

# Lead-in

Task 1 The following are some terms related to contracts. Put them into Chinese.

- 1. Contract No.
  2. electronic contract
  3. supplementary condition(s)
  4. time of shipment
  5. electronic signature
  6. port of destination
- Task 2 There are two forms of contract: electronic contract and paper contract. Match them with the corresponding descriptions.
- A. Signing a contract means typing your full name into the signature area.
  B. You don't have to have Internet access to sign a contract.
  C. The ink signatures from both parties can witness the validity of signing a contract.
  D. You sign the contract by clicking an "I accept" button.
  E. It is safe and traditional.
  F. You can sign the contract any time as long as the Internet is available.

# **Reading A**

**Setting:** Asteel Group is a corporation manufacturing steel products. With the rapid development of business, they are now considering a new way of signing contracts.

# **Starting Point**

Task 1 Work in groups and discuss with your group members: Have you heard of electronic contracts? In what ways are electronic contracts different from traditional paper ones? Consult reference books or surf on the Internet. Find as much information as possible about electronic contracts before studying Reading A.



# **Electronic Contract**



An electronic contract is an agreement created and "signed" in electronic form. In other words, no paper or other hard copies are used.

Since a traditional ink signature is not possible on an electronic contract, people use several different ways to indicate their electronic signatures, including typing the signer's name into the signature area, pasting in a scanned version of the signer's signature, clicking an "I accept" button, or using cryptographic "scrambling" technology.

Though lots of people use the term "digital signature" for any of these methods, it is becoming standard to reserve the term "digital signature" for cryptographic signatures only and to use "electronic signature" to describe any of the other paperless signature methods.

Electronic contracts and electronic signatures are just as legal and enforceable as traditional paper contracts signed in ink. Federal legislation enacted in 2000, known as the Electronic Signatures in Global and National Commerce Act (ESGNCA), removed the uncertainty that previously plagued electronic contracts.

This 2000 e-signature law made electronic contracts and signatures as legally valid as paper contracts, which was great news for companies that conduct business online, particularly companies that provide financial, insurance, and household services to consumers. The law also benefits B2B websites which need enforceable agreements when ordering supplies and services. For all of these companies, the law helps them conduct business entirely on the Internet. This results in substantial savings to businesses, which can be passed on to consumers. For example, one online company estimated that eliminating paper fees reduced the cost of processing a home loan by \$750.

Of course, the e-signature law is beneficial, but many people worry about its security. Although it is expected that secure methods of electronic signatures will become as commonplace and safe as credit cards, some users are concerned that if a consumer uses an unsecured signature (such as the scanned image of a handwritten signature), identity thieves could intercept it online and use it for fraudulent or illegal purposes. Unfortunately, Internet security still cannot be guaranteed but currently encryption is the most effective way to achieve data security.

