

Career development

Thus, when Heaven is about to confer a great office on any man, it first exercises his mind with suffering, and his sinews and bones with toil. It exposes his body to hunger, and subjects him to extreme poverty. It confounds his undertakings. By all these methods, it stimulates his mind, hardens his nature, and supplies his incompetencies.

—Mencius

故天将降大任于是人也，必先苦其心志，劳其筋骨，饿其体肤，空乏其身，行拂乱其所为，所以动心忍性，曾益其所不能。

——《孟子》





Reading aloud

Music, When Soft Voices Die

- 1 🎧 Read the following poem aloud after the recording. Pay attention to the pronunciation, intonation, and rhythm.

Music, When Soft Voices Die

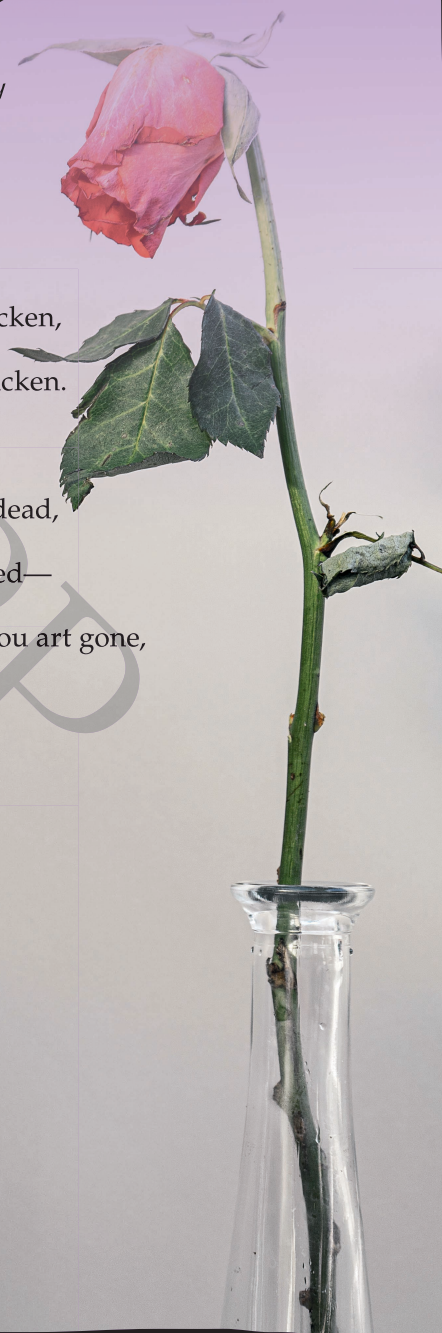
Percy Bysshe Shelley

Music, when soft voices die,
Vibrates in the memory.
Odours, when sweet violets sicken,
Live within the sense they quicken.

Rose leaves, when the rose is dead,
Are heap'd for the beloved's bed—
And so thy thoughts, when thou art gone,
Love itself shall slumber on.

Cultural note

Percy Bysshe Shelley (1792–1822) was an English Romantic poet, whose works include "Ode to the West Wind," "To a Skylark," the lyric drama *Prometheus Unbound*, and *Adonais*. Born into a noble family, Shelley was able to study at Oxford University, but was expelled later because of his anti-religious handouts. Most of his works demonstrate optimism and expectation for the future.





- 1** **CONVERSATIONS** Listen to the two conversations. After each conversation, you will hear some questions. Decide on the best answer to each question. Both the conversations and the questions will be spoken only once.

Conversation 1

- A. To study law.
B. To attend international conferences.
C. To study English.
D. To go back to his hometown and work there.
- A. Because he had a natural ability in design and he was good at math and art.
B. Because his father encouraged him to.
C. Because he was good at English and knew a lot about design.
D. Because he was not good at art.

Conversation 2

- A. About three years.
C. About ten months.
- A. A cashier.
C. A cook.
- A. Part-time work.
C. Full-time work.
- B. About one year.
D. About six months.
- B. A waitress.
D. A manager.
- B. Evening work.
D. Temporary work.

- 2** **PASSAGE** Listen to the passage and fill in the blanks. The passage will be spoken twice.

