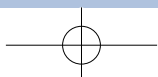**UNIT**

1

Liaison

## Unit Objectives

After studying this unit, you are able to:

- demonstrate the strength of your company;
- arrange an appointment and receive a client;
- communicate with your supervisors and colleagues;
- understand an inquiry about certain IT products;
- write a reply to an inquiry.

Warming-up

Task 1 Match the following pictures of IT products with the corresponding names.

A. desktop   B. notebook   C. server
D. mainboard   E. smart devices   F. peripherals
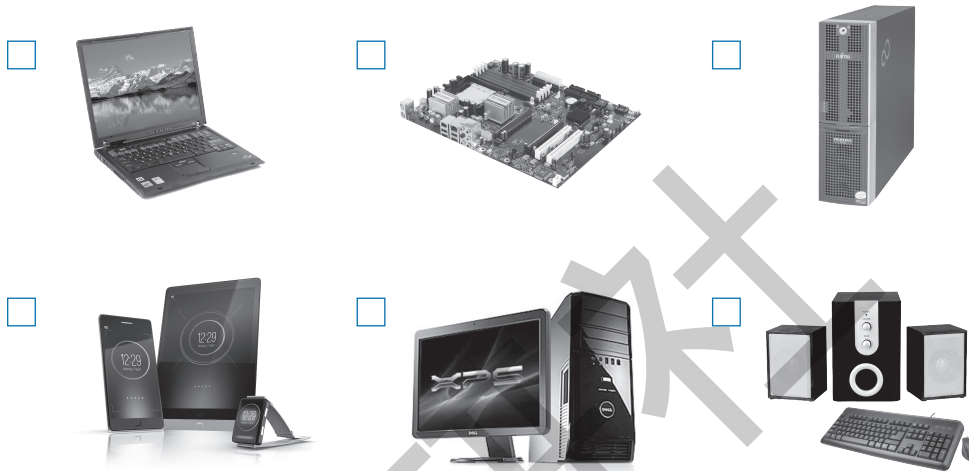
Task 2 Lenovo is a global IT company. It has several departments in its Intelligent Device Group(IDG) and Data Center Group(DCG). Match each department with its main responsibilities.

1. Research & Development	A. It deals with bills, salaries, taxes, investment and budgets, etc.
2. Production	B. It is responsible for advertising and market research and it organizes the selling of the products.
3. Testing	C. It produces the products.
4. Marketing & Sales	D. It deals with staff and is responsible for recruitment and staff training.
5. After-sales Service	E. It is responsible for buying the materials the company needs to make products.
6. Human Resources	F. It conducts researches, develops new products and makes product improvements.
7. Finance	G. It puts the finished products into a series of tests to see their overall performance.
8. Purchasing	H. It solves the problems that come from the customers.

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Reading A

Task 1 Before reading the passage, see how much you know about Lenovo by answering the following questions.

1. What do you know about Lenovo and its products?
2. What do you think leads to the global success of Lenovo?

Lenovo—Smarter Technology for All

In 1984, with a vision that computers would surely change people's way of work and life, Lenovo's founder Liu Chuanzhi, together with 10 like-minded colleagues, opened the New Technology Developer Inc. It later changed into the well-known name of Legend Group.

In the following years, bearing the core value of the company—innovation—in mind, Legend made a lot of important technical breakthroughs, such as the invention of the Legend Chinese character card that can translate the operating system from English into Chinese, the creation of "one-touch-to-the-Net" computers that can connect to the Net simply by pressing one button, and the development of the collaborative application technology. All these innovations contribute to Legend's leading share in the PC market in China for several decades.

In the year 2003, Legend announced its new "Lenovo" logo to prepare for its expansion into the overseas market. Two years later, Lenovo completed the buying of IBM's Personal Computing Division. It now employs over 63,000 people in more than 180 countries and regions with its Executive Headquarters located both in Raleigh (North Carolina), the US and Beijing, China. It has research and development centers in China, Japan and the United States. Besides the main PC manufacturing and assembly facilities in China, it has additional manufacturing and distribution facilities in the United States, Mexico, Brazil and many other countries.

Today, Lenovo's main business include developing, manufacturing and marketing high-quality PC products and value-added services. Its worldwide products include the famous ThinkPad notebooks and ThinkCentre desktops. In addition to its consumer and enterprise desktops and laptops, which take the leading share in Chinese as well as in the global PC markets, Lenovo also has a broad and expanding product line including tablets, smartphones, servers, storage, peripherals and smart devices. With the global need for intelligent transformation, Lenovo is now working on Smart IoT, Smart Infrastructure and Smart Verticals to offer a smart solution to the upgrading of traditional industries.

Committed to the four company values, namely, customer satisfaction, innovative spirit, accuracy, and trustworthiness, Lenovo is striving to be a new world company that designs and makes innovative and smart products and services to meet its global customers' needs.

Task 2 Read the passage and match each paragraph with the corresponding aspect of the company.

Lenovo

Paragraph 1 ●   ● A. Important breakthroughs

Paragraph 2 ●   ● B. Foundation

Paragraph 3 ●   ● C. Company values

Paragraph 4 ●   ● D. Main business

Paragraph 5 ●   ● E. Expansion

Task 3 Read the passage again and answer the following questions.

1. What is the original name of Lenovo?

_____

2. What are some of its technical breakthroughs?

_____

3. Why did Lenovo change its name from Legend to its present one?

_____

4. What are Lenovo's main business?

_____

5. What are Lenovo's company values? And which do you think is the most important for a company?

_____

Task 4 Match the following terms with their Chinese meanings.

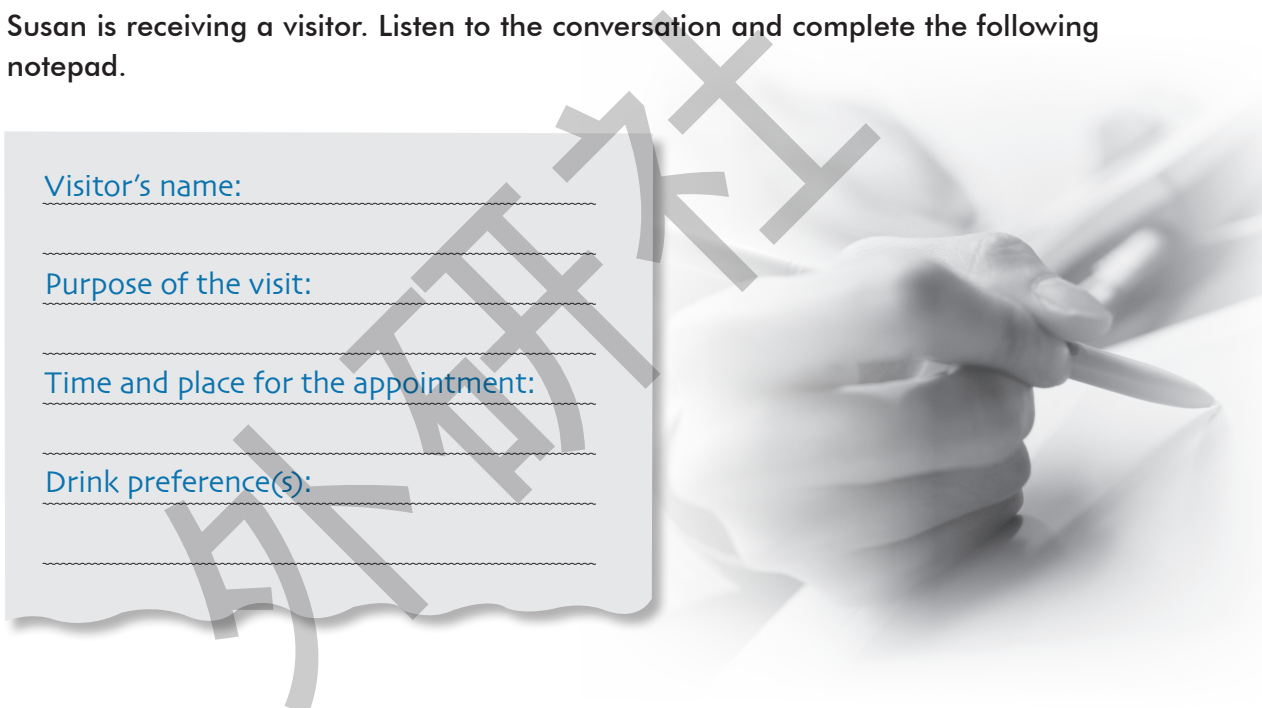|	
1. founder ●	● A. 创始人
2. technical breakthrough ●	● B. 汉卡
3. operating system ●	● C. 一键式上网
4. Chinese character card ●	● D. 家用台式机
5. one-touch-to-the-Net ●	● E. 操作系统
6. enterprise desktop ●	● F. 商用台式机
7. consumer desktop ●	● G. 服务器
8. server ●	● H. 外部设备
9. peripheral ●	● I. 智能设备
10. smart device ●	● J. 技术突破

Listening

Task 1 Susan is answering a call from Paul. Listen to the conversation and fill in the blanks with what you hear.