	回深回
New Words	
signature /'sɪgnət∫ə/ <i>n.</i>	签名 a person's name written in a special way
	by that person
scan /skæn/ <i>v.</i>	扫描 to use a piece of equipment to read and store
	information in digital form
cryptographic /ˌkrɪptəˈgræfɪk/ <i>adj.</i>	加密的,关于暗号的,用密码写的 of or relating to secret
	writing and codes
scramble /ˈskræmbəl/ <i>v.</i>	变换的无线电信号, 倒换的频率 to change
	the form of a radio message so that only someone with
	special equipment can understand it
paperless /'peɪpələs/ adj.	无纸化的,不用纸的 storing and communicating
	information in electronic form rather than on paper
enforceable /ɪnˈfɔːsəbl/ adj.	可实施的,可强制执行的 capable of being enforced
legislation /ıledʒı'sleı∫ən/ n.	法律, 法规 a law or set of laws
enact /ɪˈnækt/ <i>v.</i>	使 (提议) 成为法律 to make a proposal into a law
plague /pleɪg/ <i>v.</i>	给造成长期的灾祸,长期困扰 to cause a lot of
resource persons	problems for someone or something for a long period of
	time
valid /'vælɪd/ <i>adj.</i>	有效的,有法律效力的 legally accepted
substantial /səbˈstænʃəl/ adj.	大量的,相当程度的 large in amount or degree
eliminate /ɪˈlɪmɪneɪt/ v.	消除, 剔除, 根除 to get rid of something that is not
cimmate / immeter v.	wanted or needed
loan /ləun/ n.	借款,(尤指银行的) 贷款 an amount of money that a
Idaii / Igoti/ II.	person, business, or country borrows, esp. from a bank
commonplace /ˈkɒmənpleɪs/ adj.	平常的,不足为奇的 happening or existing in many
commonplace / kompilpicis/ aug.	places, and therefore not special or unusual
intercept /ıɪntəˈsept/ v.	拦截 to stop or catch something or someone that is going
mercept /mto sept/ v.	from one place to another
fraudulant //fraudiulant/ adi	欺骗性的, 欺诈性的 made with the intention of tricking
fraudulent / fro:djulent/ adj.	someone, esp. illegally
on on visiting / will war for / o	
encryption /ɪnˈkrɪp∫ən/ <i>n.</i>	加密 the process of encrypting
Phrasas and Evarossions	
Phrases and Expressions —	北坡(弗里) to make company who is having comothing
pass on to	转嫁 (费用) to make someone who is buying something
	from you pay for the cost of something
Technical Terms —	
hard copy	计算机打印资料,硬拷贝
ink signature	亲笔签名
J	

数字签名

digital signature

# **Understanding the Text**

### Task 2 Decide whether the statements are true (T) or false (F) according to the text.

1.	Hard copies should be used in the creation of an electronic contract.
2.	An ink signature is more powerful than an electronic signature in the signing of an electronic contract.
☐ 3.	An electronic signature should be defined as a "digital signature."
<u> </u>	Electronic contracts are as valid as traditional paper contracts signed in ink.
<u> </u>	The 2000 e-signature law made paper contracts illegal.
<u> </u>	The 2000 e-signature law benefits B2B websites instead of the consumers.
7.	Secure methods of electronic signatures will become as commonplace and safe as credit cards, so it is unnecessary for people to worry about its security.
8.	Although encryption is the most effective way to achieve data security, we need to do something to guarantee Internet security.

### Task 3 Complete the passage that summarizes the text. The first letter has been provided.

A traditional ink signature is (1) i	on an electronic contract, so people use
several different ways to indicate their electronic sig	natures. Fortunately, electronic contracts
and electronic signatures are as legal and (2) e	as traditional paper contracts
signed in ink. Federal legislation enacted in 2000, kno	wn as ESGNCA, removed the uncertainty
that previously (3) p electronic co	ntracts. The 2000 e-signature law made
electronic contracts and signatures as legally (4) v	as paper contracts, which
was great news for companies that conduct business (5)	o The law also benefits
(6) B websites. The law helps them	conduct business entirely on the Internet.
This results in (7) s savings to busines	ses, which can be passed on to consumers.
The e-signature law is (8) b, but man	y people worry about its security because
Internet security still cannot be (9) g	

Activity 1



The following are the standard steps to create an electronic contract. Work in pairs. Discuss with your partner, figure out the right order and give your reasons.

- A. Lock out editing options on the electronic contract before you send it out.
- B. Shop around for an appropriate software, preferably one that you can use for all your online legal forms.
- C. Add an electronic signature section to your contract for each party involved.
- D. Include updated contact information for all parties involved in your electronic contract.
- E. Request a hard copy of the electronic contract you send out.



### **Dealing with Language**

### Task 4 Find words in the text which match the following meanings.

- 1. to write your full name on a document to show that you agree with what is written in it
- 2. to pass a beam of light over a picture or document to make a copy of it in the computer
- 3. using a system in which information is represented in the form of numbers, usually numbers in the binary system
- 4. to keep bothering somebody or continually cause someone a lot of trouble or suffering
- 5. to stop somebody or something before they get to their destination
- 6. intended to deceive people in an illegal way, in order to gain money, power, etc.