I work in London at a large hospital as 1) _____. I'm what a lot of people call a male nurse, which I think is the 2) _____ I've ever come across. It implies that a nurse 3) _____ female and being male makes me different from others. The other thing is that people always say, "I suppose you really wanted to be a doctor," just because I'm a man. They cannot imagine that I really want to be a nurse and it's not my second choice after 4) _____ a doctor. And what they don't realize is the work of a nurse is completely different from that of a doctor. As a male nurse, I have much more contact with patients, and carry 5) _____ for their welfare. Honestly, there's no way I'd want to be a doctor.



Word bank

- architecture *n.* 建筑学
officiate *v.* 主持（仪式），履行职务
on-site *adv.* 现场地
publisher *n.* 出版者，出版社
respondent *n.* 调查对象，回答问题的人
ridiculous *adj.* 荒谬的，可笑的
- brush up (on) 重温，重新学习
leading character 主角
make up 编造
stick... together 把……粘在一起
- Olympia Diner 奥林匹亚餐厅
Sacramento Monarchs 萨克拉门托君主队（美国职业篮球队）

2. How is the “Me-Books Publishing Company” different from other book companies?

It allows the readers to become _____ in the stories.

3. How does the “Me-Books Publishing Company” publish children’s books?

It publishes them with the help of _____.

4. Why do children like the “me-books”?

Because they like to see their own names and the names of _____ and pets in print.

5. What are “me-books” helping children to do?

They are helping children to learn _____.

5  **NEWS REPORTS** Listen to the two news reports and decide on the best answer to each question. Both the news reports and the questions will be spoken twice.

News report 1

1. A. They don’t have to work full-time.
B. They are likely to earn more money.
C. They belong to a big group.
D. They only need a computer and an Internet connection.
2. A. Remote workers are more likely to remain loyal to their employer.
B. Remote workers are more likely to change their jobs five years later.
C. Remote workers are more likely to get promoted.
D. Both A and C.

News report 2

3. A. New members have been recruited in the WNBA.
B. Women are involved in most parts of the organization.
C. More women are involved in coaching.
D. More women are playing basketball.
4. A. It’s a kind of fad.
B. Women are rarely seen in the NBA.
C. The women involved are very accomplished.
D. Female coaches know more about the game than male coaches.
5. A. She is a basketball player at the University of Tennessee.
B. She is a member of the Sacramento Monarchs basketball team.
C. She is a member of the U.S. women’s basketball team.
D. She is an assistant coach in one of the NBA teams.



Opening your mouth

Describing products

Word bank

bead *n.* (有孔的) 珠子

catalog *n.* 目录

durable *adj.* 耐用的

fold *v.* 折叠

mileage *n.* 行驶里程

pamphlet *n.* 小册子

springy *adj.* 有弹性的

tire *n.* 轮胎

compare with 与……比较

Canton Fair 广交会 (中国进出口商品交易会)

Tip

When describing a particular product, think of the features that are most likely to appeal to customers. In the conversation, the woman focuses on the patterns and styles of the carpets she is selling.

Reading out

1 EXCHANGES Read the short conversations after the recording, then practice them with your partner.

1 M: This is our latest model. It was a great success at the last exhibition in Paris. Would you like to see it?

W: Sure!

2 M: We have this style in several sizes and colors.

W: Have you got it in brown?

3 M: Can you tell me about this camera?

W: Yes. This is our new product. It was launched last month.

4 M: How is your product better than the competition's?

W: It is very light and you can carry it easily.

2 CONVERSATION MODELS Read the conversations after the recording. Pay attention to the expressions related to describing products.

1

M: I saw some of your sample carpets at the Canton Fair.

W: The samples displayed at the Fair are just part of our product range. We are exporting a wide range of carpets to many countries. The demand is getting greater and greater.

M: That's true. Your exports of carpets have considerably increased during the last few years. It appears that Chinese carpets are in high demand.

W: Shall we go to the sample room?

M: That would be perfect.

W: Here is our sample room.

M: Oh, you certainly have a large collection of sample carpets here.

W: You're right. This way, please. Here is a pure wool carpet and that one is of artificial wool. Both are quite popular.

M: Oh, the material is soft and springy. Is this carpet handmade?

W: Yes. Our carpets are woven in two ways: by hand or by machine.

M: Oh, the designs are so nice!

W: This is the well-known Beijing-style carpet. Its pattern is very popular and the style



is unique. One feature of the wool carpet is that it looks classic and elegant.

M: Very nice indeed. I think some of the items will find a ready market in Canada, especially your pure wool carpets. May I take back your catalog and a price list with me?

W: Certainly.



