# 10-Upper IntermediateU5: Solve problems

<https://ec.ef.com.cn/school/studyunit#school/2505ece3-f653-4a2f-9edb-1fc969b4bae8/2505ece3-f653-4a2f-9edb-1fc969b4bae8/7f2d29dc-a681-459d-a8ab-4a80e53c7000/b5edad35-b794-4028-b1f8-9bc29bffbe3e>

## Lexical-Tony’s dialogue

|  |
| --- |
| "“醋”英语怎么说？  #今日例句# Would you like **a dash of vinegar**? 要来点醋吗？  a dash of 少许；一点儿 **a dash of vinegar 一点醋; a dash of soy sauce 一点酱油; a dash of milk 一点奶**  e.g. Can I have a cup of American? Well, and **a dash of** **skim milk 脱脂牛奶**    #实用对话# Henry: Susan. It tastes so great. What is this? Susan，这尝起来好棒，这是什么啊？  Susan: It is Chinese food, called wonton. Would you like a dash of vinegar? 这是中国馄饨。想要来点醋吗？  Henry: Yes, please. 好呀，谢谢。 |
| “香菜”英语怎么说  #今日例句# I'm a big fan of cilantro. 我非常喜欢吃香菜。  a big fan of sb/sth 铁杆粉丝，很喜欢… I am a big fan of Tom Hanks 我是汤姆汉克斯的铁杆粉丝。  cilantro 香菜（美式英语） coriander 香菜（英式英语）    #实用对话# Linda: Wow, the dish smells amazing! 哇，这个菜太香了。  Jason: Do you like to sprinkle some cilantro on top? 要不要再上面撒点香菜？  Linda: That would be awesome. I’m a big fan of cilantro. 当然可以啊。我超级喜欢吃香菜。  Jason: Perfect. 太棒了。 |
| "葱" 英语怎么说?  scallion/green onion 葱 chopped scallions 葱花 anything but 除…以外任何事/东西 Sorry, I can eat anything but scallions. 不好意思，我什么都能吃就是不能吃葱。     scallion ['skælɪən]   #实用对话# Pete: Linda. Do you like scallions? Linda，你喜欢吃葱吗？  Linda: Sorry, I can eat anything but scallions. 不好意思，我什么都能吃就是不能吃葱。  Pete: Oh, I didn’t know that. What about ginger? 哦，我不知道诶，那你喜欢吃姜吗？  Linda: Yeah. Sure. 好的。  #巩固练习# 请翻译下面的英文~ 我爸爸很喜欢吃葱。  上期参考答案｜20180315  Could you sprinkle some cilantro on top of the fish? Thanks！ 你可以在这条鱼上面撒点香菜吗？谢谢！ |
| 醋”英语怎么说？  #今日例句# Would you like a dash of vinegar? 想要来点醋吗？  Can I have a cup of latte, with **extra shot**. …Well, BTW, can I have **a dash of skim milk**一点儿脱脂牛奶?  Vinegar /'vɪnɪɡɚ/ (n.) 醋 [ a dash of 少许；一点儿; a dash of vinegar 一点醋; a dash of soy sauce 一点酱油; a dash of milk 一点奶; a dash of skim milk脱脂牛奶]   #实用对话# Henry: Susan. It tastes so great. What is this? Susan，这尝起来好棒，这是什么啊？ Susan: It is Chinese food, called wonton. Would you like **a dash of vinegar**? 这是中国馄饨。想要来点醋吗？ Henry: Yes, please. 好呀，谢谢。 |
| "星巴克"的英文你读对了吗？  #今日例句# Is there any Starbucks['stɑrbʌks] **close by**? 附近有“星巴克”吗？  #实用对话# A: Excuse me. Is there any Starbucks **close by/nearby**? 打扰一下，附近有“星巴克”吗？ B: Yes. Go straight and turn left at the second crossing/**take the 2nd left**在第二个路口左转. You will see the Starbucks **on the corner of Yong Street and Spring Ave**. You won’t miss it.  // It’s **on the corner of** <streetA> and <streetB>. 在A街 和B街的交叉口  // The Starbucks is on your right, **in between** <the restaurant> and <a theater >.  A: Thank you very much. 非常感谢。 B: You are welcome./Wel/Welcome  #巩固练习#  Let's stop for <a cappuccino/,kæpə'tʃino/> 我们喝杯卡布奇诺吧。  Can I have a cup of latte, with **extra shot**. …Well, BTW, can I have **a dash of skim milk**一点儿脱脂牛奶?  stop for sth 为…停下来   #实用对话#  A：Let’s go to grab a coffee我们去喝点咖啡吧. //grab a cab/taxi B：OK. How about Starbucks?  …  Wife: Honey. You have been driving for three hours. Are you tired? Husband: Yeah, a little. Let's **stop for** <a cappuccino.> 我们停下喝杯卡布奇诺咖啡吧。 Wife: OK. Look (looking at the Amap app), there is a Starbucks **close by**. It’s just **on the corner of <StreetA> and <AvenueB>**.  Husband: Great. 太好了。  // It’s **on the corner of** <streetA> and <streetB>. 在A街 和B街的交叉口  // The Starbucks is on your right, **in between** <the restaurant> and <a theater>. |

