

图书基本信息

书名：<<职通商务英语听说教程教师参考书3>>

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## 内容概要

《职通商务英语听说教程》共分三册，除主教材外，还配有《教师参考书》以及mp3录音光盘、电子教案、多媒体学习课件及网络学习资源。

《职通商务英语听说教程教师参考书.3》分两大阶段使用，第一阶段（第一册、第二册）突出通用商务英语交际技能训练，每册包含10个单元，采用相同的教学模块设计，主题鲜明，学习目的明确。第二阶段（第三册）突出外贸业务工作流程技能训练，全书分为7章，并根据章节特色分为20个单元，每单元根据工作任务的特点分成3个模块，重点突出。

《职通商务英语听说教程教师参考书》采用与主教材配套的单元结构，每单元都提出了教学目标，并提供了参考资料、教学建议、参考答案、听力原文；还针对重点、难点适当加入了丰富的背景材料，方便教师进行课堂教学。

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章节摘录

In a contract , many issues may concern only one of the parties to a sale transaction , but a number of key issues must be taken into account by both parties. At first glance , the key issues may seem relevant to one party or the other only. However , the success of the entire transaction , as well as the profit for both parties , tends to hinge on these key issues. When engaging in international business , you must consider the business practices and legal requirements of both the buyer's and the seller's country. You must at least become aware of export and import requirements , international payment methods , foreign exchange rules , intellectual property rights , and choice of governing law and jurisdiction. Parties to a commercial transaction generally have the freedom to agree to any contract terms that they desire , but the laws of your country or the foreign country may require a written contract. In some transactions , the laws may even specify all or some of the contract terms. Whether a contract is valid in a particular country is mainly of concern if you have to seek enforcement. Otherwise , you have fairly broad flexibility in negotiating contract provisions. However , you should always be certain to come to a definite understanding with the other party on four basic issues : the goods ( quantity , type , and quality ) , the time of delivery , the price and the time and means of payment. ....

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