1. The conversation probably takes place between a(n) _____ and a(n) _____.
2. Paul Lee, the _____ manager from Tormarch Company, calls to learn about the _____ of Lenovo Company.
3. Paul Lee is arranged to meet the _____ manager of Lenovo Company tomorrow morning, for the manager is _____ at the moment.

Task 2 Susan is receiving a visitor. Listen to the conversation and complete the following notepad.

Visitor's name:

Purpose of the visit:

Time and place for the appointment:

Drink preference(s):

Task 3 Susan is calling Tormarch Company. Listen to the conversation and answer the following questions.

1. Why does Susan call?

_____

2. What are the requirements that Mr. Lee talked about last time?

_____

3. What are other requirements that Lisa mentioned this time?

_____

New Words
recommendation *n.* 推荐, 建议
affordability *n.* 可承受定价, 购买力

Task 4 Mr. Zhang is having a talk with Susan. Listen to the conversation and decide whether the following statements are true (T) or false (F).

- [ ] 1. Susan hasn't called the Tormarch Company yet.

- [ ] 2. Mr. Zhang is going to Hainan for a sales meeting tomorrow.

- [ ] 3. Mr. Zhang asks Susan to inform the sales representatives that the sales meeting time has to be changed to 5 o'clock this afternoon.

- [ ] 4. Mr. Zhang hopes that the sales representatives will bring the local sales analysis reports with them when they attend the meeting.

- [ ] 5. Mr. Zhang will not be back from Hainan until Thursday.

Task 5 Listen to a passage about the general responsibilities of secretaries and tick those responsibilities mentioned.

- [ ] type letters and emails
- [ ] proofread letters
- [ ] receive and distribute mails
- [ ] answer phone calls and put them through to the right people
- [ ] prepare payrolls
- [ ] make copies and send faxes
- [ ] greet customers and visitors
- [ ] complete bank transactions
- [ ] set up meetings and appointments
- [ ] purchase office supplies
- [ ] be in charge of the maintenance and check-ups of office equipment

📶 **Speaking**

Task 1 Work in pairs. Practice making short conversations with the expressions provided, based on the example below.

Example: Susan / Mr. Zhang / hold a sales meeting at 9 / meet Mr. Lee at 10

A: Good morning, Susan. What's my schedule for today?
B: Good morning, Mr. Zhang. You are supposed to hold a sales meeting at 9 o'clock this morning.
A: I see. What else? / Anything else?
B: You will meet Mr. Lee, the purchasing manager of Tormarch Company at 10 o'clock in your office.

---

1. Lily / Mr. Brown / make a speech at the meeting this afternoon / fly to Kunming for a promotional campaign of the newly-designed notebook

2. Anne / Ms. Black / prepare for a file about local sales analysis / go on a business trip to Dalian for the development of the local market

3. Toni / Ms. Green / attend "New Technology Fair" at the Conference Hall in the morning / have lunch with Mr. Ma from Tormarch Company

Task 2 Work in pairs. Susan, the secretary of Lenovo Company, is meeting the purchasing manager of Tormarch Company. Practice making a conversation according to the instructions below.

Manager of Tormarch Company	Secretary of Lenovo Company
Greet.	Greet and welcome.
Say something nice about Lenovo Company.	Invite the client to take a seat.
Express thanks.	Offer something to drink.
Express thanks and enjoyment.	

Task 3

Work in pairs. Susan is telling Mr. Zhang about Tormarch Company's requirements. Finish the conversation according to the expressions in the Language Focus Box.

Language Focus Box

A. They said that the products should be reliable and secure.
B. They hoped that the laptops could have easy access to networks.
C. They also asked about the possible discount we could offer.
D. In their mind, a nice look of the computer is as important as its performance.

Susan: Good afternoon, Mr. Zhang. I have phoned the Tormarch Company about their requirements of our products.

Mr. Zhang: Great. What did they say?

Susan: 1 _____.

Mr. Zhang: Yes, of course.

Susan: Besides, 2 _____.

Mr. Zhang: That makes sense. Easy connection to the Net can help them do business better. Anything else?

Susan: 3 _____.

Mr. Zhang: How much are they willing to pay for each?

Susan: 9,000 *yuan* at most.

Mr. Zhang: I see. Is that all?

Susan: No. They also mentioned the design. 4 _____.

Mr. Zhang: Really? That's interesting.

Task 4

Work in groups. Susan is offering the staff members in the office some tips on how to use the printers. Role-play a conversation with the tips given below.

❖ Always turn the printer on and off by using the printer's on/off switch.

❖ Keep the printer clean, for dirt and paper shreds can interfere with the printer's normal functions.

❖ Use the proper type of paper for the printer and do not mix different types of paper in the same bin.

❖ When the printer indicates the ink cartridge is empty, remove the cartridge, tip it and reinsert it back. Then you can get a little more printing ink.

Reading B

From:	puallee@tormarch.com
To:	susanpacher@lenovo.com
Cc:	
Subject:	Further enterprise laptop inquiry

Dear Susan,

After talking with your sales manager Mr. Zhang both in person and on the phone about our expectations of your enterprise laptops, we are basically satisfied with your recommendation of the ThinkPad X series.

As you know, we are a small company featuring in career training. Your cutting-edge technologies such as built-in high-speed mobile broadband connectivity, excellent multimedia capabilities, as well as a stylish design are just fit for our needs. Besides, the software and service packages that come with your computers seem to be developed with users like us. With those packages, we can get timely help when we have trouble in things such as connecting to the Internet, managing passwords, recovering data and updating the computers.

However, after examining your price list and carefully comparing it with that offered by other enterprise laptop vendors, we feel that your price for the ThinkPad X series is a little bit higher. So, I am writing to talk to you about the possible discount you might give when we make a volume purchase. If we buy 100 notebooks at one time, could you give us 10 percent off?

I am also writing to you to inquire about your LAN equipment, for we are going to build a LAN in our company pretty soon. Could you please send us some brochures of your products so that we can have a look first?

Look forward to hearing from you soon.

Yours sincerely,

Paul Lee

Task 1 The above email contains the features of ThinkPad X series. Find out what features are described by filling in the blanks.

1. built-in high-speed mobile _____ connectivity
2. excellent _____ capabilities
3. a stylish _____
4. software and service _____
5. timely _____ when users are in trouble

Task 2 Read the email again and choose the best answer for each question.

1. According to the email, what is NOT true about Mr. Zhang and Paul Lee?
   A. They have met each other face to face.
   B. They have talked with each other on the phone.
   C. They have discussed about ThinkPad X notebooks.
   D. They have signed a contract for the sale of the ThinkPad X series.

2. What is Paul Lee's attitude toward Lenovo ThinkPad X series?
   A. Extremely satisfied.   B. A little bit satisfied.
   C. Generally satisfied.   D. Not satisfied at all.

3. According to the email, what is NOT true about the ThinkPad X series?
   A. They have mobile broadband connectivity.   B. They are fashionable.
   C. They have powerful multimedia capabilities. D. They are rather cheap.

4. What is Paul Lee's purpose in writing this email?
   A. To ask about a possible discount for a large purchase and LAN equipment.
   B. To tell Mr. Zhang his satisfaction with their ThinkPad X series.
   C. To inform Mr. Zhang that their company is going to build a LAN.
   D. To tell Mr. Zhang that they cannot afford the ThinkPad X series.

Task 3 Match the following terms with their Chinese meanings.

1. price list	A. 前沿技术
2. cutting-edge technology	B. 数据恢复
3. career training	C. 报价单
4. built-in mobile broadband connectivity	D. 职业培训
5. multimedia capability	E. 内置移动宽带连接
6. stylish design	F. 软件和服务包
7. software and service package	G. 密码
8. password	H. 多媒体功能
9. data recovery	I. 大宗采购
10. volume purchase	J. 时髦的设计

Writing

Task Fill in the missing words in the email that Susan wrote to Paul Lee responding to his inquiry about Lenovo products in Reading B.