# My study stop

## Lexical-General

|  |
| --- |
| [ brush off sb/sth] = refuse to talk; PHRASAL VERB   * (用刷子把xxx刷掉) 不愿意理sb; 不理睬sb； 不愿意搭理sb: **[brush off sb = brush sb. off ]=** refuse to talk to sb; If someone **brushes you off** when you speak to them, they refuse to talk to you or refuse to be nice to you. * 不理睬（xx事情/问题）brush off sth, like **brush off questions**: refuse to talk about sth   e.g. When I tried to talk to her about it she just **brushed me off** (refuse to talk to me). 她就是 不理我  e.g. Choe Kang Il, the deputy director general for North American affairs, **brushed off questions (refuse to talk)** from reporters. Finland's Foreign Ministry told CNN the country was only facilitating and coordinating the meeting as a **broker**-- not participating. Should the leaders of the two nations sit down, it would be the first time a **sitting/incumbent现任的**US President has met with the leader of the reclusive[避世](javascript:;)  Asian nation. // sitting: A sitting president or congressman is a present one, not a future or past one. 现任的 |
| [veɪg] vague = unclear adj. 模糊的；含糊的；不明确的；暧昧的. 比较级 vaguer最高级 vaguest  1. **unclear** because someone does not give enough detailed information or does not say exactly what they mean 含糊的，不明确的，不清楚的(idea) **[ be vague about sth 对 xxx 含糊其词,讲不清楚]**  e.g. The governor gave only **a vague outline** of his tax plan. 含糊地大致说了一下他的税务计划。  e.g. Julia **was vague about** where she had been and what she had been doing. **含糊其词/讲不清楚**  2. **[ have a vague idea/feeling/recollection/impression etc (that) ]** to think that something might be true or that you remember something, although you cannot be sure 隐约地模糊地(想到/感到/记起等)  e.g. Larry **had the vague feeling隐约觉得**he’d done something embarrassing the night before.  e.g. I carried with me for years**a vague impression模糊的印象** that he was a cold-hearted man.  3. not having a clear shape or form 模糊不清的  e.g. One must not be vague on matters of principle. 在原则问题上不能含糊。  e.g. Most of us have some sort of **vague idea(not having a clear shape模糊的想法)**about what happens to our assets when we die  V.S. [ADJ fuzzy:](javascript:;)If you or your thoughts are **fuzzy**, you are confused and cannot think clearly (人、思路) 糊涂的，搞不清楚的 e.g. He had little patience for **fuzzy ideas糊涂的想法.**  .  e.g. The **vague shape模糊的人影** of a figure loomed through the mist. 薄雾中隐隐出现了一个模糊的人影。  V.S. **[ A fuzzy picture, image]** is unclear and hard to see模糊的看不清楚的 (图片、图像), **[ a fuzzy sound:模糊的听不清楚的声音: is unclear and hard to listen exactly] e.g.**  A couple of fuzzy pictures have been published.  几张模糊的图片已被刊印。  DERIVATIVE 派生词  vagueness n [U]  1.[vague](file:///C:\Users\IBM_ADMIN\AppData\Local\Youdao\Dict\Application\7.5.2.0\resultui\dict\result.html?keyword=vague&lang=en) 模糊的含糊的模糊不清的含糊不清的  2.[vague language](file:///C:\Users\IBM_ADMIN\AppData\Local\Youdao\Dict\Application\7.5.2.0\resultui\dict\result.html?keyword=vague%20language&lang=en) 模糊语言模糊语模糊用语  3.[vague convergence](file:///C:\Users\IBM_ADMIN\AppData\Local\Youdao\Dict\Application\7.5.2.0\resultui\dict\result.html?keyword=vague%20convergence&lang=en) 不梅收敛 |
| set off  1.[PHRASAL VERB](javascript:;)When you set off, you start a journey. 启程(前往); 启程出发  •  Nichols **set off for** his remote farmhouse in Connecticut.  启程前往他位于康涅狄格州的偏远农舍。  •  The president's envoy **set off for** another diplomatic trip.  总统特使再次踏上外交之旅。  2.[PHRASAL VERB](javascript:;)If something sets off something such as an alarm or a bomb, it makes it start working so that, for example, the alarm rings or the bomb explodes. 引爆 (炸弹); 触发 (警报)  •  Any escape, once it's detected, **sets off the alarm**.  触发警报。  •  Someone **set off a fire extinguisher**.  触发灭火器。  •  **Set off the bomb**引爆 (炸弹) set off the timing bomb  3.[PHRASAL VERB](javascript:;)If something **[sets off an event]** or a series of events, it causes it to start happening. 引发; 激起(骚乱, etc)  •  The arrival of the charity van **set off a minor riot/chaos/turmoil** as villagers scrambled for a share of the aid 引发*<了村民争抢救援物资的小规模>* 骚乱。 |
| **[short-handed] (公司/部门)人手不足的**  If [a company, organization, or group (DP ID team) is **short-handed]**, it does not have enough people to work on a particular job or for a particular purpose. 人手不足的  e.g. A weakness, weaknesses: A disadvantage/a minus/downside/drawback that the business has, e.g. outdated software, we’re always short-handed人手不足的and overloaded. |
| [**take advantage of (趁机)利用(时机等)**]  e.g. An opportunity is a chance to **take advantage of (趁机)利用(时机等)** something that a business has in order to gain benefits in future. |
| [bottom line底线(最低的要求；最起码的要求) ]  1. [N-COUNT](javascript:;)The bottom line in a decision or situation is the most important factor that you have to consider; the is **the least** a person is willing to accept最重要的因素  e.g. The bottom line is that it's not profitable.  最重要的是这无利可图。  e.g. In radio, you have to keep the listener listening. That’s the bottom line. 干电台工作你得吸引听众来听，这是最重要/最起码的要求  e.g. What's the problem?  He arrives here late every day. The **bottom line底线** is that we need him here at 9. **Worst yet最糟糕的是**, he arrived here late at 10:00 in the morning and **sloped off** at 4:00 in the afternoon (为了避免工作) 溜走了.  //What is worse, xxx V.S. Worst yet, xxx V.S. Best of all, xx  2.[N-COUNT](javascript:;)The bottom line in a business deal is **the least** a person is willing to accept; **the least** amount of money that you are willing to accept in a business deal〔一桩生意中可接受的〕底线，底价 (最低的价钱)  e.g.  She says $95,000 is her bottom line.  她说$95000是她的底线。  3. [Financial] [N-COUNT](javascript:;)The **bottom line** is the total amount of profits that a company has **made/earned** or the total amount of money that the company has **lost** over a particular period of time.〔收益表的〕的盈亏底线； 净利，净收益  e.g.  ...to force chief executives to look beyond the next quarter's **bottom line**.  下季度的**盈亏底线**。 |
| [**与某人讨论/沟通** check **in** with sb = communicate with sb]   |  |  | | --- | --- | |  |  | |  |  |   e.g. I'll be **checking in with your team** (communicate) to see if there has been any improvement.  e.g. I’ll **check in with** Cecilia to see how to overhaul the GWS book.  e.g. I wanted to **check in with** you and find out **what's going on**.  V.S. [**和 sb. 跟进 follow up with sb.**]  e.g. I’ll **follow up with** Cecilia about how to build writing rules for GWS book.  e.g. I'll **follow up with** Sunset and email you a summary of the discussion.  e.g. I'll **follow up with** Vivian about our DP ID plan in 2018. |
| /ræˈpɔː/  ’t’不发音 rapport [+ with/between]  **[ 和某人建立起融洽和睦的关系establish/build up/develop a good rapport with sb;**  **have a good and harmonious[hɑː'məʊnɪəs] rapport with sb.]**    [N-SING](javascript:;)If two people or groups have **a** rapport, they have a good relationship in which they are able to understand each other's ideas or feelings very well. 融洽和睦的关系  e.g.  The success depends on good **rapport** between interviewer and interviewee. 成功取决于采访者和被采访者之间的融洽。  e.g. He had an excellent **rapport with** his patients. 他和他病人的关系极为融洽。  e.g. He **built up a good rapport with** the children. 他和孩子们建立了融洽的关系  e.g. These expressions can help you sympathize/commiserate or **establish a good and harmonious [hɑː'məʊnɪəs] rapport with** your employee. |
