporting an Incident

Discussing Company Policy

Simple Memos

Proposals

Heads of Agreement

Language Notes and Exercises

9 REPORT WRITING

10 Full Investigative Reports

Approaches to Investigative Reports: Tenns of Reference

Preparation

Organisation

Writing

Letters and Memoranda of Transmittal

Example A: A Full Investigative Report

Short Reports

Example B: A Short Report

Mixed-Form Reports

Example C: A Mixed-Fonn Report

Eye-Witness Reports

Example D: An Eye-Witness Report

Language Notes and Exercises

THE PREPARATION AND RECORDING OF MEETINGS

Preparing the Agenda

Writing the Minutes

II SPEAKING IN PUBUC

Approaches to Speaking in Public

Preparation

Methods of Delivery

Visual Aids

Aspects of Presentation: Introduction to a presentation

The main body of a presentation

Concluding a presentation

Answering questions

Style in presentation

APPENDICES: A. The Export Trade: Shipping, Payment and Banking Services

Glossary of Commercial Terms

<<高级商务英语教程>>

B Jargon to be Avoided

<<高级商务英语教程>>

版权说明

本站所提供下载的PDF图书仅提供预览和简介,请支持正版图书。

更多资源请访问:http://www.tushu007.com