From:	susanpacher@lenovo.com	
To:	paullee@tormarch.com	
Cc:		
Subject:	Reply to your further enterprise laptop inquiry	

Dear Mr. Lee,

　　Thank you for your 1 _____ (兴趣) in and fine words for our ThinkPad X 2 _____ (系列). You really have an eye in 3 _____ (选择) these products for your company. The laptops have excellent multimedia capabilities which can help you most when you give presentations in your 4 _____ (职业培训) courses. They also have other wonderful features which can facilitate your company's growth.

　　As for your request of 10 percent off for your purchase of 100 notebooks at one time, our 5 _____ (销售经理), Mr. Zhang, has 6 _____ (同意) to give that 7 _____ (折扣) after he talked with his supervisor. And he asked me to inquire about the possible time at which we can sign a purchasing 8 _____ (合同).

　　Enclosed are the company's 9 _____ (小册子) of LAN 10 _____ (设备). We are looking forward to hearing from you about your inquiry of the equipment.

　　Thank you again for your choice of our products.

<div align="right">Yours sincerely,

Susan Pacher</div>

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Project

Project Guidelines

This project aims to help you promote the image of an IT company. The overall tasks are divided into three steps. Step One emphasizes the importance of coming up with different ways of promotion. Step Two focuses on the necessity of inviting different opinions on your project. Step Three rests on the feasibility of your promotional project.

Please follow the **Task Description** to complete the project.

Task Description

1 Step One

- Organize a small group with 4–6 people in your class;
- Log on the Net to search for an IT company to be promoted by your group;
- Come up with different ways (advertisements, flyers, brochures, videos and websites, etc.) to promote the image of this company;
- Discuss and finally choose one way, e.g. brochures, as your plan.

2 Step Two

- Design your promotion;
- Present your work to the whole class;
- Invite the teacher and all the classmates to evaluate the effect of your group's promotion.

3 Step Three

- Reflect on the evaluation of your group's performance and improve your ways of promotion;
- Send your promotional products to the company involved to see if your project is workable.

📶 Self-evaluation

Rate your progress in this unit.	D	M	P	F*
I can understand an introduction of a company.	☐	☐	☐	☐
I can understand conversations between a client and a receptionist.	☐	☐	☐	☐
I can understand conversations between a secretary and a supervisor.	☐	☐	☐	☐
I can use common reception expressions.	☐	☐	☐	☐
I can understand an inquiry.	☐	☐	☐	☐
I can write a reply to an inquiry.	☐	☐	☐	☐

Note: Distinction, Merit, Pass, Fail

New Words and Expressions

Reading A

New Words

accuracy /'ækjərəsi/ *n*. 准确 (性)
additional /ə'dɪʃənəl/ *adj*. 附加的, 另外的
assembly /ə'sembli/ *n*. 装配
breakthrough /'breɪkθruː/ *n*. 突破
colleague /'kɑːliːg/ *n*. 同事
core /kɔːr/ *n*. 核心
expansion /ɪk'spænʃən/ *n*. 扩张
innovation /ˌɪnə'veɪʃən/ *n*. 新发明
like-minded /ˌlaɪk'maɪndɪd/ *adj*. 趣味相投的
logo /'loʊgoʊ/ *n*. (公司或组织的) 标识, 标志
overseas /'oʊvər'siːz/ *adj*. (在) 海外的, (在) 国外的
share /ʃer/ *n*. 股, 股份
strive /straɪv/ *v*. 努力, 奋斗
technical /'teknɪkəl/ *adj*. 技术的, 技术上的
trustworthiness /'trʌstˌwɜːrðɪnɪs/ *n*. 值得信赖, 可靠
value /'væljuː/ *n*. 价值, 价值观

Phrases & Expressions

bear in mind 记住
contribute to 有助于, 促成
in addition to 除……之外 (还)

Technical Terms

IoT "Internet of Things"的缩写, 物联网
peripheral *n*. (=peripheral device) 外围设备, 外部设备
server *n*. 服务器
smart device 智能设备
Smart Infrastructure 智能基础架构
smartphone *n*. 智能手机
storage *n*. 存储器
tablet *n*. 平板电脑

Proper Names

Brazil 巴西
Chinese character card 汉卡
Executive Headquarters 执行总部
Mexico 墨西哥
North Carolina 北卡罗来纳州 (美国)
Personal Computer Division 个人电脑部
Raleigh 罗利

Reading B

New Words

basically /'beɪsɪkli/ *adv*. 基本上
discount /'dɪskaʊnt/ *n*. 折扣
expectation /ˌekspek'teɪʃən/ *n*. 期望
feature /'fiːtʃər/ *v*. 以……为特色
inquiry /ɪn'kwaɪri/ *n*. 询问
package /'pækɪdʒ/ *n*. 软件包
recommendation /ˌrekəmen'deɪʃən/ *n*. 推荐
stylish /'staɪlɪʃ/ *adj*. 有风格的, 时髦的
timely /'taɪmli/ *adj*. 及时的, 适时的
vendor /'vendər/ *n*. 卖主

Phrases & Expressions

in person 亲自, 本人
fit for 适合
volume purchase 大宗采购

Technical Terms

broadband connectivity 宽带连接
built-in *adj*. 内置的
data recovery 数据恢复
multimedia capability 多媒体功能
update *v*. 更新

📶 Vocabulary and Structure

Task 1 Fill in the blanks with the words or phrases that match the meanings in the column on the right. The first letters are already given.

v_____   power of looking ahead

i _____   a new idea, method, or device

b_____   an important new discovery

c_____   the most important or central part of something

a_____   more than what was expected

c_____   someone who buys and uses products or services

f _____   rooms, equipment, or services that are provided for a
                                              particular purpose

s _____   to make a great effort to achieve something

c_____ _____   to play a significant part in making something happen

b_____ _____ _____   to remember; to keep in one's mind

Task 2 Fill in each blank with the proper form of the words given in brackets.

1. To the disappointment of his manager, it took him a(n) _____ (add) week to finish the task.

2. With good financial policies, the company soon _____ (expansion) into a large-sized enterprise.

3. The fierce _____ (competitor) in the global market reduced their profit to a large degree.

4. They spent one year abroad simply _____ (broad) their mind.

5. She is a very careful worker. Whatever she does is with great _____ (accurate).

6. You can rely on him to do that, for he is quite _____ (trustworthiness).

7. Their ability to _____ (innovation) has allowed them to compete in world markets.

8. Alcohol may not be _____ (consumer) in the building.

9. It's a children's book, but I _____ (recommendation) it to everyone.

10. Where did you buy that _____ (style) handbag? It's so attractive!

Task 3 Complete the following sentences with the words or phrase given in the box. Change the form if necessary.

update	feature	market	built-in	click
expectation	locate	vision	inquire	contribute to

1. We need a leader with _____ and strong principles.
2. We need to _____ our database.
3. Violence _____ too strongly in many TV shows.
4. Many important writers have _____ the debate.
5. The company's Research & Development Center is _____ in Shanghai.
6. You can start the program by _____ this button.
7. The camera has a(n) _____ flash.
8. The price you offered is beyond our _____.
9. The guard stopped her and _____ about her name.
10. A successful businessman must be good at _____ strategies.

Task 4 Match each of the following verbs with the possible noun to form a phrase.

1.

install	the password
manage	the data
connect to	the Net
click	the mouse
update	a LAN
build	the software

2.

type	notes
take	letters
arrange	phone calls
answer	appointments
deliver	office supplies
purchase	mails

📶 Grammar

Parts of Speech and Sentence Components

Task 1   Identify the part of speech of each underlined word in the following paragraph.

Andrew didn't go <u>to</u> the <u>bar</u> with <u>other</u> students. Rachel <u>told</u> him <u>they</u> were going <u>there</u>, but <u>he</u> wanted to <u>finish</u> his homework. Andrew isn't very <u>sociable</u>. He always stays <u>in</u> his room <u>and</u> concentrates <u>totally</u> on his studies. He's <u>an</u> <u>excellent</u> student, <u>but</u> he doesn't have much <u>fun</u>.

1. to	*prep.*	9. sociable	_____
2. bar	_____	10. in	_____
3. other	_____	11. and	_____
4. told	_____	12. totally	_____
5. they	_____	13. an	_____
6. there	_____	14. excellent	_____
7. he	_____	15. but	_____
8. finish	_____	16. fun	_____

Task 2   Identify the part of speech of the underlined word in each sentence.