| [ the **sitting** CEO V.S. the **incumbent** CEO]   * sitting: A sitting president or congressman is a present one, not a future or past one. 现任的  e.g. ...the greatest clash in our history between **a sitting president现任总统 and an ex-president/the predecessor 前总统**.  **[ sitting CEO, sitting CFO ]** * Incumbent: adj or N: An incumbent is someone who holds an official post at a particular time. 〔尤指政治职位〕现任的/在职者 e.g. In general, incumbents have a 94 percent chance of being re-elected.  现任官员有94%的几率会再次当选   e.g.Choe Kang Il, the deputy director general for North American affairs, **brushed off questions (refuse to talk)** from reporters. Finland's Foreign Ministry told CNN the country was only facilitating and coordinating the meeting as a **broker**-- not participating. Should the leaders of the two nations sit down, it would be the first time a **sitting/incumbent现任的**US President has met with the leader of the reclusive[避世](javascript:;)  Asian nation.  //[ the incoming 即将任职的CEO V.S. the outgoing 即将离任的/离职的CEO] |
| My father is very **old-fashioned/with traditional manners.** He always opens the door for my mother.  e.g. My aunt dresses in **old-fashioned** clothes. |
| /kɒn/  con  V-T  1.**[ con sb. out of $]**  If someone cons you, they persuade you to do something or believe something by telling you things that are not true. 哄骗; esp. to get money from someone by deceiving them.  •He **conned me out of** £300. 他从我这里 骗走了300英镑。  • He claimed that the businessman had **conned him (out) of** $10,000.  他声称那个商人 骗了他1万美元。  • White conned his way into a job as a warehouseman with Dutch airline, KLM.  怀特骗到了一份在荷兰皇家航空公司做仓库管理员的工作。  2. **[con sb into doing sth]** to persuade someone to do something by deceiving them or playing tricks诱骗; 哄骗  •You had no right to con me into thinking I could trust you. 你无权哄骗我让我觉得你值得信赖。  2. [N-COUNT](javascript:;)A con is a trick, fraud/scam/shenanigan诈骗 which someone deceives you by telling you something that is not true. 骗局  •  Snacks that offer miraculous weight loss are **a con**. 是个骗局。  3.[N-COUNT](javascript:;)an argument or vote against a proposal, motion, etc 反对的理由; 反对的投  3. **[** [**con artist**](file:///C:\Users\IBM_ADMIN\AppData\Local\Youdao\Dict\Application\7.5.2.0\resultui\dict\result.html?keyword=con%20artist&lang=en)**= con man ]** 骗子；[俚]以花言巧语骗人的人  4. [ good points V.S. bad points:  pros and cons; advantages and disadvantages, strength and weakness; plus and minus; benefits and drawbacks; upsides and downsides ] |
| **[更糟糕的是: What is worse V.S. 最糟糕的是: Worst yet V.S. 最好的是/最赞的是:Best of all, ]**  e.g.  A. What’s up?/What’s going on?  B. It's Tra again. He's missing meetings. We have to do something. **Worst yet最糟糕的是**, He arrived here late at 10:00 in the morning and he **sloped off** at 4:00 in the afternoon (为了避免工作) 溜走了 |
| I see. You’re in **a sticky situation棘手的情形** |
| [ 正确地看待/客观地看待xxx: put sth in perspective; put it in perspective; put things in perspective ]   * **正确地看待/客观地看待xxx: Let's put things in perspective. You haven't lost your job**. * **正确地看待/客观地看待 You need to get some perspective on this.** It isn't the end of the world. * But to **put this in perspective要正确/客观地看待这个问题**, he pointed out that if someone on a typical Japanese diet drank this milk for a whole year, the accumulated radiation would equal that from a single CT scan. |
| 1. What's going on/what’s up? 2. He's **sloping off 溜走(避免工作)** several days a week. It's just **unac**ceptable[**ʌnək'**septəb(ə)l] behavior. |
|  |
| For non-IBM product source code server, It's subjected to **manager's discretion(ability to judge)** based on the criticality of the source code to determine whether to install SCMon. |
| [liːs] lease  N:  1. A lease is a legal agreement by which the owner of a building, a piece of land, or something such as a car allows someone else to use it for a period of time in return for money. 〔房子、汽车等的〕租约; 租契(lease = leasing contract)  • He took up **a 10-year lease** on the house.    他为这房子签了 **10年的租约**。  • The landlord refused to **renew his lease**. 房东拒绝和他 **续签租约**。  • Do you understand **all the terms of the lease**? **租契 的条款** 你都理解吗？  [+ on]  •They took out a lease on a seven-acre field. 他们租下了一块七英亩的土地。  2. [ a new lease of life] if something has **a new lease of life**, it is changed or repaired so that it can continue 〔某物经改装或修理后的〕延续使用寿命  V.S. **the product lifespan** (The lifespan of a product, organization, or idea is the period of time for which it is expected to work properly or to last. (产品、组织或想法的) 使用期限)  e.g. Historic buildings can have **a new lease of life** through conversion. 历史建筑通过改建可以获得新生。  3. if someone **has/gains a new lease of life**, they become healthy, active, or happy **again** after being weak, ill, or tired 〔**某人〕重获的健康[幸福]; 重获新生**  e.g. an operation to give her **a new lease of life** 使她重获新生的一次手术  e.g. After the divorce, she had **a new lease of life**重获新生.   v. [T ]  1. to use a building, car etc under a lease;  [V-T](javascript:;)If you **lease property or something such as a car from someone**向sb租xxx or if they **lease it to you**把xx租给sb, they allow you to use it in return for regular payments of money.  •  He went to Toronto, where he **leased** an apartment **from** his friend. 在那里租了一套公寓。  • They **lease** this site **from** the council. 他们向市政会租来这块场地  •  She hopes to **lease** the building **to students**.  她希望把大楼租给学生  • The building was **leased to** a health club. 这幢大楼租给了一个健身俱乐部。 |
| adv. 简单地/ 极其简括地说 in a nutshell = simply put |
| [ jot down sth] 草草记下；匆匆记下  e.g. to jot down the telephone number 把电话号码记下来  e.g. Whenever a good idea pops up in your mind, just quickly **jot it down** somewhere conveniently, like a paper or the note app in your mobiles. |
| [**pedestrian[pɪˈdestrɪən] bridge 人行天桥**]    "The new University City **pedestrian[pɪˈdestrɪən] bridge 人行天桥**, which was under construction, experienced a **catastrophic** collapse causing injuries and loss of life." At least four people died Thursday when **a pedestrian[pɪˈdestrɪən] bridge 人行天桥**collapsed near Florida International University. Scott said the state would do its best to determine if any wrongdoing led to the collapse and, if so, that people would **be held accountable为xxx(wrongdoing)负责**.  Downey said the four deceased victims were located. Florida International University president Mark said all contractors **are certified by** the state. Dr. Mark, trauma medical director said his staff received 10 patients, including two who are in critically **life-threatening condition有生命威胁的**. One patient with severe extremity injuries arrived **in a coma['kəʊmə]**.  "We heard a loud bang behind us ... and we looked back and the bridge had completely collapsed," said, a student at the University of Miami, who had just passed **underneath/beneath** the bridge in a car. Florida Gov. wasbriefed on the incident by Perez, according to a schedule released by his office. He will be on the school's campus this evening to speak with local **law enforcement执法机构** and university officials, his office said. |

