

## 词汇课笔记 8

170. vacancy      vacant

job vacancy    职位空缺

Recruitment is one of my biggest headaches. It's often such an expensive process advertising a vacancy and then short-listing the best applicants for interviews.

招聘是我最头痛的事。在广告上登出空缺职位然后列出参加面试的最佳应聘者名单是如此昂贵的一个过程。

171. authorise      unauthorized

It is found that the website currently includes the following information, general introduction of the company, online service, catalogue for the latest products, phone numbers and email addresses for all authorized agents around the world and so forth.

该网站目前包含以下信息，公司的基本介绍，在线服务，最新的产品目录，电话号码和电子世界各地所有授权代理的邮件地址等等。

Obviously, as a bank, our staff need to master special skills to prevent unauthorized access to our database.

显然，作为一家银行，我们的员工需要掌握特殊技能，以防止未经授权访问我们的数据库。

These rules require you to take technical and organizational measures to protect your customers' data from unauthorized processing, loss or destruction.

这些规则要求你采取技术和组织措施来保护客户的数据免受未经授权的处理、损失或破坏。

178. obligation

legal obligations    法律义务

sense of obligation      be obliged to do sth

I think the idea that employee participation contributes to a company's success is a matter of faith. People support it because they think employees ought to have certain rights and obligations at work and can all work together for the common good, not because there is evidence that it makes a company more profitable.

我认为员工参与有助于一个公司的成功是一种信念。人们支持它是因为他们认为员工应该在工作上有一定的权利和义务，都能为共同利益而努力，不是因为有证据表明，它使一个公司更有利可图。

179. outlay

Outgoings      overheads      spending

Of course, this was all quite an outlay, so they were taking something of a gamble in a very competitive sector.

当然，这都是很大的支出，所以他们正在一个竞争非常激烈的行业中孤注一掷。

Again, the results seemed to prove the idea had been a good one, quite apart from the extra revenues it generated from a significant boost to sales, there was also the fact that they were able to create a databank, which fed into 对...的发展产生影响 business planning in various aspects, from marketing to product placement, and which justified the outlay involved.

再次，结果似乎证明了这种想法一直不错，除了产生显著提升销售的额外收入，他们还能够创建一个数据库，在各方面对商业计划的发展产生影响，从市场营销到产品的植入式广告，证明了为此支出的合理性。

181. refurbish

existing/current/present premises 当前的厂房

relocation 搬迁

sufficient capital 足够的资金

outgrown 增长得容不进（某地）

scope for further development 进一步发展的机会

staff turnover 员工流动率

industrial park 工业园区

favorable policy 有利政策

tax relief 税款减免

training grant 培训补助

182. redundancy redundant adj. 被裁减的

voluntary redundancies “自愿离职” 优退计划

compulsory redundancies 强制裁员

avoid major redundancies 避免大规模的裁员

implement a programme of redundancies 实施计划裁员

If we, as employees, are to survive, then we will have to make the effort to change too. It is simply no longer well enough to sit tight in our office chairs and hope that somehow, if we keep quiet, we will be overlooked when the hammer of redundancy strikes. It will be the survival of the fittest and there will be few exceptions. The rules have changed too. Qualifications all alone will no longer guarantee promotion as they might have done this in the past. In these new circumstances, employees will be judged on their ability how to resolve conflict, negotiate a solid contract, motivate people under them to work so hard, and demonstrate a considerable amount of personal commitment towards their future of development.

如果我们作为员工要生存下去，那么也必须努力去做出改变。现在已经不是仅仅坐在办公椅上保持沉默，就可以避免被裁员的厄运了。适者生存，很少有例外。规则也已发生了变化。仅仅靠资历将不再像过去那样保证晋升。在这些新情况下，对员工能力的判断将根据他们如何解决冲突，谈判一份不错的合同，激励下属努力工作，并表现出对他们未来发展有相当大的个人投入。

186. barrier/obstacle 障碍 difficulty 困难

language barrier/obstacle 语言障碍

overcome/conquer 克服，战胜

187. compensate compensation n.

compensation package 薪酬包 补偿方案

As to the unfortunate things happening to my company, I think you should better take reasonable and win-win measures to compensate the loss we have made.

至于我公司发生的不幸事件，我认为你最好采取合理的双赢措施来弥补我们所造成的损失。

189. complimentary 免费的；赠送的

complimentary tickets 赠票 freebie n. 免费赠品

cover price 定价 sell below cost 亏本出售

191. commute commuter （远距离）上下班往返的人

shuttle bus 指只在较短距离之间往返的交通车。

regular bus 班车

commuting time 通勤时间

Since contacting customers is the key daily routine of the Sales Department, it naturally follows that the use of telephone and commuting vehicles is indispensable. Yet some staff members will use company telephone and commuting vehicles to serve private purposes.

由于联系客户是销售部门的重要日常工作，自然而然地，使用电话和通勤车是必不可少的。然而，一些工作人员将为了私人服务而使用公司电话和通勤车。

194. implement/conduct/carry out/fulfill implementation

Implement a recruitment strategy 实施招聘策略

Companies must have a proper recruitment strategy in place (准备就绪). But before implementing any strategy, the company needs to identify key competencies for each job within the organisation.

公司必须有一个合适的招聘策略。但在实施任何战略之前，公司需要确定组织内的每个职位的关键能力。

The cost of implementing it can outweigh the financial benefits.

实施它的成本可能超过经济效益。

To celebrate the opening of the new store, a promotion scheme is to be implemented, by which all customers are to be entitled to a 50% discount for all the goods purchased on the opening day.

为庆祝新店开业，将实施促销方案，所有客户在开业当天购买商品均可享受 50% 的折扣。

197. property poverty 贫穷

property tax 财产税; 不动产税

I was told the company needed to divert all its Human Resources into protecting our intellectual property and that nobody could be freed up to work on the project.

我被告知公司需要将其所有的人力资源转入到保护我们的知识产权中，没有人能空出来从事这个项目。

With a conventional leasehold, on the other hand, the main benefits are lower outgoings and the opportunity to fit out the property in line with your needs.

另一方面，传统的租赁主要的好处是降低支出和根据你的需要来配备东西。

198. recession

For the economy as a whole a recession is not expected but, for the manufacturing sectors, there are predictions of, shall we say, unfavourable conditions.

对整个经济来说，不会出现衰退的局面。但对制造业来说，我们可以预测到不利的条件。

199. subcontract subcontractor n.

construction work 施工工作

BPO=business process outsourcing

non-core business/activity 非核心活动