M: Good morning, Madam.

W: Good morning. I'm very interested in your exhibits. May I have some pamphlets?

M: Certainly, here you are.

W: Our company engages in bicycle trade. We used to purchase bicycles from Japan and Britain. As we intend to expand our business with China, I have come to the fair.

M: Our bikes are of good quality, as you can see from the samples here, and they have met with a favorable reception in overseas markets.

W: Well, this one looks nice.

M: This is our latest model. Compared with the old models, it is much lighter.

W: How many colors does it come in?

M: It is available in three colors: red, gray, and black.

W: Your new model is really attractive.



Tip

When describing a product to a prospective buyer, mentioning its popularity can be very persuasive. In the conversation, the man says that his bicycles have "met with a favorable reception in overseas markets." Can you think of other phrases that denote popularity?



Tip

When looking to emphasize the uniqueness or a specific feature of a product, the phrase "As you can see..." is useful. It draws the listener's attention directly and helps them to visualize the selling point.

Speaking up

1 CONVERSATION 1 Complete the conversation, then listen to the recording and check your answers.

M: What do you have there, Mrs. Lee?

W: 1) _____, Mr. Coffman.

M: Please let me have a look at it.

(Mr. Coffman is carefully examining the new product.)

W: 2) _____.

M: And what are the results?

W: We found that our tire averaged twice the mileage of other brands.

M: 3) _____?

W: Please look at this section of the tire. As you can see, these twin beads are set in very firmly. They will not break or come loose easily under normal driving conditions.

M: I think 4) _____.

W: I'm happy to hear that.

It's your turn!

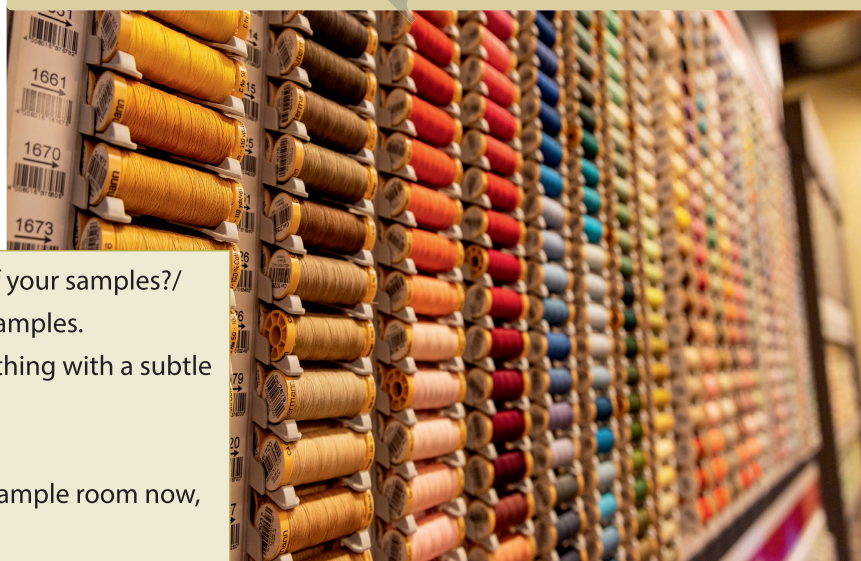
Make up a conversation following **CONVERSATION 1**. The language notes are for your reference.

SITUATION 1

Mr. Black is a British businessman specializing in textiles. He comes to trade with an import & export corporation. Mr. Zhang is showing him around the sample room.

Language notes

- Could you show me some of your samples?/
I'd like to see some of your samples.
- I'm quite interested in something with a subtle traditional Chinese flavor.
- It's very beautiful/delicate.
- I can show you around our sample room now, if you like.



2 **CONVERSATION 2** Rearrange the order of the following sentences to form a conversation. Listen to the recording and check your answers.

1. It's very durable. Look, here's a sample that has traveled 15,000 kilometers in delivery.
2. It's about three times as strong as the usual packaging material.
3. You don't believe it, do you? Everyone has doubts at first. Let's try something. We have some small gifts we'd like to give you before you leave. Let's package them in this material and mail them.
4. Please take a look at this. It's a revolutionary new packaging we've just developed.
5. It looks new. Has it really traveled 15,000 kilometers?
6. It doesn't look like it's made of paper. How strong is it?
7. Yes. Then you can see for yourself what an outstanding product this is.
8. I see. It must be hard to fold.
9. You mean to send them to my home?
10. Is it durable?
11. On the contrary, it folds easily.