1. We went to a wonderful <u>show</u> in Beijing.   *n.*
2. Jenny wanted to <u>show</u> Jack her photos.   _____
3. Henry <u>thought</u> Claire looked beautiful.   _____
4. A strange <u>thought</u> came into her head.   _____
5. The windows are <u>clean</u>.   _____
6. We should <u>clean</u> the windows.   _____
7. Wendy is feeling quite <u>tired</u> now.   _____
8. Studying all day had <u>tired</u> Wendy out.   _____
9. We did some <u>hard</u> work.   _____
10. They worked <u>hard</u>.   _____
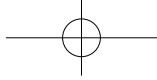
Task 3   Match each underlined word with the component it serves in the sentence. Some sentence components may be used twice.

1. Time flies.   ●
2. The scenery is beautiful.   ●
3. My father works in a large company.   ●
4. She loves music very much.   ●
5. He passed me a book.   ●
6. The visitor gave an apple to the monkey.   ●
7. I have the perfect present for her.   ●
8. He came back sick.   ●
9. John runs quickly.   ●
10. We students should study hard.   ●

● A. subject
● B. predicate
● C. object
● D. attribute
● E. adverbial
● F. complement
● G. predicative
● H. appositive

Task 4   Fill in each blank with the proper form of the words given in brackets.

1. Living in the country is less ___*expensive*___ (expense) than living in the city.
2. We need to reduce our _____ (depend) on oil as a source energy.
3. The chairman emphasized his ideas by speaking more _____ (loud).
4. Some American businessmen in China are spending a lot of time in _____ (learn) Chinese.
5. Some people do believe that smoking will _____ (certain) cause lung cancer.
6. I'm _____ (real) sorry for the mistake our office worker made last month.
7. Her _____ (beautiful) had faded over the years.
8. The sellers allowed us to pay them on a _____ (month) basis.
9. It's _____ (danger) for women to walk alone at night.
10. I was impressed by the _____ (deep) and complexity of the book.

词类与句子成分

词 类	缩 写	中文名	例 子	概念或功能
noun	*n.*	名词	boy, milk, bike	表示人、物及抽象概念的名称，除谓语 (predicate) 外，可充当句子的大部分成分。
pronoun	*pron.*	代词	you, I, my, yours	代替名词或起名词作用的短语、句子，可充当主语 (subject) 、表语 (predicative) 和宾语 (object) 等。
adjective	*adj.*	形容词	good, happy, nice	描绘人或事物的特征、性质、状态，可作定语 (attribute) 、表语、补语 (complement) 等。
adverb	*adv.*	副词	well, badly, quickly	修饰动词、形容词、副词或全句，表达时间、地点、程度、方式等概念，主要用作状语 (adverbial) 。
verb	*v.*	动词	be, cut, run, jump	表示动作或状态，作谓语或作为系动词 (linking verb) 与表语连用。
numeral	*num.*	数词	two, third	表示数目多少或顺序，可作主语、宾语、定语、同位语 (appositive) 等。
article	*art.*	冠词	a, an, the	限定、说明名词的所指。
preposition	*prep.*	介词	at, in, with, for	表示词与词、词与句之间的关系，与介词宾语构成短语，可作表语、定语、状语、补语等。
conjunction	*conj.*	连词	and, so, because	连接词、短语或句子，表达逻辑关系。
interjection	*interj.*	感叹词	oh, yeah, ouch	表示喜怒哀乐等感情或情绪。

Comprehensive Exercises

Task 1 Cross out the wrong word in each underlined word pair.

Dear Christine,

Well, here I am in Australia. Thank you for your 1 <u>kind/~~kindly~~</u> letters. You ask me what it's like here. I must say it's pretty 2 <u>good/well</u>! The language school is very 3 <u>efficient/ efficiently</u> organized. On the first morning we had to take a test, which I found rather 4 <u>hard/ hardly</u>. However, I got a 5 <u>surprising/surprisingly</u> good mark, so I'm in the second class. I didn't do well at first, because I couldn't think of the words 6 <u>quick/quickly</u> enough, but 7 <u>late/lately</u> I've become much more 8 <u>fluent/fluently</u>. I'm staying with a family who live 9 <u>near/nearly</u> the school. They are quite 10 <u>pleasant/pleasantly</u> although I don't see much of them because I'm always so 11 <u>busy/busily</u> with my friends from school. I was surprised how 12 <u>easy/easily</u> I made friends here. They come from 13 <u>different/differently</u> parts of the world and we have some 14 <u>absolute/absolutely</u> fascinating discussions. I do hope you will be able to join me here next term. I'm sure we'd have a 15 <u>good/well</u> time together.

Best wishes,

Celia

Task 2 Rewrite each of the following sentences without changing its meaning.

1. The boy is a quick learner.

   The boy learns _____.

2. The man can cook really well.

   The man is a(n) _____.

3. Your behavior was quite foolish.

   You behaved _____.

4. The hotel staff treated us in a very friendly manner.

   The hotel staff were _____.

5. He proposed that we put off our meeting, which is unreasonable.

   His _____ that we put off our meeting is unreasonable.

6. Philippa is usually a hard worker.

   Philippa usually works _____.

7. Tom looked sad when he saw the injured dog.

   Tom looked _____.

8. I wish you could swim fast.

   I wish you were a(n) _____.

9. She speaks perfect English.

   She speaks English _____.

10. I didn't go out because of the heavy rain.

    I didn't go out because it rained _____.

Task 3 Identify the part of speech of each underlined word or phrase in the following paragraph, and the sentence component it serves.

Mike thinks Lily is beautiful. He loves her madly and dreams of marrying her, but
①   ②   ③   ④   ⑤   ⑥

unluckily he is rather old for her. Today they are at a café. With their friends Jenny and Lucy on
⑦   ⑧   ⑨   ⑩   ⑪   ⑫   ⑬

the spot, Mike can't get romantic with Lily. But he might buy her some flowers later to make
                                                                      ⑭   ⑮

her happy.
   ⑯

Word/Phrase	Part of Speech	Sentence Component
1. ① Mike 2. ⑨ Today 3. ⑬ Jenny 4. ⑮ flowers		
5. ② beautiful 6. ⑧ old 7. ⑭ some 8. ⑯ happy		
9. ④ loves 10. ⑩ are		
11. ③ He 12. ⑥ her		
13. ⑤ madly 14. ⑦ unluckily		
15. ⑪ at a café 16. ⑫ With their friends		

Task 4 Fill in each blank with the proper form of the words given in brackets.

When Helen Keller was born she was a(n) 1 _____ (health) baby. But 2 _____ (unfortunate), when she was 19 months old, she had a sudden fever. Later, the fever 3 _____ (disappearance), but she became blind and deaf.

When Helen was 7 years old, a teacher, Anne Sullivan, came to live with Helen's family. First, Anne taught Helen how to talk with her fingers. Then Anne taught Helen to read by the Braille system. Helen learned these things 4 _____ (quick). However, learning to speak was harder. Anne continued to teach Helen with 5 _____ (patient). 6 _____ (final), when Helen was 10 years old, she could speak 7 _____ (clear) enough for people to understand her.

Helen went to an institute for the blind, where she did very well in her studies. Then she went to college, where she graduated with honors when she was 24 years old. Helen traveled 8 _____ (extensive) with Anne. She worked 9 _____ (tireless), traveling all over America, Europe, and Asia to raise money to build schools for blind people. Her main message was that disabled people are like everybody else. They want to live life fully and 10 _____ (normal). Helen wanted all people to be treated equally.

Wisdom of China

联想和精准医疗

　　精准医疗（precision medicine）是智慧医疗（smart healthcare）的一部分，其目的是最大限度地利用个体基因组实现疾病的个体化预防、诊断和治疗。目前不少国家已经启动群体基因组（population-level genome）项目，然而，庞大的数据处理工作使得这些项目面临极大挑战，至今各个数据中心仍然需要花150到160小时来处理单个全基因组（a single whole genome）信息，花4到6小时来处理一个外显子组（exome）信息。联想利用优化的架构（optimized architecture）和基因组规模测量工具（the genomics sizing tool），帮助世界各地的数据中心加快工作流（workflow），有效规划高性能计算（high performance computing）资源，设计整个集群（cluster）的数据流（data flow）、存储和管理，使得单个全基因组和外显子组的处理时间分别降为5.5小时和4分钟，从而使精准医疗成为可能。
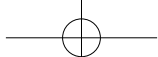
2

Design Proposal

Unit Objectives

After studying this unit, you are able to:

- get basic knowledge about local area networks;
- understand the advertisement of an IT company;
- summarize the requirements of a client;
- understand what a LAN is;
- make a comparison among ISPs.