## Lexical\_SympathyEmpathy

|  |
| --- |
| sympathy /ˈsɪmpəθɪ/  1. If you **[have sympathy for sb/sth]** who is in a bad situation, you are sorry for them, and show this in the way you behave toward them. 同情  e.g. We expressed our **sympathy for** her loss.  我们对她的损失表示了同情。  e.g. I have had very little help from doctors and **no sympathy whatsoever [wɒtsəʊ'evə] 没得到丝毫同情**  //whatsoever [wɒt**səʊ**'evə]: You use whatsoever after a noun group in order to emphasize a negative statement. 丝毫(没有)/ 一点也没有/一点也不〔用于强调否定句〕(用于名词词组之后，强调否定陈述)  2. If you **[have sympathy with sb's ideas or opinions],** you agree with them. 赞同/支持(某人的观点)  e.g. I **have some sympathy with** this point of view.  我对这一观点有些赞同。  3. [N-UNCOUNT](javascript:;)If you [take some action**[in sympathy with sb. else],** you do it in order to show that you support them. 对sb. 的支持  e.g.  Several hundred workers struck **in sympathy with** their colleagues.  罢工以示对其工友们的支持。  =>/ˌsɪmpəˈθɛtɪk/ sympathetic， **sympathetically[,simpə'θetikli] 怜悯地；富有同理心地／感同身受的**  1.[ADJ](javascript:;)If you **are sympathetic to someone** who is in a bad situation, you are kind to them and show that you understand their feelings. 同情的 e.g. She was very sympathetic to the problems of adult students.  她对成年学生的问题很同情。  2.[ADV](javascript:;)同情地 e.g. She nodded sympathetically.  她同情地点了点头。  3.[ADJ](javascript:;)If you **are sympathetic with** a proposal or action, you approve of it and are willing to support it. 赞同的  e.g. Many of these early visitors were sympathetic **with** the Chinese socialist experiment.  都赞同中国的社会主义实验。  4.[ADV](javascript:;)赞同地 e.g. After a year we will sympathetically consider an application for reinstatement. 一年以后我们会考虑赞同复职申请。  => V ['sɪmpəθaɪz]  sympathize with sb./sth  1. If you **sympathize with someone** who is in a bad situation, you show that you are sorry for them because you understand their problems 同情 **[ sympathize with sb]**  e.g. I sympathize, but I don’t know how to help. 我很同情，但不知道如何帮忙。  e.g. I can **sympathize with** those who have lost loved ones. 我同情那些失去至爱的人。  e.g. I must tell you how much I **sympathize with you** for your loss, Professor. 我必须告诉您我对您所受的损失深表同情。  2.[V-I](javascript:;)If you **sympathize with someone's feelings**, you understand them and are not critical of them. 理解  e.g. Some Europeans sympathize with the Americans over the issue.  欧洲人在这个问题上对美国人表示理解。  3. [V-I](javascript:;)If you **sympathize with a proposal or action**, you approve of it and are willing to support it. 支持  e.g.  Most of the people living there sympathized **with** the guerrillas. 大部分人 支持 这些游击队员。  e.g. The public **sympathized with** the miners’ strike. 公众 支持 矿工罢工。 |
| **([kə'mɪzəreɪt] [commiserate with sb. = sympathize with sb ]**  to express your sympathy, pity, and empathy for sb. who is unhappy about something; you show them pity or sympathy when something unpleasant has happened to them.怜悯，同情〔某人的不幸〕  e.g. When I lost, he **commiserated with** me.  我失败时，他同情我。  e.g. Sharing the **lowlight** of our day feels good because if we **commiserate with** our partner, we won't feel so alone in our suffering.  分享一天中的**低潮**是一件好事情，因为如果我们拥有配偶的同情，便会感到自己不再独自痛苦。  e.g. Instead of yelling at the cashier after a long wait in line at the grocery store, **commiserate with her** about how hard such busy days can be on everyone.  而是要 **同情她的处境**——人人都会经历这些忙碌的日子  🡺/kə‚mɪzə'reɪʃ ə n,kə͵mɪzəˋreʃən/ commiseration=sympathy=pity 怜悯，同情 n. [plural, U 复数] commiserations  a feeling of sympathy for someone when something unpleasant has happened to them  怜悯，同情  e.g. Congratulations to the winners, commiseration**s** / kə‚mɪzə'reɪʃ /to the losers. 对胜利者表示祝贺，对失败者表示同情。 |
| 感同身受的; 有同理心的 empathy /ˈɛmpəθɪ/ ; empathetic  [N-UNCOUNT](javascript:;)Empathy is the ability to share another person's feelings and emotions as if you were them. 感同身受的能力; 有同理心的能力 **[对sb.怀有深深的同感/同理心: have empathy with sb; have great empathy with sb.]**  e.g. Having begun my life in an orphanage, I **have great empathy with** the little ones. 对<这些小孩们>怀有深深的同感。  e.g. She **had great empathy with** people. 她对人 **充满/怀有深深的同感/同理心**  =>empathetic /ˌɛmpəˈθɛtɪk/  感同身受的; 有同理心的 **[ be empathetic with sb. ]**  [ADJ](javascript:;)Someone who is empathetic has the ability to share another person's feelings or emotions as if they were their own. 有同理心的, 体恤别人感受的; 感同身受的  e.g. Clinton's skills as **an empathetic listener**.  ...克林顿作为一位 感同身受倾听者 的本领。  e.g. Research shows that training employees to **be empathetic with** customers has surprising positive effects.  e.g. If we do an experiment and we induce you to **feel empathetic with**somebody, we get you to feel what they're feeling, you're more likely to be nice to them. |

## Lexical\_困境/逆境

There are many words for problems. Notice that a **setback** refers to something that negatively affects your progress. A **dilemma** refers to a difficult choice between two options.