□ → □ → □ → 8 → □ → 10 → □ → □ → 3 → □ → □

Tip

When describing a product, think about its USP (unique selling point). What makes it different from other products on the market? What makes it better than previous models designed by your company? Emphasizing these points can help to persuade potential buyers.

It's your turn!

Make up a conversation following **CONVERSATION 2**. The language notes are for your reference.

SITUATION 2

Mr. Sun and Mr. Wilson are at the Light Industrial Products Exhibition. Mr. Sun is describing his products to Mr. Wilson.



Language notes

- Could you give me a copy of the product description?
- First, it's light enough for easy carrying./It's extremely portable.
- A unique selling point is...



Tip

In your product description, be sure to provide information about how it could change the customer's life. Customers are always interested in products that can save them time and money.

It's your turn!

Make up more conversations based on the situations given below. The language notes are for your reference.

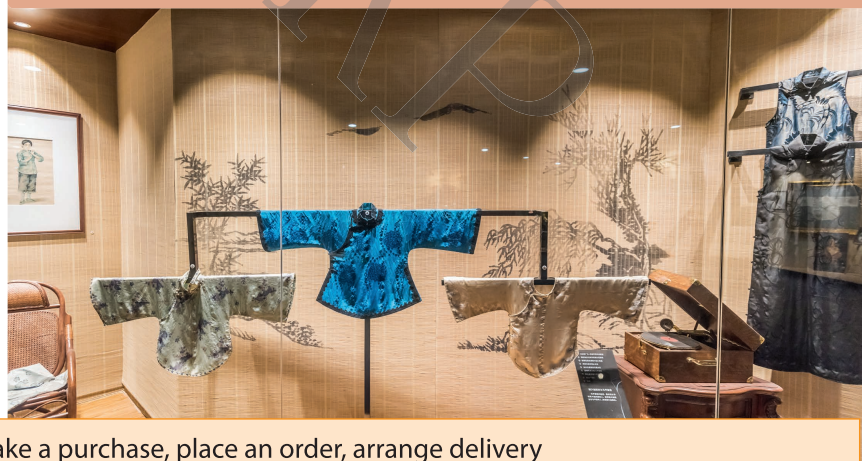
SITUATION 3

Ms. Wang is visiting an exhibition with the intention of purchasing some smart appliances. After going over the catalogs, she finds some models rather attractive. Mr. Anderson, an exhibitor from a company, tells her about their products.



SITUATION 4

Mrs. Johnson is asking about a kind of traditional Chinese clothing displayed in the sample room. Miss Zhao is trying to give her as much information as possible.



Language notes

- smart fridge, smart oven, make a purchase, place an order, arrange delivery
- This smartphone connects to your fridge. It also suggests recipes based on the ingredients you have.
- It's user-friendly and much safer than before.
- *hanfu* (汉服), Tang-style costume (唐装), cheongsam (旗袍), Chinese tunic suit (中山装)
- I'm interested in your products. Could you show me some of your samples?
- How can I make a purchase?
- Can you help me choose one and arrange fitting, please?
- You don't have to worry about its durability.

Acting out

- 1 LISTENING** Listen to the conversations. Match each conversation (shortened as “C”) to a picture, then listen again and complete the table. Finally, practice the conversations with your partner.

		Product	Feature
C1 ☐		Cloth	They are more 1) _____ than any 2) _____ ones on the market. The yarn is 3) _____ and 4) _____ in this fabric.
C2 ☐		5) _____	They are made of 6) _____. There are 7) _____ designs of that quality grade. It's possible to be 8) _____.
C3 ☐		9) _____	It uses 10) _____ as the “key.” The system can be modified to 11) _____ as well as lock them.

- 2 SPEAKING** Work in pairs. Describe a product to your partner. They should listen and guess what you are describing. Then swap roles.

Language notes

- It's a machine that has changed the ways people work and live.
- It's a machine that can take instructions and perform different tasks for the user.
- This machine is widely used around the world.
- It's a product that you may use every day.
- Many people wouldn't be able to live without this product.
- It's something that helps people to...
- I guess it's a(n)...
- You're talking about..., aren't you?
- You guessed it right.





