

Lesson 16 and 17 Oral Practice

- A: Hei, Lao Wang, long time no see. Where have you been?
A: What cities did you go to?
A: You went to many cities. But how did you go to these cities?
A: I guess it took many days.
A: Why did it take you two weeks to get to Kunming?
A: May I know what kind of business you have been doing? I heard from our classmates that you are in business, but I don't know what you do.
A: How is business?
A: You mean the company is an import export company?
A: But how was this business trip?
A: Did you do that? Did you compromise?
A: What was their response after hearing this?
A: After that, did you get a chance to tour the cities?
A: So which city left you with the impression deepest?
A: Why weather, not food and other things?
A: Yes, I heard from Wei laoshi that Kunming is nicknamed the CITY OF SPRING, and Chen laoshi said the following sentence in Chinese "THE COLORFUL FLOWERS NEVER WITHER AND WINTER IS WARM, SUMMER IS COOL, AND THIS JUST LIKES SPRING THE YEAR AROUND" in Kunming.
A: Next time if you go to these places, would you please take me with you?
- B: I've been in the South for the last two months.
B: From Beijing we passed through Nanjing, Shanghai, Guilin and finally got to Kunming.
B: We went by car.
B: Yes, it took us three weeks to get to Kunming.
B: Because the trip wasn't a tour. We went to these cities for business.
B: For the last four years ever since Wei laoshi and Chen laoshi invested **one million** dollars, I've been running WEI & CHEN COMPUTER COMPANY.
B: So far business is very good. We have many customers both in China and the States.
B: You are right. Our business partners includes Microsoft, Dell, Gateway, Apple, and so on. Each year they order a large quantity of computer parts from us.
B: Because the global economy is not very good now, we've lowered our products price a bit, but several customers in the South asked if we could lower the price a bit more. They asked for a 25% discount.
B: We negotiated with them, and told them that I could only give them a 25% discount if they made a very big order that included 3000 more other parts in addition to the monitors.
B: The result was satisfactory. We both compromised a bit.
B: Yes, we did. After doing over business, we toured the cities in order to relax.
B: Each of the cities has its own characteristics, but Kunming's weather left the deepest impression on me.
B: Because when we left Beijing, it was snowing heavily, but when we got to Kunming, surprisingly, it was full of blooming fresh flowers.
B: You are right. The weather there is really beautiful. Besides, there are many places worth visiting, like Stone Forest, Dianchi Lake, Ethnicity Village, etc. Traveling is not only lets us enjoy ourselves and relax, but it can also increase our knowledge.
B: Sure, if your wife agrees.

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