### Task 5 Complete the sentences with the correct form of the words in Task 4.

1.	The entire paper contents of all libraries will eventually be into computers.
2.	Gunmenhim on his way to the airport the day before yesterday.
3.	Fears about job securitynearly half the workforce.
4.	World leaders are expected toa treaty pledging to increase environment protection
5.	The police are investigating the claims (索赔) for fire damage.
6.	The newtechnology would allow a rapid expansion in the number of TV channels

### Task 6 Translate the sentences. Key words and phrases are in brackets.

- 1. 这些座位是留给贵宾的。(reserve)
- 2. A gambling debt is not legally enforceable. (通过法律手段强制执行)
- 3. 必须有 50%的人参加投票才具有法律效力。(turnout; valid)
- 4. 不遵守这些条件将导致合同终止。(comply with; result in)
- 5. You should worry about the opposing lawyer hunting for ambiguities to get your contract into court. (提防;含糊不清的地方)

### Activity 2



The following are some forms of contracts. Work in pairs and discuss with your partner: In what circumstances are they signed? Choose the ones that you think should not be created and signed in electronic form. Give your reasons for your choices.

- **Sales Contracts**
- **Lease Contracts**
- **Purchase Contracts**
- Wills
- **Divorce Agreements**
- Adoption Agreements

# **Reading B**

Setting: Guangdong University of Finance plans to order 5,000 desks and chairs from Asteel Group for the freshmen this semester.

Task 1 Work in pairs and discuss: What terms should be included in a sales contract? List some terms and compare your list with your partner's.

### **Sales Contract**

**Contract No.:** 2014031626

Signed at: Great Wall Hotel, Guangzhou

Date: March 16, 2014

The Buyer: Guangdong University of Finance

The Seller: Asteel Group

This contract made by and between Guangdong University of Finance (hereinafter referred to as Party A) and the Asteel Group (hereinafter referred to as Party B) concerns the buying and selling of the following goods on terms and conditions as set forth below:

(1) Name of Commodity	(2) Quantity	(3) Unit Price	(4) Total Value
Steel Desk and Chair	5,000	\$20	\$100,000

(5) Time of Shipment: May 6, 2014(6) Port of Loading: Port of Los Angeles(7) Port of Destination: Port of Huangpu

(8) **Inspection:** The Inspection Certificates of Quality/Quantity/Weight/Packing/Sanitation issued by China shall be regarded as evidence of the Seller's delivery.

[...]

### **OTHER TERMS:**

- 1. Discrepancy: In case of quality discrepancy, claims should be lodged by the Buyer within 30 days of the arrival of the goods at the port of destination. Any discrepancy in quantity should be reported by the Buyer within 15 days of the arrival of the goods at the port of destination. In all cases, claims must be accompanied by survey reports by recognized public surveyors agreed by the Seller. Should the responsibility of the subject under claim be found to rest on the part of the Seller, the Seller shall, within 20 days after receipt of the claim, reply to the Buyer with suggestion for settlement.
- 2. The Seller shall not be held responsible if they fail, owing to force majeure cause or causes, to make delivery within the time stipulated in this Sales Contract or are unable to deliver the goods. However, the Seller shall immediately inform the Buyer by cable. The Seller shall deliver to the Buyer by registered letter, if it is requested by the Buyer, a certificate issued by China Council for the Promotion of International Trade or by any competent authorities, attesting to the existence of the said cause or causes. The Buyer's failure to obtain the relative import license is not to be treated as force majeure.
- 3. Arbitration: All disputes arising in connection with this Sales Contract or the execution thereof shall be settled by way of amicable negotiation. In case a settlement cannot be reached, the case at issue shall be submitted for arbitration to the China International Economic and Trade Arbitration Commission in accordance with the provisions of said Commission. The award by said Commission shall be deemed as final and binding upon both parties.
- 4. Supplementary Condition(s): Should the articles stipulated in this Contract be in conflict with the following supplementary condition(s), the supplementary condition(s) should be taken as valid and binding.