Warming-up

Task Match each term with its corresponding picture and then choose the right term to complete each sentence below.

□

□
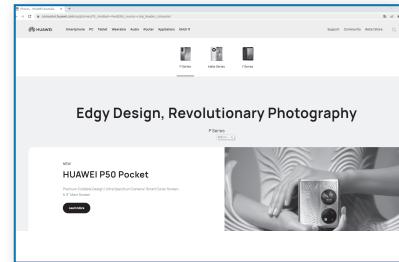
A. ISP (Internet Service Provider)

B. Wi-Fi

C. email

D. website

□

□
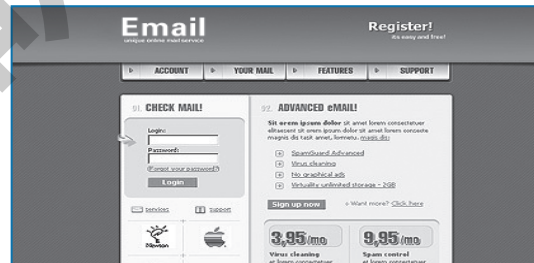
1. A(n) _____ allows people to compose, send, and receive messages quickly and conveniently at any time rather than going to the post office and mailing a letter.

2. More and more companies are building a(n) _____ about their products and services as a way to promote business online.

3. A(n) _____ is a company that offers its customers access to the Internet and it connects to its customers using a data transmission technology appropriate for delivering Internet Protocol datagram, such as dial-up, DSL, cable modem, etc.

4. _____ is a wireless networking protocol that allows devices to communicate without direct cable connection.

Reading A

Task 1 **Before reading the passage, think about how often you use the wireless network by answering the following questions.**

1. How do you connect your devices, e.g. cell phone, laptop, to the Internet?
2. Do you always try to use free Wi-Fi whenever possible?

Difference Between Wireless LAN and Wi-Fi

Wireless local area network, also known as WLAN or wireless LAN, is a term for using wireless digital signals to connect computers and other devices.

In the context of computers and smart devices, wireless means that they can talk to each other digitally without having to be connected with wired technologies like Ethernet cables or dial-up modems that speak across the landline phone system. A local area network, or LAN, is any system that allows digital devices in a small geographic area, or even inside a building, to talk to each other. Many LANs nowadays are also connected to a wide area network and often ultimately to the Internet.

A wireless LAN is very similar to a wired LAN but with one big difference: Devices don't use any cables to connect to the Internet. This can be useful for reducing clutter in homes or offices and for making it possible to move devices like smartphones and laptops around without loss of network connections or having to stretch wires from place to place.

One of the most common ways to build a wireless LAN today is using Wi-Fi. It's not the only wireless LAN technology out there, but it's the one you're most likely to encounter. Wi-Fi uses radio waves to exchange information between devices. These radio waves are transmitted on specific frequency—2.4 GHz or 5 GHz. Frequency depends on the 802.11 standard which the device uses.

Generally, Wi-Fi networks in homes and offices have devices called routers that effectively direct traffic throughout the LAN and connect to the Internet. There are also access points built into the router to listen for connections from computers in the area. Routers usually support multiple versions of Wi-Fi standards, so they can support multiple generations of devices. If you are setting up a network, you should make sure that all your devices will be compatible with it.

Wi-Fi isn't the only wireless LAN technology. The first is usually considered to be AlohaNet, which was created to connect computers at the University of Hawaii in the 1970s. Since then, a number of other wireless standards have been developed, though they've essentially been eclipsed by Wi-Fi. One other wireless system currently in wide use is Bluetooth, although it's usually used to create a paired connection between two devices rather than a broader LAN.

Task 2 Read the passage and decide whether the following statements are true (T) or false (F).

☐ 1. With WLAN, computers and smart devices can communicate with each other without cables or wires.

☐ 2. Local area networks, or LANs, are usually disconnected to a wide area network.

☐ 3. Wi-Fi isn't the only wireless technology people use around the world but it's the most common one.

☐ 4. It's essential to ensure all your devices are compatible with your network.

☐ 5. There are many other wireless LAN technologies which are as widely used as Wi-Fi.

☐ 6. A wireless LAN has the advantage of tidiness because it doesn't need cables.

Task 3 Read the passage again and answer the following questions.

1. When was the wireless LAN technology firstly created?

   _____

2. What are the names of other wireless LAN technologies mentioned in the passage?

   _____

3. What is the main advantage of the wireless LAN?

   _____

4. What does Wi-Fi use to connect devices to the network?

   _____

5. How is Bluetooth, another popular wireless technology, different from Wi-Fi?

   _____

Task 4 Match the following terms with their Chinese meanings.

1. smartphone	A. 蓝牙
2. wireless LAN	B. 拨号调制解调器
3. Ethernet	C. 以太网
4. dial-up modem	D. 无线局域网
5. wide area network	E. 广域网
6. router	F. 路由器
7. radio wave	G. (无线) 接入点
8. access point	H. 配对连接
9. Bluetooth	I. 无线电波
10. paired connection	J. 智能手机

Listening

Task 1 A company is advertising its network services on TV. Listen to the first part of the advertisement and complete the following notepad.

> Name of the company:
> _____
> _____
>
> Things the company can do:
> _____
> _____
>
> Email address of the company:
> _____
> _____
>
> Phone number of the company:
> _____
> _____

Task 2 Listen to the whole advertisement and decide whether the following statements are true (T) or false (F).

☐ 1. ENet Company can help you set up the network by yourself.

☐ 2. Data networks these days have become more and more important.

☐ 3. ENet Company can help you set up a secure, high-speed, and cost-effective network.

☐ 4. According to the advertisement, the Intranet and Internet are converging nowadays.

☐ 5. If you would like more information on how the company can help with your network connectivity questions, you can contact the company through either the email or the phone.

Task 3 Betty is talking with a client. Listen to the conversation and answer the following questions.

1. Where does the conversation probably take place?

   _____

2. How does the man know the company?

   _____

3. What does the company provide in particular?

   _____

4. How can the man get more details about the company?

   _____

5. Does the man order the service right now?

   _____

Task 4 Mr. Peterson is visiting ENet company again. Listen to the conversation and choose the best answer to each question.

1. Why does Mr. Peterson visit the company again?

   A. To order the company's LAN design service.

   B. To make a complaint.

   C. To introduce his company.

> **New Words**
>
> extensible *adj.* 可扩展的
> internal *adj.* 内部的
> DNS 域名服务

2. When was Mr. Peterson's company established?

   A. Last week.   B. Last month.   C. Last year.

3. How many computers will work together in the LAN of Mr. Peterson's company?

   A. 15.   B. At least 50.   C. At least 55.

4. How many days are needed to complete the plan according to Betty?

   A. 1–2 days.   B. 3–5 days.   C. One week.

5. What does Betty give to Mr. Peterson at last?

   A. Her business card.   B. A folder.   C. Both A and B.

Task 5 Listen to the conversation again and fill in the blanks with what you hear.

Mr. Peterson: Hi, Betty. I'm Ralph Peterson. Nice to see you again.

Betty: Nice to see you, Mr. Peterson. I'm so pleased you could come. Will you sit here, please?

Mr. Peterson: Thank you, Betty. You know, 1 _____.
After reading your brochures, I'm very interested.

Betty: Thank you very much! I'm glad to hear this. Could you tell me your demand?

Mr. Peterson: Our company was established last month. 2 _____.
And the LAN can hold at least 50 computers working at the same time.

Betty: No problem. I'm sure that 3 _____.

Mr. Peterson: How long would it take before I could see the plan?

Betty: Generally, the time we take to complete the plan is 3–5 days.

Mr. Peterson: That sounds very good. 4 _____. What's more, we quite hope that 5 _____.

Betty: OK, I see. Mr. Peterson, here is my business card and a folder for you, and the folder includes our company profile and a price list. I hope it will help you.

Mr. Peterson: Thank you.

Betty: If you have any questions please contact me. You will find my telephone number and email address on my card.

Mr. Peterson: OK. I'd like to say goodbye to you now. Thank you for your time.