Viewing together

Difficulties encountered by novices in the workforce

Word bank

assumption *n.* 假设, 臆断

conflicted *adj.* 因心理冲突而不知所措的

contradictory *adj.* 相互矛盾的, 不一致的

deliverable *n.* 应交付的产品, 可交付的成果

dumb *adj.* 愚蠢的, 笨的

empathetic *adj.* 移情的, 有同感的

generalist *n.* 通才, 多面手

hindsight *n.* 事后聪明, 事后领悟

humiliation *n.* 耻辱, 丢脸

instill *v.* 逐渐灌输

mentality *n.* 心态, 思想状况

mindful *adj.* 留心的

qualitative *adj.* 质量的, 定性的

quantitative *adj.* 量化的, 定量的

rookie *n.* 菜鸟, 新手

slate *v.* 批评, 抨击

subsequently *adv.* 随后, 后来

timeline *n.* 时间线, 时间表

business analyst 业务分析师, 商业分析师

dive in 热切地加入, 开始做(某事)

on the spot 当场, 现场

plug into 把……插进

presentation deck 演示文稿

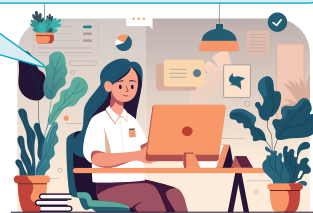
Before viewing

- 1 WARM-UP** Have you ever worked as an intern? Or have you ever taken any part-time jobs? If so, what difficulties did you come across? How did you overcome these difficulties?

I have worked as an intern at _____.

As an intern, the difficulties I faced were _____.

To overcome these difficulties, I _____.



While viewing

- 2 MAIN IDEA** Watch the video clip. Pay specific attention to the underlined words or phrases in each of the following sentences and choose the correct synonym for each word or phrase.

- I hope I didn't get slated for my accent because apparently it's never good enough.
 - promoted
 - criticized
 - laughed at
 - misunderstood
- I decided to just dive in and do the analytical work.
 - jump into the water
 - move downward
 - get started
 - drop in
- It's not the definition of being an independent thinker saying you cannot ask questions, but somehow, this idea has been instilled in my mind that I should be that way.
 - implanted
 - fulfilled
 - distilled
 - indicted
- As a junior, I always looked up to the people I worked with because they knew so much, they'd learned so much across the years, when I was just a rookie.
 - master
 - practitioner
 - veteran
 - greenhand
- Asking for help as a mentality, asking questions as a mentality is helpful in all kinds of situations at work.
 - mindset
 - spirituality
 - psychology
 - intellectuality

3 **DETAILS** Watch the video clip again and decide on the best answers.

1. What is the main topic of the discussion between the man and the woman?
 - A. Different accents in spoken English.
 - B. Internship experiences.
 - C. Difficulties people face when joining the workforce.
 - D. Dealing with interpersonal relationships in the workforce.
2. What was the woman's first job?
 - A. A business analyst at a consulting company.
 - B. A consultant at a small company.
 - C. A consultant at an oil and gas company.
 - D. A project manager.
3. Which of the following is NOT part of a business analyst's job according to the speaker?
 - A. Starting a specific project with a project team.
 - B. Solving a specific problem.
 - C. Doing analytical work.
 - D. Translating a presentation deck into different languages.
4. Which of the following statements is correct about the female speaker's experience of doing a presentation deck in the beginning?
 - A. She was not shy about anything when starting out on her job.
 - B. She was quite clear about what was expected of her in the beginning.
 - C. She failed to ask for specific requirements but just dived in before knowing what she was exactly asked for.
 - D. She failed to finish the presentation deck by the deadline.
5. What mistakes did the woman make when starting her career?
 - A. Having expectations that were too high.
 - B. Not wanting to look dumb as a beginner.
 - C. Assuming that other people knew what they were doing.
 - D. All of the above.

After viewing

- 4** **PROJECT** Interview someone who has recently joined the workforce. Ask them what difficulties they have encountered and what advice they would give you.