 $[\ldots]$ 

Signed, sealed and delivered In the presence of

Party A: Guangdong University of Finance (Buyer)

Party B: Asteel Group (Seller)

### New Words -

sanitation /sænɪˈteɪ[ən/ n.



hereinafter /ˌhɪərɪnˈɑ:ftə/ adv. (正式文件)在下文中 later in this official statement,

document, etc.

certificate /sə $^{\prime}$ tɪfɪkət/ n. 证书 an official document that states that a fact or facts are true

公共卫生, 环境卫生 the protection of public health by

removing and treating waste, dirty water, etc.

evidence /ˈevɪdəns/ n. 证据 facts or physical signs that help to prove something

discrepancy /dr/skrepənsi/ n. 出入, 不一致 a difference between things that should be the

same

claim /kleɪm/ n. (尤指认为自己有权提出的) 钱款要求, 索赔, 赔偿 a request for

money, esp. money that you believe you have a right to

lodge /lodʒ/ v. 正式提出 (投诉、要求等) to formally make something such as a

complaint or claim

accompany /əˈkʌmpəni/ v. 附带, 补充 to appear or be provided with something else, as an

addition or explanation

settlement /'setlmont/ n. (解决争执的) 协议, 和解 a formal agreement that ends a

disagreement

force majeure /ifo:s mæ'ʒs:/ n. (使契约无法履行的) 不可抗力 unexpected events that prevent

you from doing what you promised to do in a contract

cable /ˈkeɪbəl/ n. 电报 telegram

competent /ˈkɒmpɪtənt/ adj. 有法定权利的 having the legal power to deal with something in

a court of law

authority /ɔː'θɒrɪti/ n. 管理机构 an organization or institution that controls something,

often a public service

arbitration /ˌɑ:bɪˈtreɪʃən/ n. 仲裁, 公断 the process of judging officially how an argument

should be settled

execution /eksrˈkjuːʃən/ n. 履行, 实施 the act of completing something that you have

agreed or planned to do

thereof /ðeər'pv/ adv. 在其中, 关于那 concerning something that has just been

mentioned

amicable /ˈæmɪkəbəl/ adj. 友好的, 和睦的 friendly and without arguments

provision/prəˈvɪʒən/n. 条款,规定 a part of an agreement or law that deals with a

particular problem

award /əˈwɔːd/ n. (法院的) 裁定额, 判决 an amount of money or a judgment

given by a court of law

deem /di:m/ v. 认为 to consider that someone or something has a particular

quality

binding /ˈbaɪndɪn/ adj. 有约束力的, 必须遵守的 if an agreement, contract, decision,

etc. is binding, you must do what it says

### **Phrases and Expressions**

set forth (尤指以书面形式清楚详细地) 阐述, 描述 to explain or

describe something in a clear and detailed way, esp. in writing

attest to 证明 (某事属实) to give proof or evidence of

in case 假使, 如果 if

at issue 在争议中, 在讨论中 being discussed or debated

in accordance with 依照, 与……一致 in a way that follows a rule, system, or someone's

wishes

in conflict with 和 …… 相 抵 触 ( 冲 突 ) being not able to happen at the same

time or cannot be true at the same time

### **Technical Terms** -

单价 unit price total value 总价值 time of shipment 装运时间 port of loading 装货港口 port of destination 目的港口 公证机构 public surveyor registered letter 挂号信 进口许可证 import license 补充/附加条款 supplementary condition(s)

### **Proper Names**

China Council for the Promotion of International Trade

中国国际贸易促进委员会

China International Economic and Trade Arbitration Commission

中国国际经济贸易仲裁委员会

### Task 2 Answer the questions with the information you find in the text.

- 1. What is the evidence of the Seller's delivery?
- 2. What should the Buyer do in case of quantity discrepancy?
- 3. How should the Seller deal with the claim if the responsibility of the subject under claim is found to rest on the part of the Seller?
- 4. What should the Seller do if they fail to make delivery within the time stipulated in this Sales Contract because of earthquake?
- 5. How should the Seller and the Buyer deal with the disputes arising in connection with this Sales Contract?