Betty: I'm very glad to have met you, Mr. Peterson. Let's keep in touch. Goodbye.
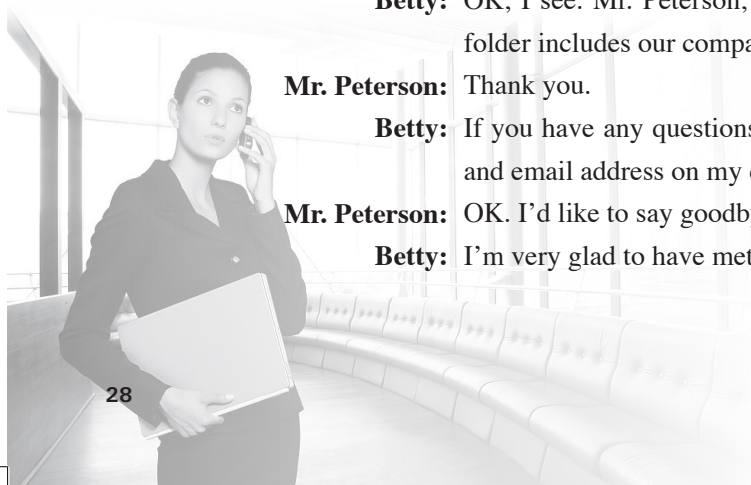
Speaking

Task 1 Work in pairs. Practice making short conversations with the expressions provided, based on the example below.

> Example: ABC Company / Ross Stein / web design / web designer
>
> **A:** Good morning. Is that ABC Company?
> **B:** Yes. Can I help you?
> **A:** This is Ross Stein. I'm quite interested in your web design services.
> **B:** I see. I will put you through to a web designer. Would you hold on, please?

1. Beijing Internet Services Company / Xiao Wang / WLAN design / expert

2. Impact Solutions Company / Monica Smith / web design plan / web design engineer

3. New Hope Company / Norman Whitney / LAN design specifications / LAN designer

Task 2 Work in pairs. Suppose the manager of ABC Company wants to ask ENet Company about wireless LAN design. Practice making an appointment by telephone based on the expressions below.

Manager of ABC Company

Designer of ENet Company
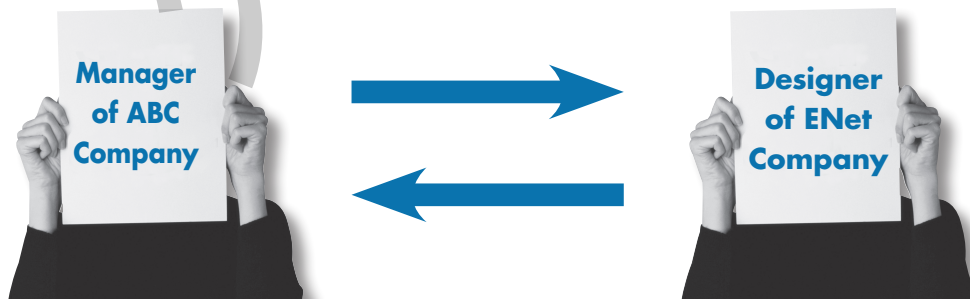
Manager of ABC Company	Designer of ENet Company
I'd like to make an appointment with…	When is it convenient…?
Could we meet and…?	What time…?
I'd like to…	We will be waiting for…
I'm afraid I have to…	That's all right.
Can we make… a little later?	… reschedule it?

Task 3 The manager of ABC Company is talking with the director of ENet Company in his office. Role-play the conversation according to the instructions below.

Manager of ABC Company	Director of ENet Company
Greet.	Greet and ask for the requirements of the LAN design.
Say the requirements.	Understand and express hope to visit their company in person.
Agree.	Confirm the time of visiting.
Express welcome.	Express thanks.

Task 4 Work in pairs. Suppose you make a return visit to ABC Company to ask about whether the LAN works well. Discuss what possible questions you can ask and what answers you may get. Some examples have been given for your reference.

Questions	Answers
Can you easily download anything you want from the Internet?	No. The downloading process is always slow.
How do you think about the speed of Wi–Fi here?	It's OK. I'm satisfied.
Can you share files easily?	It's much easier than to send files via email.
_____	_____
_____	_____
_____	_____

Reading B

Task 1 Before reading the passage, see how much you know about LAN by answering the following questions.

1. How does your computer connect to the Internet?
2. Do you know what kind of people use local area network at work?

What Is a Local Area Network?

The local area network (LAN) has been around since the beginning of computer use. A LAN is a network of connected computers in a room, building, or set of buildings. It is defined as a user network whereby data is sent at high rates between people located close to each other.

LAN, often called Intranet, is different from the Internet, or WAN (wide area network). However, sometimes LAN refers to a bunch of LANs connected with a particular company or organization but not connected to the larger Internet. A local area network uses a hub or router to connect computers together. The means of communication is the omnipresent Ethernet cable or wireless Wi-Fi technology. These technologies offer data transfer rates running between 10 to 10,000 Mbit/s.

Larger, more important LANs have extra lines or other backup protocols. In networked computers, the most popular communication protocol is TCP/IP. Over a network, users can share files, view files, make changes to data on other computers if permitted, play movies or music on many computers at once, chat with instant messaging, send emails to each other, play games and so on.

Perhaps the most frequently employed use of a LAN is to connect users to the Internet with only one connected router. In modern times, we use broadband cable or DSL modems to connect to the Internet, and it would be clumsy to have a modem associated with every computer, so we simply plug the modem into a router and link the router to computers with Ethernet cables. Setting up a LAN can be challenging at first, but contemporary operating systems have programs that do most of the necessary configurations automatically, so setting up a local area network is pretty easy.

Task 2 Read the passage and tick the topics mentioned in the passage about the Internet knowledge.

☐	Data transfer rate
☐	Ethernet cable
☐	Broadband cable or DSL modem
☐	Wi-Fi technology
☐	Intranet
☐	Chat with instant messaging
☐	Hub or router
☐	Sharing files over a wide area network
☐	Leased communication line

Task 3 Read the passage again and decide whether the following statements are true (T) or false (F) or not given (NG).

☐ 1. Any group of connected computers can be called a local area network.

☐ 2. One router can connect multiple users to the LAN.

☐ 3. Data transfer rates offered by WANs should be higher than that by LANs.

☐ 4. Intranets are used to refer to the local area networks.

☐ 5. Local area networks are just used between friends and last for only a short time.

☐ 6. According to the passage, to set up a LAN, one needs to consider the automatically operating system at first, which seems quite complex.

Task 4 Match the following terms with their Chinese meanings.

1. operating system	A. 数据传输速度
2. modem	B. 发送电子邮件
3. protocol	C. 数字用户线路
4. Intranet	D. 局域网
5. send emails	E. 操作系统
6. networked computers	F. 内联网
7. DSL	G. 联网电脑
8. WAN	H. 调制解调器
9. local area network	I. 协议
10. data transfer rate	J. 广域网

Writing

Task Read the following job advertisement, and complete the simplified version below by filling in each blank with no more than three words.

LAN DESIGN ASSISTANT

JOB DESCRIPTION

➤ Help to design LANs using the related technologies for client's buildings

➤ Manage the implementation of LANs at client's sites throughout the city

➤ Help to develop LAN standards as an assistant participant

➤ Develop and maintain relationships with suppliers of network equipment and services

➤ Provide high-level technical support for on-site and central operations

REQUIRED EDUCATION

➤ Associate degree in Computer Science, Telecommunications or other related fields

REQUIRED SKILLS

➤ Be able to design and implement LANs

➤ Be familiar with network security

➤ Be skilled at using office tools, including Word, Excel, PowerPoint, etc.

CONTACT US

Please send your résumé in both Chinese and English to *hr@abccom.com*

A Job Advertisement

Position Offered: _____

Main Responsibilities:

➤ Help to _____ LANs

➤ _____ relationships with suppliers

➤ Provide _____ to operations

Qualifications:

➤ _____ in computer-related fields

➤ Knowledge about _____ and office tools

Way of contact: by _____

Project

Project Guidelines

Selecting an ISP for a LAN is a critical step before installing it. This project aims to go through the process of selecting an ISP. The whole task is divided into three steps. Step One is about an overview of all ISPs. Step Two focuses on information collection. Step Three rests on making comparisons and presentations.

Please follow the *Task Description* to complete the project.

Task Description

1 Step One
- Organize a small group with 4–6 people in your class;
- Share the work of researching online resources for information about ISP companies in China;
- Summarize what you have found and just select one of them to research in depth.

2 Step Two
- Find information about the selected ISP company as much as possible, including its cost, service types, fees, etc.;
- Interview some clients of the ISP company, and summarize the different clients' comments on the company;
- Illustrate what you have found about the company in the form of a table.