|  |  |
| --- | --- |
| 1. sb's困境  **2.V. 保证; 宣誓做xxxx 3.(订婚的）誓言** | plight /plaɪt/  [ 难民的困境 refugees' plight; the plight of homeless persons; 庇佑寻求者的困境: asylum seekers' plight; my plight ]  1. N-COUNT If you refer to someone's plight, you mean that they are in a difficult or distressing situation that is full of problems. 困境  e.g. The nation saw **the plight of the farmers,** whose crops had died because of drougt. 该国看到了农民因庄稼死亡而陷入困境。  e.g. The lawyer hopes the film will bring fresh international attention to **the plight of an estimated 14,500 asylum seekers（政治）庇护的寻求者** living in Hong Kong.  2. V to give or pledge or give you my words 保证;/宣誓做xxxx [ plight sb's words to do sth ]  e.g. He plighted his word to attempt it  3. N a plight is a solemn promise, esp of engagement; pledge (订婚的）誓约; 婚约 //sign a pledge 签保证书 |
| 困境; 逆境 | adverse, adversity /ədˈvɜːsɪtɪ/ Adversity is a very difficult or unfavourable situation, sort of predicament, plight 困境; 逆境 **[ 从逆境中反弹 get out of adversity; bounce back from adversity ]**  e.g. He showed courage in adversity/ədˈvɜːsɪtɪ//predicament/plight. 他在逆境中显示出了勇气  e.g. She **bounces back from adversity/ədˈvɜːsɪtɪ//predicament/plight**. She's very **resilient**. 她从困境中反弹，非常的 strongly adaptive, and recover quickly. |
| 困境 | predicament /prɪˈdɪkəmənt/  **[ 处于困境窘境中 in a predicament = in a pickle => = i[n a] tight spot = in a plight => in a desperate situation ]**  If you are i[n a] predicament, you are in an unpleasant situation that is difficult to get out of. 困境  e.g. Our **predicament** is the loss of $1,000,000. What happened to it? e.g. Hank explained our **predicament**. 汉克说明了我们的困境。 e.g. I am in the identical predicament with yourself. 我和你处于同样的窘境之中  E.g Currently, our project is trapped **i[n a] predicament**, with considerable formidable challenges.... OMG, this is a really killer project.  // a killer task = such a difficulet task // a killer exam |
| 处于困境窘境中 (有麻烦或困难的局面) | if you are in a pickle, you are in trouble, in a predicament, or a difficult situation. 但是，如果你处于困境时，你就有麻烦或困难的局面 **[ 处于困境窘境中 in a predicament = in a pickle => = i[n a] tight spot = in a plight => in a desperate situation ]**  => pickle: An edible product, such as a cucumber or green pepper, that has been preserved/marinated腌 and flavored in a solution of **marinade**腌泡汁, eg brine盐水 or vinegar. 腌菜，泡菜.  eg Can I have more pickles in my sandwich. |
| 处境(很）艰难； 于尴尬/艰难的处境 | in a tight spot  **[ 处于困境窘境中 in a predicament = in a pickle => = i[n a] tight spot = in a plight => in a desperate situation ]**  e.g. The Russia-Georgia conflict has put Turkey in a tight spot. 俄罗斯和格鲁吉亚的冲突把土耳其置于尴尬/艰难的处境。  E.g. The private schools without big investment are in a tight spot: they need tuition to pay their operating costs. 那些没有得到大规模捐助的私立学校处境艰难  e.g. The expected jump in prices puts the Bank of England in a tight spot. Higher interest rates could support the pound and limit price rises, but would risk making the slowdown worse and hurting consumers by jacking up/increase repayments on mortgages and other loans. NIESR expects the central bank will downplay the rise in inflation and leave interest rates unchanged for about two years, which is roughly how long it will take for the U.K. to negotiate its exit from the EU.  // If you downplay a fact or feature, you try to make people think that it is less important or serious than it really is. 轻描淡写 e.g. Police sources yesterday downplayed the significance of the security breach. 警方昨天的消息对这次安全缺口的重要性轻描淡写  //增加(价钱、工资等) jack up (salary, payment, debt) |
| 1摆脱困境， 逃脱,脱身；脱离危险   2 电话响个不停 (电话一直忙着，占线） | (cellphone) ring off the hook 电话响个不停/电话一直忙着; lift off the hook 摘机 e.g. The dire situation has taken anti-pollution devices (e.g. masks, air purifier) from niche to mainstream, with a report by research firm TechSci predicting that the air purifier market in India will go from 40,000 units to 100,000 units over the next year and generate over $200 million in revenue by 2021. Jill, the air purifier manager, apologized for not getting back to me sooner because his phone has been ringing off the hook (电话一直忙着，占线). The low-cost masks are also flying off the shelves.   //我5分钟内回你电话：I’ll get back to you in 5 mins. //fly off the shelves 倾售一空 V.S. (product) hit the shelves 新品上架 |
| **[ get you off the hook: 让你摆脱困境; 让你脱身 ]**  e.g The blind date sucks, is so awkward...I'm in a desperate situaiton, please someone **get me off the hook.**  e.g. At the end of her mother's birthday party, **a bouquet[bʊ'keɪ ]/nosegay of flowers** or some other last minute gift for her mother would be nice and probably **get you off the hook** 也许还让你摆脱困境/让你脱身 e.g. Do not **delude[dɪ'l(j)uːd] youself** that this solution can **get us off the hook**. 不要自欺欺人说这样就可以让我们摆脱困境/脱身了。  V.S.  **[ 从逆境中反弹 get out of adversity; bounce back from adversity ]**  //['bæŋkwɪt] banquet = dinner/feast; [bʊ'keɪ; bəʊ'keɪ; 'bʊkeɪ]: a wedding bouquet/nosegay; a bouquet of flowers = a nosegay of flowers 一束鲜花  //[buː'tiːk] boutique 精品店；专卖流行衣服的小商店 boutique hotel  //自欺欺人: delude youself /dɪˈluːd/ If you delude yourself, you let yourself believe that something is true, even though it is not true. |
| 炼狱；涤罪；暂时的苦难 | purgatory /ˈpɜːɡətərɪ/ 1. purgatory is a temporary condition of torment or suffering; You can describe a very unpleasant experience as purgatory. 炼狱般的经历(暂时的苦难 ) [ tide over that purgatory; how to get out of that purgatory; economic purgatory 经济炼狱之苦] e.g. Every step of my last years in my life was purgatory. 的每一步都是炼狱般的折磨; e.g. You cannot imagine how she tided over that purgatory during that gruelling time难熬的折磨人的时期. e.g Major transportation hubs have to be plunked down at the very periphery of city limits, leaving jetlagged travelers to deal with the confusion of how to get out of the purgatory that is western Queens or central New Jersey. On top of that/besides, all of the city's three major airports, JFK, Newark, and LaGuardia ranked dead last among major American airports for on-time arrival. //purge rivals, purge enemies; purgative ['pɜːgətɪv] 泻药= purge medicines; purgatory /ˈpɜːɡətərɪ/: 炼狱般的经历(暂时的苦难 ) 2 N. Purgatory is the place where Roman Catholics believe the spirits of dead people are sent to suffer for their sin罪恶；罪孽 s before they go to heaven. (罗马天主教相信的)炼狱 [ in purgatory ] e.g Prayers were said for souls in purgatory. 为炼狱中的亡灵做的祷告。 |
| (生活/工作中遇到的) 挫折/阻碍; 倒退 | **A setback** 可数名词is an event that delays your progress or reverses some of the progress that you have made, **a setback is sort of an obstacle or a hurdle** (生活/工作中遇到的) 挫折/阻碍; 倒退  e.g. We've **had a setback** in our efforts to **cut back on/curtail** costs.遇到了挫折/障碍  e.g. The move represents a **setback** for the Middle East peace process.  意味着中东和平进程的倒退。E.g. The team suffered **a setback** last night. 遇到了阻碍 e.g. We've **had a setback** in our negotiations e.g. The December elections were a major **setback** for the party. 一个重大挫折。  V.S. feel frustrated: feeling annoyed, upset, and impatient, because you cannot control or change a situation, or achieve something 感到懊恼的/沮丧的/受挫的  e.g. He gets frustrated when people don’t understand what he’s trying to say. 人们不懂他在说什么时，他就会很懊丧 |
| 障碍; 困难 | obstacle /ˈɒbstəkəl/  1.[N-COUNT](javascript:;)An obstacle is **an object** that makes it difficult for you to go where you want to go, because it is in your way. 障碍物 2.[N-COUNT](javascript:;)You can refer to anything that makes it difficult for you to do something as an obstacle. 障 e.g. Overcrowding remains a large obstacle to improving conditions.   过度拥挤仍然是改善条件的一大障碍 e.g. The lack of skilled programmers is a major obstacle for our project to step forward.  V.S. hurdle /ˈhɜːdəl/  [N-COUNT](javascript:;)A hurdle is **a problem, difficulty, or part of a process** that may prevent you from achieving something. 障碍; 困难; 跨栏赛跑  V.S. A barricade: is a line of vehicles or other objects placed across a road or open space to stop people from getting past, for example, during street fighting or as a protest. 街垒; 路障  V.S. barrier: **a rule, regulation problem** etc that prevents people from doing something, or limits what they can do 〔妨碍或限制人们做事的〕障碍，壁垒  **[ trade barrier, e.g. imposing tariffs or setting quota]** |

## Lexical\_僵局/死局/死锁

There are many words for problems. Notice that a **setback** refers to something that negatively affects your progress. A **dilemma** refers to a difficult choice between two options.