# Task 3 Decide whether the statements are true (T) or false (F) according to the text. If Guangdong University of Finance finds that the goods are of poor quality, it should lodge claims within 30 days of the arrival of the goods at the Port of Los Angeles. Any discrepancy in quantity should be reported by Guangdong University of Finance within 30 days of the arrival of the goods at the port of destination. Asteel Group shall be held irresponsible if they fail, owing to force majeure cause or causes, to make delivery within the time stipulated in this Sales Contract. If the Seller and Buyer cannot reach a settlement, they should bring the issue under discussion to China Council for the Promotion of International Trade for arbitration. In case that there is any inconsistency between the articles in the Contract and the supplementary condition(s), the parties should forget about the supplementary

### Task 4 Complete the sentences with the correct form of the words in the box.

condition(s) and follow the specific articles stipulated.

	quality settlement quantity arbitration destination
1.	According to Carla, they should reach theirby about mid-afternoon.
2.	The recent hot, humid weather is affecting air
3.	The United Nations will act as guarantor of the peaceful of the issue although
	they are not optimistic about the outcome of the sixty-year conflict.
4.	But even with those databases, the sheer of data can still cause problems.
5.	Both sides in the dispute have agreed to go to because they signed a treaty to
	settle all border disputes through peaceful means.

### Task 5 Translate the sentences. Key words and phrases are in brackets.

- 1. She had had the foresight to prepare herself financially in case of an accident. (有先见之明)
- 2. 由于天气恶劣, 我们没有去洛杉矶港口。(owing to)
- 3. 寄往中国的挂号信要多少钱? (registered letter)
- 4. 争论的焦点是这个行业的前景。(at issue)
- 5. It is in conflict with the provisions of the existing treaty. (相抵触)

Activity 3



Work in groups. Read the following labor contract and discuss with your group members: What terms are included in the contract? What other terms should be included in a labor contract? Give your reasons and try to list your answers.

	Labor	c Contract	
Party A (Employer): Name: Legal Representative: Address:		Party B (Employee): Gender: Date of Birth: ID Card No.: Contact: Address:	
	Cor	ntract Term	
Article 1	lasts for year(second text) year(second	to sign a fixed-term labor contract. The contract s), from to The probation onth(s), from to; gree to sign a non-fixed term labor contract, and ends till the occurrence of a statutory on condition; or see to sign a task-oriented labor contract, which I ends at the task completion date agreed by both esponsibilities	
Article 2 Article 3 Article 4 Article 5	Party A employs Party B to e The workplace is agreement as per (依照) Party Party B shall fulfill his job time-efficient manner, and al Party A may adjust Party E temporarily by virtue of its competence and performant Party A.	engage in  , which can be changed on the basis of mutual ty A's business requirements. in a high-quality, quantitative (定量的), and oide by all the company rules. B's job or appoint Party B to do another job a business requirements as well as Party B's ace. Party B shall agree and cooperate with	
	9	ours & Rest Hours	
Article 6	working hours: 8:30-11:30, choose):  Standard working hours day(s)/week;  Non-fixed working hou security department; or Cumulative (累积的) wo	working hours are specified as follows (normal 12:30–17:30; lunchtime: 11:30–12:30.) (Please system, i.e hour(s)/day, urs system approved by the labor and social orking hours system approved by the labor and nt and the calculation period is	

**Setting:** Joan Yang is the Foreign Trade Manager of Asteel Group. She is in the middle of a business negotiation with one of Asteel Group's suppliers, the Astone Company.