3 Step Three
- Compare what you have found with another group, and find out your ISP company's strong points and weak ones;
- Make a presentation about your ISP company in front of the whole class;
- Select the best ISP in your mind.

Self-evaluation

Rate your progress in this unit.	D	M	P	F*
I can get basic knowledge about the LAN.	☐	☐	☐	☐
I can understand the advertisement of an IT company.	☐	☐	☐	☐
I can summarize the requirements of a client.	☐	☐	☐	☐
I can understand the responsibilities of a LAN design assistant.	☐	☐	☐	☐
I can introduce what a LAN is to others.	☐	☐	☐	☐
I can make a comparison among ISPs.	☐	☐	☐	☐

Note: Distinction, Merit, Pass, Fail

New Words and Expressions

Reading A

New Words

access /ˈækses/ *n.* 进入，入口
across /əˈkrɒːs/ *prep.* 穿过，越过
allow /əˈlaʊ/ *v.* 允许
cable /ˈkeɪbəl/ *n.* 电缆
clutter /ˈklʌtər/ *n.* 杂乱的东西
compatible /kəmˈpætəbəl/ *adj.* 相容的，兼容的
connect /kəˈnekt/ *v.* 连接
consider /kənˈsɪdər/ *v.* 考虑
eclipse /ɪˈklɪps/ *v.* 使失色，盖住
effectively /ɪˈfektɪvli/ *adv.* 有效地
encounter /ɪnˈkaʊntər/ *v.* 遇到
essentially /ɪˈsenʃəli/ *adv.* 本质上，根本上
frequency /ˈfriːkwənsi/ *n.* 频率
generation /ˌdʒenəˈreɪʃən/ *n.* （产品发展的）代
geographic /ˌdʒiːəˈɡræfɪk/ *adj.* 地理的，地理位置的
likely /ˈlaɪkli/ *adv.* 可能的，可能发生的
multiple /ˈmʌltəpəl/ *adj.* 多的，多种的
specific /spəˈsɪfɪk/ *adj.* 特定的，特有的
stretch /stretʃ/ *v.* 拉长
support /səˈpɔːrt/ *v.* 支持
transmit /trænsˈmɪt/ *v.* 传送，发送
ultimately /ˈʌltəmətli/ *adv.* 最后，最终
wireless /ˈwaɪrləs/ *adj.* 无线的

Phrases & Expressions

be similar to 与……相似
depend on 依靠
in the context of 在……情况下

Technical Terms

access point 缩写为"AP"，（无线）接入点
Bluetooth *n.* 蓝牙
dial-up modem 拨号调制解调器
Ethernet *n.* 以太网
landline phone system 固定电话系统
paired connection 配对连接
radio wave 无线电波
wide area network 广域网
wireless LAN 无线局域网

Reading B

New Words

automatically /ˌɒːtəˈmætɪkli/ *adv.* 自动地
backup /ˈbækʌp/ *n.* 备用品，后备
clumsy /ˈklʌmzi/ *adj.* 笨拙的，不灵活的
configuration /kənˌfɪɡjəˈreɪʃən/ *n.* 布局，结构
contemporary /kənˈtempəreri/ *adj.* 当代的
define /dɪˈfaɪn/ *v.* 给……下定义，解释
extra /ˈekstrə/ *adj.* 额外的，另外的
frequently /ˈfriːkwəntli/ *adv.* 频繁地，经常地
instant /ˈɪnstənt/ *adj.* 立刻的，马上的
link /lɪŋk/ *v.* 连接
locate /ˈloʊkeɪt/ *v.* 位于某处
means /miːnz/ *n.* 方法
omnipresent /ˌɑːmnɪˈprezənt/ *adj.* 无所不在的，普遍存在的
share /ʃer/ *v.* 共享，分享
transfer /trænsˈfɜːr/ *v.* 转移

Phrases & Expressions

a bunch of 一束，一串
broadband cable 宽带电缆
plug… into… 把……与……接通
set up 安装，调试

Technical Terms

DSL (digital subscriber line) 数字用户线路
hub *n.* 集线器
Intranet *n.* 内联网
LAN (local area network) 局域网
modem *n.* 调制解调器
operating system 操作系统
protocol *n.* 协议
router *n.* 路由器
Wi-Fi (wireless fidelity) *n.* 无线保真

Vocabulary and Structure

Task 1 **Fill in each blank with the proper form of the words given in brackets.**

1. If you copy the online information to your PC device, you will save the time of _____ (connect) to the online system.
2. Cars have become the _____ (means) of transportation for most Americans when they go shopping and even go on vacations.
3. This system can _____ (provide) the maximum return on your investment.
4. There is a(n) _____ (frequently) bus service in the center of town.
5. We collect the suggestions of our employees through our new computerized _____ (network).
6. John had no sisters or brothers and was not used to _____ (share).
7. I tripped on a piece of wire that someone has _____ (stretch) across on the path.
8. It's _____ (essentially) that you ensure all your devices are compatible with the network.
9. It's our duty to preserve the planet for future _____ (generation).
10. Whether or not we upgrade the equipment _____ (depend) on the cost.

Task 2 **Choose the best answer to complete each sentence.**

1. Water _____ in seas, rivers and lakes.
   A. exists   B. keeps
   C. stays   D. lives

2. More natural resources should be made use of _____ the _____ need of energy.
   A. meeting; increasing   B. to meet; increased
   C. meeting; increased   D. to meet; increasing

3. You will never know the result _____ you try.
   A. even though   B. in case
   C. whenever   D. until

4. The artist _____ the headmaster gave a prize is the teacher _____ I have been taught for two years.
   A. from whom; by whom   B. to whom; who
   C. from whom; who   D. to whom; by whom

5. His novel is a great success and it is well _____.
   A. received   B. accepted
   C. picked   D. popular

6. When first _____ into the market, these products enjoyed great success.
   A. introducing   B. introduced
   C. introduce   D. being introduced

7. Tian Dong, together with his classmates, _____ because of _____ the school rules.
   A. was punished; obeying   B. were punished; breaking
   C. were punished; obeying   D. was punished; breaking

8. _____ is the top player in this football team?
   A. Who do you think   B. Do you think whom
   C. Whom do you think   D. Do you think whose else

Task 3   Choose the best translation for each of the following English sentence.

1. These experts will give a series of special lectures on the up-to-date LAN design techniques and services which are available to Chinese users.
   A. 这些专家将专门给中国用户提供一系列最新的局域网设计技术和服务。
   B. 这些专家将做系列报告，介绍中国用户通用的局域网设计技术和服务。
   C. 这些专家将专门给中国用户做系列讲座，并为他们利用局域网设计技术提供服务。
   D. 这些专家将做一系列专题报告，介绍有关中国用户可利用的最新局域网设计技术与服务。

2. Though technically quite advanced today, the Internet is far from being popular with average household users in some developing countries.
   A. 尽管互联网技术现在已经很先进，但在一些发展中国家还未受到家庭用户的广泛青睐。
   B. 尽管互联网技术今天已经很先进，但在一些发展中国家还远远没有普及到一般家庭。
   C. 尽管今天科学技术已经很先进，但在一些发展中国家互联网离大众的生活还是很远。
   D. 尽管今天科学技术已经很先进，但在一些发展中国家互联网还没有进入普通家庭。

3. As your complaint does not agree with the result of our test, please conduct another examination to show if there is any ground for your claim.
   A. 因你方投诉与我方测试结果不符，请再次检验，以证实你方索赔是否有根据。
   B. 因你方的测试结果与我方的结果不同，请重新核查你方索赔的理由是否能成立。
   C. 由于你方不同意我方的测试结果，如果能出示任何结果，请你们重新提出要求。
   D. 由于你方的申诉与我方的测试结果不一致，请你方另行考虑，表明要求赔偿的理由。

4. A large percentage of e-commerce businesses went bankrupt in 2010, mostly due to inadequate business plans and excessive spending on advertising and marketing.
   A. 2010 年有大批网络公司倒闭，极可能是因为计划中的资金不足以及过量的广告和营销花费。
   B. 2010 年多数网络商务企业出现亏损，严重影响了资金的充分利用和广告营销的合理开支。
   C. 2010 年大批电子商务企业破产，主要是由于商务规划不周密以及广告和营销开支过多。
   D. 2010 年大批公司的电子商务部门都有银行债务，大大导致了预算资金不足以及广告和营销费用短缺。

Grammar

Modal Verbs

Task 1 Complete the following sentences by marking the proper model verb with a "√".