|  |  |
| --- | --- |
| 前途未卜的境地; 僵局 | limbo: ['lɪmbəʊ] 监狱；地狱的边境；放置丢弃物的场所；处于中间的或不定的状态 [ be in limbo: 前途未卜的境地 ] If you say that someone or something is in limbo, you mean that they are in a situation where they seem to be caught between two stages and it is unclear what will happen next, be in limbo = kind of, in a dilemma or in a pickle/predicament/an adversity 困境, or trapped in a deadlock/a logjam/an impasse/a stalemate, 前途未卜的境地, 进退两难的局面  e.g. The negotiations have been in limbo since mid-December. 谈判陷入了前途未卜的境地, 进退两难的局面, 僵局。 // limbs = arms and legs; limo: large luxurious car; |
| 僵局 | stalemate / impasse['ɪmpæs] / deadlock/ logjam = be in limbo A tough situation that is so difficult that no progress can be made, no solutions can work well, and any futher action is blocked, all things pause; a deadlock or a stalemate:僵局; a deadlock/stalemate/impasse[im'pɑ:s]/logjam. 僵局; [ 使陷入僵局 bring sb/sth into a stalemate/an impasse/a deadlock/a logjam; sb is stalemated = be trapped in a deadlock/impasse/stalemate/logjam; break the deadlock/stalemate/impasse[im'pɑ:s]/jogjam 打开僵局 eg Now, our project is trapped into a stalemate; currently the key issue is how to break the stalemate/impasse/deadlock. e.g. Currently, we're stalemated = we're trapped in a stalemate. |
| Games: A drawing position in chess in which the king, although not in check, can move only into check and no other piece can move.【游戏】 王棋受困 eg We're playing chess now, his king **is trapped in stalemate.** |
| 僵局（拉锯战） | standoff /ˈstændˌɒf/ A standoff is a situation in which neither of two opposing groups or forces will make a move until the other one does something, so nothing can happen until one of them gives way. 僵局（拉锯战） [ a standoff between two persons; a standoff between two opposing parties; a standoff between two countries ] The grave situation he's referring to is the ongoing antagonism/hostility and standoff 僵局（拉锯战） between US President Donald Trump and Kim Jong Un. With Pyongyang's nuclear and ballistic missile programs making rapid progress, Trump has drawn a hard line 划清界限 on North Korea, sending warships to the region in a show of force, dispatching top aides to reassure allies of US commitment to the region, as well as engaging China's help |
| 1. 交通全面堵塞 2. 僵局 | gridlock /ˈɡrɪdˌlɒk/  1. Gridlock is the situation that exists when all the roads in a particular place are so full of vehicles that none of them can move; emphatically traffic jam, congestion 交通全面堵塞 e.g. The streets are wedged solid with the chaos of poorly regulated parking and near-constant traffic gridlock. 由于管理不当的乱停车以及不断的交通全面堵塞 2. You can use gridlock to refer to a situation in an argument or dispute when neither side is prepared to give in, so no agreement can be reached. 僵局 e.g. He agreed that these policies will lead to gridlock in the future. 他赞同这些政策将来会导致 僵局。   * **bring the traffic intot a standstill** |
| 进退两难的局面/进退两难的选择 | A dilemma is a difficult situation in which you have to choose between two or more alternatives.  **[ My dilemma is whether to do A or do B]**    E.g. He **was faced with** the dilemma of **whether or not** to return to his country. 他面临着是否回国 的艰难选择/进退两难的选择  e.g. I **was faced with** the dilemma of whether to move out **or** **renew the lease租约** with higher rent. e.g. Our dilemma is whether to expand overseas **or** **cut back on/curtail** costs at home/domestically. e.g. Our dilemma is whether to buy more **or** sell. |

## Lexical\_lookDownUpon/Contempt sb

|  |  |
| --- | --- |
| contempt | N) [kən'tem(p)t] contempt: n. 轻视，蔑视；耻辱  [N-UNCOUNT](javascript:;)If you **have contempt for** someone or something, you have no respect for them or think that they are unimportant. 蔑视  **[ have contempt for sb/sth = despise sb./sth = disdain sb/sth;**  **(鄙视)不屑做xxx: scorn doing sth = disdain to do sth]**  e.g.  He has contempt for those beyond his immediate family circle.  他对自己直系亲属以外的人都心怀蔑视  1.a feeling that someone or something is not important and deserves no respect  轻蔑，轻视，鄙视  •The public is treated with contempt by broadcasters. 公众受到了节目主持人的轻蔑对待。  •How could she have loved a man who so clearly held her in contempt ? 她怎么会爱上一个明显看不起她的男人呢？  [+ for]  •The contempt he felt for his fellow students was obvious. 他对同学的蔑视是显而易见的。  utter/deep contempt  •The report shows utter contempt for women’s judgement. 这份报告显示出对女性判断力的极度蔑视。  open/undisguised contempt  •She looked at him with undisguised contempt. 她以毫不掩饰的轻蔑目光看着他。  beneath contempt  •That sort of behaviour is simply beneath contempt (= does not deserve respect or attention ) . 那种行为简直为人所不齿。  2.  law disobedience or disrespect towards a court of law  藐视法庭  •He was jailed for seven days for contempt of court . 他因藐视法庭被关押了七天。  in contempt of sth  •He was found in contempt of the order. 他被判藐视法院裁决的罪名成立。  3.  complete lack of fear about something  毫不畏惧，藐视  [+ for]  •his contempt for danger 他对危险的全然不惧 |
| 被鄙视或侮辱的状态；耻辱丢脸 The state of being **despised or scorned**; feel **disgraced or humiliated** |