# Listening



- Task 1 Listen to the conversation between Joan Yang and Tom Smith, the Foreign Trade

  Manager of Astone Company. Choose the answer to each of the questions according to what you hear.
- 1. Why would the speakers like to sign the contract as soon as possible?
  - A. Because they want to end the contract they agreed at the trade fair.
  - B. Because they want to earn lots of money.
  - C. Because they want to put the contract terms into action as soon as possible.
- 2. Why did Tom recommend electronic contracts?
  - A. Because electronic contracts are more secure than paper contracts.
  - B. Because electronic contracts are much faster and more convenient than paper contracts.
  - C. Because electronic contracts will be the future trend.
- 3. Which of the following statements is true?
  - A. Joan Yang wants to sign the contract during the weekend.
  - B. Joan Yang does not believe that signing an electronic contract is fast and convenient.
  - C. Joan Yang wants to arrive at Astone Company between Monday and Friday.
- 4. Tom mentioned "Signing an electronic contract means typing your full name into the signature area and clicking an 'I accept' button" in order to \_\_\_\_\_\_.
  - A. prove the importance of signing an electronic contract
  - B. prove how an electronic contract is made
  - C. prove the fact that signing an electronic contract may be faster and more convenient
- 5. Will the speakers sign an electronic contract?
  - A. Yes.
  - B. No.
  - C. Not yet decided.

Task 2	Listen to the follow-up conversation between Joan and Tom concerning the
	contract. Decide whether the statements are true (T) or false (F) according to what
	you hear.

<u> </u>	Three points have been mentioned in the conversation.
<u> </u>	Joan is worried that truck bases cannot be packed in wooden cases.
3.	In the past transactions between the two companies, arbitrations usually took place in China.

4. Both the issues of packaging and arbitration have been solved in the conversation.
5. They will revise the contract this afternoon and sign the contract in the morning of the next day.
Work in pairs. Role-play the conversation between Joan and Tom.
Task 3 Listen to the monolog of a foreign trade manager. Fill in the blanks with what you hear.
Good morning, ladies and gentlemen! Today, I'm going to show you how to create an electronic contract.
First, shop around for an appropriate (1), preferably one that you can use for all your online (2)
Second, include updated contact information for all parties involved in your electronic
contract. When you create a contract (3), you should type names, addresses and
phone numbers (4) the first page, as well as on all the following pages, including
the signature page.  Third, add an electronic (5) section to your contract for each party involved.
This identifying information helps bind each party to the guidelines of the contract.
Fourth, request a (6) of every electronic contract you send out. In addition
to the electronic signature section, you should include a(n) (7) signature line for
every party involved in the actions bound by the contract. The electronic and hard copies of the
contract should be stored for use in future dealings.
Finally, lock out (8) on the electronic contract before you send it out for use
by clients or (9) It is important to avoid confusion caused by (10)
adjustments to any numbers, product names or other details in an electronic contract.
Communication Project
Communication raject
<b>Setting:</b> With the rapid development of business, Asteel Group is considering
expanding its office space.
•

Task 1 Work in groups. Read part of a contract and answer the following questions:

1. What is the contract about?

2. Can you think of a title for the contract?

3. Can you explain terms 7.1 through 7.4 in your own words?

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[...]

**Lessor:** (hereinafter referred to as Party A)

Address:

**Telephone number:** 

ID number/Passport number:

**Lessee:** (hereinafter referred to as Party B)

Address:

**Telephone number:** 

ID number/Passport number:

Party A legally owns the Premises located at No. [ ], Building [ ] of Chaoyang District, Beijing (hereinafter referred to as the Premises). Party A agrees to lease and Party B agrees to rent the Premises. Therefore, after consultation, the parties hereby agree to enter into this Contract to formulate the parties' rights and obligations, and to abide by the terms and conditions of this Contract.

[...]