Voice of China

Translator Xu Yuanchong

Word bank

canon *n.* 经典文学作品

endeavor *v.* 努力, 奋力

lyric *n.* 抒情诗

maniac *n.* 疯子, 狂人

prolific *adj.* 多产的, 创作丰富的

rhyme *n.* 押韵

American Volunteer Group

(AVG) 美国志愿援华航空队 (飞虎队)

Aurora Borealis 北极光 (奖项)

Curtiss P-40 Warhawk 柯蒂斯 P-40 战鹰战斗机

Flying Tigers 飞虎队

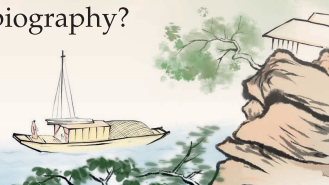
International Federation of

Translators 国际翻译家联盟

Vanished Springs 《追忆逝水年华》
(许渊冲自传)

1 UNDERSTANDING Watch the video clip twice and discuss the questions in groups.

1. Which institution awarded Xu Yuanchong the Aurora Borealis Prize for Outstanding Translation of Fiction Literature?
2. Which university did Xu Yuanchong study foreign languages at?
3. What kind of award did Xu Yuanchong receive for his outstanding translation service for the first American Volunteer Group?
4. What did Xu Yuanchong advocate by putting forward the "Three Beauties Theory"?
5. What is the title of Xu Yuanchong's autobiography?



2 CRITICAL THINKING Discuss the questions in groups. The language notes are for your reference.

1. At the end of the video clip, Xu Yuanchong reads a poem which was written by Mao Zedong. How do you interpret the final line in the context of "a Community with a Shared Future for Mankind"?
2. Do you have a favorite traditional Chinese poem? Translate it into English and see if you can find the English version translated by Xu Yuanchong. Compare your version with that of Professor Xu and discuss about how he applied the "Three Beauties Theory" in his translation.

Language notes

- I learned this poem when I was...
- The poem expresses the writer's... emotions/attitudes/beliefs/aspirations.
- I think the final line express the central theme of the poem that...
- I really appreciate the grandeur and beauty of the poem.
- Out of all the types of translation, poetry translation is probably the most challenging since...
- I find it really difficult to translate traditional Chinese poems.
- Poetry translation is a kind of art which demands...
- One of the challenges of translating poems is that...

视听说教程 4

VIEWING, LISTENING &
SPEAKING



VR版

VR手册

NEW HORIZON
ENGLISH COURSE

新视野英语教程

第四版

Career development

SITUATION

Mark is interviewing Mr. Carter, a successful alumnus of the university, in the campus interview room. You will play the role of Mr. Carter. Share your experiences and keys to success.



Mark



Mr. Carter



Thank you for joining us today. Could you share what led to your success?

(goal, engineer, innovative projects)



How did you turn that dream into reality?

(combination, focus on, hands-on experience)



What steps did you take after graduating?

(entry-level, step by step, prepare for bigger challenges)



How did you get involved in major projects at work?

(not enough, stay updated on, cutting-edge)



What else helped you succeed?

(advice, teamwork, problem-solving, trust, bigger opportunities)



So inspiring! What's the key to achieving your dreams?

(clear goals, persistent)



Your story is so motivating! Any advice for students like me?

(don't be afraid of failure, stay curious, chance to grow)



Thank you for your insights.

(will, way, believe in, move forward)



Conversation model

M=Mark C=Mr. Carter

- M:** Thank you for joining us today. Could you share what led to your success?
- C:** When I was studying here, I set a goal to become a great engineer and work on innovative projects. That dream has driven me since day one.
- M:** How did you turn that dream into reality?
- C:** It was a combination of having a clear career plan and putting in consistent effort. In school, I focused on learning and actively pursued hands-on experience.
- M:** What steps did you take after graduating?
- C:** I started with entry-level jobs and kept building my skills step by step. Each role prepared me for bigger challenges.
- M:** How did you get involved in major projects at work?
- C:** I realized that school education alone wasn't enough, so I kept learning and stayed updated on the cutting-edge industry knowledge.
- M:** What else helped you succeed?
- C:** I sought advice from experienced colleagues and improved my teamwork and problem-solving skills. These efforts helped me gain trust and bigger opportunities.

- M:** So inspiring! What's the key to achieving your dreams?
- C:** Setting clear goals and being persistent. If you know what you want and keep going, you'll eventually get there.
- M:** Your story is so motivating! Any advice for students like me?
- C:** You'll face challenges, but don't be afraid of failure. Stay curious, keep learning, and see failure as a chance to grow.
- M:** Thank you for your insights.
- C:** You're welcome. Remember, "Where there's a will, there's a way." Believe in yourself and keep moving forward—you'll make it!

Word bank

consistent *adj.* 持续不变的
hands-on *adj.* 亲身实践的
get involved in 参与
cutting-edge *adj.* 最尖端的