| (law slang) [律]藐视法庭(或国会)：对法庭或立法机构的权威有公然不敬或故意违抗行为 Open disrespect or delibrate disobedience of the authority of a ourt of law or legislative body. [藐视法庭的号令 contempt of court charges; contempt of court orders] [非暴力反抗； 非暴力不合作运动 the civial disobedience]  eg Hundreds of cops were in attendance to support HK bailiffs' efforts to remove and dismantle protest barriers from the bustling Mong Kok's Street. The bailiffs were enforcing a court order/writ/statute, following complaints by residents that the protests have disrupted life in parts of the city for nearly two months. Police warned that anyone obstructing/hindering the bailiffs in their work would face "contempt of court charges/orders" 藐视法庭的号令. |
| * contemptible [kən'tem(p)tɪb(ə)l] deserving of contempt or scorn; 卑鄙可鄙的/卑劣的(人); 粗野可鄙的(人) eg 粗野可鄙的人 **[ a rude and contemptible person ]** You can tell he is **a rude and contemptible man** by the content of his hostile comments |
| scorn | [skɔːn] scorn doing sth V.S. scone: a small round cake, sometimes containing dried fruit, which is usually eaten with butter（圆形）烤饼，司康饼  n. 轻蔑；嘲笑；藐视的对象 scorn = contempt (N)  vt. 轻蔑；藐视；不屑做xxx  **[ have contempt for sb/sth = despise sb./sth = disdain sb/sth;**  **(鄙视)不屑做xxx: scorn doing sth = disdain to do sth]**  vi. 表示轻蔑；表示鄙视  n: contempt felt toward a person or object considered unworthy; v despise, look down upon 轻视，轻蔑, 嘲弄：对被认为是可鄙的或无用的人或物感到轻视或看不起; One spoken of or treated with contempt.嘲弄的对象：轻蔑地说起或对待的对象; scorn doing sth: 不屑(做), 因鄙视而拒不接受  eg I scorn telling a lie; I scorn lying 不屑说谎; I scorn making friends with him 不屑和他作朋友 |
| eg reject a proposal with scorn 轻蔑嘲弄地驳回一个建议; 不屑(做), 因鄙视而拒不接受; scorn lying **不屑说谎** I scorn telling a lie; You've no right to scorn/despise a poor girl. 你没有任何理由看不起一个贫穷的姑娘。 He scorned my help. 他不屑接受我的帮助。 |
|  | shrug off sb = [VERB](javascript:;)If you shrug something off, you ignore it or treat it as if it is not really important or serious. 对…不予理睬  •  He shrugged off the criticism.   他对批评不予理睬  耸肩表示蔑视 contempt sb  V.S.  shrug sb's shoulder: 耸肩膀，尤其作为一种表示怀疑、蔑视或漠然的姿式To raise (shoulders), especially as a gesture of doubt, **contemptation/scorn轻蔑,** or indifference. |
| boo | A sound uttered to show/ express sb's contempt, scorn, or disapproval. 嘘声：表示轻视、嘲笑或反对的声音 eg boo sb off the stage; (contempt:n ; scorn n/v; despise; v )  E.G. booed the singer off the stage. 把那个歌唱者嘘下舞台;  eg Inside the arena, when the country's president addressed the FIFA opening speeches, he was booed by the crowd despite her attempt to keep a low profile. |
| despise | 鄙视，看不起，藐视 despise sb /dɪˈspaɪz/ = disdain sb.  **[ have contempt for sb/sth = despise sb./sth = disdain sb/sth;**  **(鄙视)不屑做xxx: scorn doing sth = disdain to do sth]**  [V-T](javascript:;)If you despise something or someone, you dislike them and have a very low opinion of them; to dislike and have a low opinion of someone or something  e.g.She despised her neighbours. 她看不起她的邻居  e.g. I can never, ever forgive him. I despise him. 我鄙视他 |
| disdain | /dɪsˈdeɪn/ disdain sb. = despise sb.  **[ have contempt for sb/sth = despise sb./sth = disdain sb/sth;**  **(鄙视)不屑做xxx: scorn doing sth = disdain to do sth]**  1.[N-UNCOUNT](javascript:;)If you feel disdain for someone or something, you dislike them because you think that they are inferior or unimportant. Disdain: is a complete lack of respect that you show for someone or something because you think they are not important or good enough 鄙视，轻视，藐视  •a look of complete disdain 极为鄙视的样子  with disdain  •She watched me with disdain. 她鄙视地看着我。  [+ for]  •his disdain for capitalism 他对资本主义的蔑视 轻蔑  •  Janet looked at him with disdain.  珍妮特轻蔑地看着他。  2.[V-T](javascript:;) [disdain sb. = despise sb]  If you disdain someone or something, you regard them with disdain; you dislike them because you think that they are inferior or unimportant; to have no respect for someone or something, because you think they are not important or good enough 鄙视，轻视，藐视  •  Jackie disdained the servants that her millions could buy.  杰姬蔑视那些她的数百万财富可以买到的仆人们。  Childcare was seen as women’s work, and men disdained it. 照看儿童被视为女人做的工作，男人对此很不屑。  3. V**. [不屑于做某事disdain to do sth = scorn doing sth]:** to refuse to do something because you are too proud to do it  e.g. Butler disdained to reply. 巴特勒不屑回答。  e.g. I disdained to make friends with her.  //[ condescend to do ]: to do something in a way that shows you think it is below your social or professional position – used to show disapproval 屈尊做某事 |
|  | snuffer ['snʌfə] is a person who takes snuff 吸鼻烟的人 =>[ figurative meaning: a person who looks down upon sb. or despise sb, or shows contempt to others 表示轻视者,嗤之以鼻者 ] e.g. "Tourists from CHINA mainland!" that sales sniffed鄙夷地说, who is obviously a snuffer (轻视者,嗤之以鼻者)  **V-T sniff /snɪf/: You can use sniff to indicate that someone says something in a way that shows their disapproval or contempt, despising sb 表示轻视, 嗤之以鼻地说 e.g. "Tourists from CHINA mainland!" that sales sniffed鄙夷地说, who is obviously a snuffer (轻视者,嗤之以鼻者)。** |