### Rights and Obligations of Party A

- 7.1 Party A hereby guarantees that Party A is the legal owner and has the right to lawfully lease the Premises. Otherwise, Party A shall bear the legal liability arising there from in full.
- 7.2 Party A hereby guarantees that the Premises is housing that has been developed, constructed and completed legally. The Premises has not been sold on the signature date of this Contract, and it does not exist other legal impediments which may affect the performance of this Contract.
- 7.3 Party A hereby guarantees that Party B shall have the right to occupy and enjoy the Premises peacefully throughout the Term without any interruption by Party A or its agents, provided that Party B has paid the rent and other fees hereunder and complies with the terms and conditions to be performed by Party B under this Contract.
- 7.4 Party A has the right to terminate this Contract unilaterally upon occurrence of any of the following if Party B:
  - 7.4.1 violates the laws or the regulations of PRC or uses the Premises for illegal business operations;
  - 7.4.2 fails to pay the rent pursuant to relevant provisions hereunder; or
  - 7.4.3 sub-lets the Premises or parts of the Premises to others, transfers the Premises to others or uses the Premises jointly with a third party without the consent of Party A.

### Rights and Obligations of Party B

- 8.1 [...]
- 8.2 [...]
- 8.3 [...]
- 8.4 [...]

Task 2 Work in groups. Work out the rights and obligations for Party B to best protect its interest. Present your list to the class.

**Setting:** Lead Group is an American company. It needs 100 cars for its new branches and decides to buy 100 durable cars from Changfeng Group.

# Writing

- Task 1 Review Reading B and discuss in groups: What information should be included in a sales contract?
- Task 2 Complete the sales contract.



OTHER TERMS:		
If either of the Contracting Parties is prevented from executing the Contract		
by such events of (11)		
(战争、严重洪灾,火灾、地震等不可抗力), or other events agreed upon between		
both parties, (12)(则延长履行合		
同的期限) for a period equivalent to the effect of such events.		
The prevented party shall notify (13)(对方) of the occurrence of a		
force majeure event by (14)(传真或电邮的方式) within		
the shortest possible time (15)(并于十四天内以航空挂		
号信将有关当局出具的证明文件寄出) for confirmation by the other party.		
Signed, sealed and delivered		
In the presence of		
arty A: (16) ( ) Party B: (17) ( )		
uyer) (Seller)		



# **China Insights**

### From "Made in China" to "Created in China" 从 "中国制造" 到 "中国创造"

China was once called the "World Factory", and "Made in China" was the label on products that were of "high-quality yet inexpensive". This image, however, is changing today. With the development of scientific research capacity and the upgrade of the manufacturing industry, China is impressing the world with high-tech and high-quality products—"Made in China" is becoming "Created in China".

Today in China, shared bikes are available everywhere, mobile payment has replaced the wallet, the high-speed rail is convenient and fast, and online shopping has become mainstream. These innovations have profoundly changed our lives and are demonstrations of the great progress China has made in scientific and technological innovation. According to a report, in less than a decade, the number of patents granted to Chinese companies has risen nearly tenfold in the US. Chinese brands DJI, and Chinese-brand smart phones such as Huawei have become popular at home and abroad. The Fuxing bullet trains, the BeiDou Navigation Satellite System and the C919 passenger plane all become new name cards of China in the world.



"中国制造"曾经是世界上认知度最高的标签之一,是"物美价廉"商品的代名词。今天,中国"世界工厂"的形象正在改变。随着科技创新能力的提高,昔日低附加值的加工制造业正逐步向高技术、高质量、高品质路线转变,"中国制造"正迈向"中国创造"。

在今天的生活中,共享单车随用随停,移动支付代替了钱包,高铁出行方便快捷,网络购物成为主流……这些新兴事物深刻地改变了我们的生活,也是中国在科技创新方面取得巨大进步的有力证明。有报告显示,不到10年时间里,中国企业在美国获得专利数量增至此前近10倍。大疆、华为手机等在海内外大受欢迎。复兴号高铁、北斗卫星导航系统、C919客机等一张张响亮的"中国名片"正成为"中国创造"的有力见证。