1. May/Can you play the piano?

2. Suddenly all the lights went out. We can't/couldn't see anything.

3. You may/can have seen the play already.

4. Could/May you open the window a bit, please?

5. They can/might be away for the weekend, but I'm not sure.

6. Nobody's answering the door. They can/must be out.

7. Will/Shall you tell me where you are from?

8. Let's go for a walk, would/shall we?

9. You should/would read this book; it is worth reading.

10. Will/Would you mind giving me a lift if you could?

Task 2 Read the following conversation between a waiter (W) and a customer (C) in a restaurant. Change the underlined expressions to make the conversation more polite.

would you like

W: What 1 do you want to order?
C: 2 I want the roast chicken.
W: Anything else?
C: Yes. 3 Bring me a salad.
W: What kind of dressing 4 do you want?
C: 5 Put garlic dressing on my salad.
…
W: Here's your salad, Miss.
C: Thanks. You know, it's a little cold at this table. 6 Let me sit at another table.
W: Of course. There's a nice table in the corner. 7 Sit over there.
C: Thanks, and 8 bring me another glass of water.
W: Of course.

Task 3 A husband (H) and his wife (W) are driving to a party but they get lost and now they are arguing in the car. Fill in the blanks to complete the conversation with the appropriate form of the words given in brackets.

W: We're lost, and we don't even have a map. You should have brought a map.

H: I didn't think we were going to need one. I must 1 _have made_ (make) a wrong turn.

W: Let's use the cell phone to call the Allens and ask them how to get to their house.

H: Where is my phone? I can't find it. I must 2 _____ (leave) it at home.

W: No, you didn't leave it at home. I've got it here in my purse. Oh, no. You forgot to recharge the battery. You should 3 _____ (charge) it last night.

H: Why is it my fault? You could 4 _____ (charge) too.

W: Well, we'll just have to look for a pay phone. Do you have any change?

H: I just have dollar bills.

W: You should 5 _____ (bring) some change with you.

H: Again, it's my fault.

W: Watch out! You could 6 _____ (hit) that car!

H: I wasn't going to hit that car. I didn't come anywhere close to it.

W: I don't know why we're going in our car anyway. The Petersons offered us a ride. We could 7 _____ (go) with them.

H: You should 8 _____ (go) with the Petersons and I should 9 _____ (stay) home. I could 10 _____ (watch) the football game today instead of listening to you complain.

Task 4 Correct the mistakes in the following letter.

Dear Susan,

Your letter was very interesting, and you are certainly in a difficult situation. I think the first thing you 1 ~~would~~ _should_ do is to arrange a meeting with your husband. If I were you, I 2 ~~will~~ _____ tell him exactly how I felt about his mother's behavior. He 3 ~~shall~~ _____ get angry at first, but hopefully he will listen and understand your situation. You could 4 ~~asking~~ _____ him to talk to her and find out why she is always rude to you. If he still doesn't understand your problem, perhaps you 5 ~~should to~~ _____ try to talk to your mother-in-law by yourself. And finally, you should stop worrying so much. You should 6 ~~being~~ _____ happy that you have such a good husband.

Yours,

Lily

情态动词

情态动词属于助动词，主要包括can, could, may, might, must, should, ought to, shall, will, would等。情态动词与其他动词连用表示说话人的语气，还可表达建议、要求、可能和意愿等。情态动词没有人称和数的变化 (除了need) 。

情态动词	例句	功能
can, could	She can sing. He could ski well before the accident.	能力
can, may, could	You can borrow my dictionary. May I have a menu? Could I use your pen?	许可
will, shall	Will you help me with my work? Shall we go to the theater?	征求意见
will, would	I will do my best to help you. I would like a cup of tea.	意愿
must	You must obey the law.	主观必须
must, could, may, might	They must/could/may/might be at home. The plane can't/couldn't /may not/might not be delayed by the fog. I must/could/may/might have left my key at school yesterday. He can't/couldn't/may not/might not have heard of the news.	推测
should, ought to	I think you should send her some flowers. You ought to be on time. I should/ought to have taken the job. He shouldn't/ought not to miss the exam.	义务；责备

Comprehensive Exercises

Task 1 Choose the right phrases to complete the sentences below.

1. Her last name is Lemont. She _____.
2. She's wearing a wedding ring. She _____.
3. The house is completely dark. They _____.
4. They said they would come. They _____.
5. I saw them go to the beach. They _____.
6. The teacher sometimes asks questions. He _____.
7. There are a lot of clouds, but it _____.
8. The weather will be fine tomorrow. You _____.
9. She isn't in the music room. She _____.
10. Colin is in a bad mood. He _____.
    a. can't be at home
    b. must be swimming now
    c. may not need a coat
    d. may be French
    e. might not rain
    f. could arrive a little late
    g. may be asking questions now
    h. must be married
    i. may not feel well
    j. couldn't be practicing piano

Task 2 The following is a phone conversation between a woman (W) and a mechanic (M). Choose the correct words to fill in the blanks.

W: This is Cindy Fine. I'm calling about my car.

M: I can't hear you. 1 _____ (Could/Might) you speak louder, please?

W: This is Cindy Fine. Is my car ready yet?

M: We're working on it now. We're almost finished.

W: When 2 _____ (would/can) I pick it up?

M: It will be ready by four o'clock.

W: How much will it cost?

M: $375.

W: I don't have that much money right now. 3 _____ (Can/Should) I pay by credit card?

M: Yes. You 4 _____ (may/might) use any major credit card.

(Later at the mechanic's shop)

M: Your car is ready, ma'am. The engine problem is fixed. But you 5 _____ (may/should) replace your brakes. They're not so good.

W: Do I have to do it right away?

M: No, you don't have to do it immediately, but you should do it within a month or two. If you don't do it soon, you 6 _____ (may/would) have an accident.

W: How much will it cost to replace the brakes?

M: It 7 _____ (will/need) cost about $200.

W: I 8 _____ (will/would) like to make an appointment to take care of the brakes next week. 9 _____ (Can/Will) I bring my car in next Monday?

M: Yes, Monday is fine. You 10 _____ (could/should) bring it in early because we will get very busy later in the day.

W: OK. See you Monday morning.

Task 3 Use the words given in brackets to rewrite the following sentences without changing their meanings.

1. They were able to use a computer. (could)

   _____

2. We should be careful. (ought to)

   _____

3. I realize that it was a terrible experience for you. (must)

   _____

4. It's impossible for Martin to jog in this weather. (can't)

   _____

5. It is possible that John did not receive my message. (might)

   _____

6. I suggest we go to the swimming pool. (shall)

   _____

7. I want to have a shower. (would)

   _____

8. I refuse to take any risks. (will)

   _____

9. We don't have to borrow money to buy the house. (need)

   _____

10. The best thing for you to do is not quitting your job. (had better)

   _____

Task 4 **Correct the mistakes in the following passage.**

There was a knock at the door. I opened it and saw a stranger. "Hello, Fred," he cried. "1 ~~Will~~ _____ I come in?" "How do you know my name?" I asked. "We met 10 years ago on a train and you gave me your card." "You 2 ~~would~~ _____ be mistaken," I said. "No, I 3 ~~must~~ _____ not," the stranger said. He produced my card: Fred Ames. I could 4 ~~gave~~ _____ it to him 10 years ago, but I 5 ~~can't~~ _____ remember it. "I 6 ~~needn't~~ _____ remember you," I said. "We exchanged cards years ago," the stranger said. "You said, 'You 7 ~~would~~ _____ come and stay with us for as long as you like any time you're in London.' I 8 ~~couldn't~~ _____ have waited so long, but I have been so busy and 9 ~~can't~~ _____ spare time. My wife and children are in the car and we wonder if we 10 ~~would~~ _____ stay with you for a month."

Wisdom of China

"九章"量子计算机

"九章"是中国科学技术大学相关技术团队研制的76个光子的量子计算原型机（quantum computer），于2020年12月4日宣布构建成功。以"九章"命名，是为了纪念中国最早的数学专著《九章算术》（*The Nine Chapters on the Mathematical Art*）。

高斯玻色子取样（gaussian boson sampling）是一个计算概率分布的算法，可用于编码和求解多种问题。当求解5000万个样本的高斯玻色子取样问题时，"九章"需200秒，目前世界上最快的超级计算机"富岳"则需6亿年。

2019年，谷歌推出53个超导量子比特的计算机"悬铃木"（Sycamore processor），率先实现了"量子优越性"（quantum supremacy）。而"九章"让中国成为了全球第二个实现"量子优越性"的国家，并且后来居上。未来，"九章"将在图论、机器学习、量子化学等领域继续发展。