## Lexical\_斜坡/坡度，倾斜度

|  |  |
| --- | --- |
| tile | /tɪlt/ tilt    1.[V-T/V-I](javascript:;)If you **tilt an object or if an object tilts**, it moves into **a sloping position** with one end or side higher than the other. 使<xxx东西>倾斜；把xxx斜放; <xxx东西>倾斜  •  **She tilted the mirror** and began to comb her hair.  把镜子斜放  •  Leonard **tilted his chair** back on two legs and stretched his long body.  把他的椅子向后斜着  •  "The aircraft displayed uncontrolled movement during landing. The alignment wasn't right; **it was tilted** on one side."  • As it came in to land, the plane tilted sideways. 飞机降落时有点侧偏。  2. [V-T](javascript:;)If you **tilt part of your body**, especially your head or chin, upwards or to the side, you move it slightly upward or to one side. 使 (常指头、下巴等) 侧倾; 使）倾侧; 使微仰  •  Mary **tilted her head back** so that she could look at him. 把<头>向后仰了仰  •  His wife **tilted his head to the side** and **stitched缝合 his wound**.  把<他的头>侧向一边。  • My mother **tilted her head** and smiled. 我妈妈歪着头笑了。  • Ned’s mouth **tilted upwards** slightly at the corners. 内德的嘴角微微翘起。  3.[N-COUNT](javascript:;)Tilt is also a noun. [C,U] a movement or position in which one side of something is higher than the other 倾斜，倾侧 **[ with a slight tilt of sb’s head 头的微侧]**  •  He opened the rear door for me with **a slight tilt of his head.**  他 **歪/侧着头** 为我打开了后门  • He opened the window and looked outside **with a light title of his head**.  4.[N-COUNT](javascript:;)**The tilt of something** is the fact that it **tilts or slopes**, or the angle at which it **tilts or slopes.** 倾斜; 倾斜度 **= [ a slope of 30 degrees; a gradient of 30 degrees ]**  •  ...calculations based on our understanding of **the tilt of the Earth's axis**.  地球轴线倾斜度  5.[N](javascript:;)an awning or canopy, usually of canvas, for a boat, booth, etc 罩棚  6.[V](javascript:;)to cover or provide with a tilt 罩上  7.[V-I](javascript:;)If a person or thing tilts toward a particular opinion or if something tilts them toward it, they change slightly so that they become more in agreement with that opinion or position. 倾向  •  Political will might finally tilt toward some sort of national health plan.   政治意愿可能最终会倾向于某种全民医疗方案  🡺Figurative meaning   1. if an opinion or situation **tilts**, or if something tilts it, it changes so that people start to prefer one person, belief, or action to others. In other words, it causes people to have bias towards it. （使）倾向于，（使）偏向于 •Crisis situations tend to tilt the balance of power in favour of the president. 危急形势总是会把权力天平倾向于总统。 2. [C] a preference for one person, belief, or action over others〔对某人、某信仰或某行为的〕倾向，偏向 [+ toward/towards] •the recent tilt toward the Democrats 最近向民主党倾斜的民意 3. [+ toward/towards] •Government tax policy has tilted **toward** industrial development. 政府的税收政策已经向工业发展倾斜。 4. **[ tilt at sb/sth ]** (a phrasal verb): to attack someone in what you say or write抨击〔某人〕   tilt at windmills to waste time and energy attacking an enemy that is not real  攻击幻想的敌人，庸人自扰   1. (at) full tilt: as fast as possible 全速地 •He charged **full tilt** down the slope/inclination/gradient. 他全速冲下斜坡。 |
| slope, sloping position | slope  1.[C] a piece of ground or a surface that slopes 斜坡，斜面  •a **steep** slope/ramp/incline/gradient 陡坡  •a **gentle** slope/ramp/incline/gradient 缓坡  •She looked back up the grassy slope. 她回头望了一眼那绿草如茵的坡地。  2.an area of steep ground covered with snow that people **ski** down滑雪场的斜坡  e.g. Yongpyong, also known as one of the most famous **ski resorts** in Korea, stays open until 2:30 a.m. It has 28 **slopes**滑雪斜坡 and 14 **cable lifts 索道**. Korean hip-hop music blasts from the speakers as snowboarders, decked out in neon from head to toe, cruise by on a **slope**滑雪斜坡 as busy and **bustling[ˈbʌs ə lɪŋ] 熙熙攘攘/热闹的**as a street in downtown Seoul.  e.g. We got to **the ski resort** on Friday, and hit the slopes (= skied on them) the next day.第二天就上坡滑雪了  3.[singular,单数] the angle at which something **slopes**/**tilts** in relation to a flat surface 斜度，坡度  [30˚ 的坡度/梯度a slope of 30 degrees = a gradient of 30 degrees]  V.S.  **The tilt of something** is the fact that it **tilts or slopes**, or the angle at which it **tilts or slopes.** 倾斜; 倾斜度  e.g. **the tilt of the Earth's axis**.  地球轴线倾斜度  4. adj) a **sloping** surface; a **sloping** position  5. V) if the ground or a surface **slopes**, it is higher at one end than the other 倾斜，成斜坡  **[ slope up, slope down, slope away ]**  e.g. a pleasant garden that slopes down to the river 一座向河边倾斜的宜人花园  **🡺〔尤指为了逃避工作〕悄悄离开，溜掉/溜了slope off ( a phrasal verb连读):** to leave somewhere quietly and secretly, especially when you are avoiding work.  e.g. Travis **sloped off** 连读early today. 今天提早 溜了(为了逃避工作)。  e.g. What's going on/what’s up? He's **sloping off 溜走(避免工作)** several days a week. It's just **unac**ceptable[**ʌnək'**septəb(ə)l] behavior.  **🡺[ 一发不可收拾的事情 (开始了就停止不了的事情); 不可逆事件a slippery slope]** a **course of action** which, once started, is difficult to stop or reverse, and normally **leads to/results in** troubles, terrible results or **dare consequences** ]  **//”a course of action” is something to do in response to a situation对某个情形所做出的反应**  E.g. **Genetic engineering** is untested technology, which means that might be some unexpected risks potentially. Therefore, I'd warn against **taking a leap into the unknown盲目从事**. Manipulating操纵 DNA for our benefits is really **playing God为所欲为的做事情**, which might come back to **haunt us (晚一些，会导致消极的结果**). Imagine that we genetically **engineer some crops or animals**, and changes lead to undesirable results. Those changes might be impossible to reverse. In other words, i**t's a slippery slope一发不可收拾**, with serious /dare consequences. Once we start making changes to human DNA, who knows what terrible results it could have on our health in the future? (=> an rhetoric 'retərɪk] question反问句） |
| gradient | gradient /ˈɡreɪdɪənt/   1. [N-COUNT](javascript:;)A gradient is a slope, or the degree to which the ground slopes especially in a road or railway **〔尤指道路或铁路的〕**斜坡，坡度   •a steep slope/ramp/incline/gradient  陡坡  •a gentle slope/ramp/incline/gradient 缓坡  [30˚ 的坡度/梯度a slope of 30 degrees = a gradient of 30 degrees]   1. (color)[渐变](javascript:;) 主要介绍颜色渐变的公式和步骤 均匀渐变渐变(Gradient) |
| ramp | [ræmp] ramp V.S. revamp ( a system/company image/product)  N:   1. 人造的（建筑物的）斜坡/坡道Ramp is a slope/incline/gradient that is built by human to connect two places that are at different levels; A ramp is a sloping surface that is built by human to connect two places that are at different levels. 斜坡   •  Lillian was coming down the ramp from the museum.  从博物馆沿着 斜坡 走下来。  •  Ramps are needed at exits and entrances for wheelchair users. 出入口处需有 坡道 供坐轮椅者使用  • a steep slope/ramp/incline/gradient 陡坡  • a gentle slope/ramp/incline/gradient 缓坡   1. A ramp is a small road for driving onto or off a large main road/artery〔进/出主干道的/进出大道的〕支路，岔道  [ 进入主干道的支路the on-ramp; 出主干道的支路: the off-ramp] e.g. Take the Lake Drive ramp at Charles Street. 到查尔斯街时上湖滨大道 支路 e.g. They missed the off-ramp to Manhattan. 他们错过了去曼哈顿的 出口岔道。 //if two lines or paths diverge, they separate and go into different ramps支路，岔道with different directions〔两条线或路〕岔开，分开      1. [ aviation industry] ramp: the name of the area where aircraft are parked, unloaded, loaded, refueled or boarded. The personnel who is working in the ramp is called “ramp agent”.   Verb:  **[ramp up (the share price)]:** to try to persuade people that a company’s share s are worth more than they really are 哄抬〔股价〕; 抬高股价;  if a company ramps up an activity, it increases it 提高，使增加  [ [ramp up](file:///C:\Users\IBM_ADMIN\AppData\Local\Youdao\Dict\Application\7.5.2.0\resultui\dict\result.html?keyword=ramp%20up&lang=en)倾斜升温（每单位时间之温度上升）；产能提升；斜升]  e.g. To **ramp up a share price** during a takeover bid is unacceptable. 在要约收购期间**抬高股价**是不可接受的。 e.g. Producers can quickly **ramp up production**. 厂商可以迅速 **增加产量。**  e.g. **ramp up** my tech skills  🡺Aviation **[ ramp agent连读]** Who works on the ground (esp. the tarmac/apron停机坪) in aviation industry. People in this job are responsible for:   * **Guide the aircraft into the gate** * loading, unloading and sorting **freight货运**and baggage from **the converyer belt [机] 输送带** on the apron/tarmac. * servicing aircraft lavatories厕所and potable water, * **de-icing** the plane 给飞机去冰in cold weather, and * **push back the aircraft from the gate** and guide it to the **taxiway[航] 飞机滑行道**(preparation for the plane to take off) when the aircraft is ready for take-off.     //V.S. revamp sth (**revamp a system改进体制; revamp the company image改进公司形象; revamp the product改进产品)**: If someone revamps something, they make changes to it in order to try and improve it. 修改; 改进 |
| Incline, inclination | 英 [ɪn'klaɪn] incline, inclination  1.[T] formal if a situation, fact etc inclines you to do or think something, it influences you towards a particular action or opinion使倾向于〔某种行动或观点〕  incline sb to do sth  •The accident **inclined him to** reconsider his career. 这次意外使他重新考虑他的职业。  2.[I] formal to think that a particular belief or opinion is most likely to be correct  倾向于〔认为某个信念或观点是正确的〕incline to do sth  •I **incline to** accept the official version of events. 我倾向于接受官方对这些事件的说法。   Those who fail incline to blame the world for their failure.   那些失败者往往会将其失败归咎于社会  [+ incline to sth/towards sth]  •I incline to the opinion that this principle extends to cases of religious discrimination. 我倾向于认为这一原则也适用于宗教歧视的情况。  ...the factors that incline us toward particular beliefs.   …使我们倾向于特定信念的种种因素  3.[I,T] to slope at a particular angle, or to make something do this(使)有斜度，(使)倾斜  •The telescope is inclined at an angle of 43 degrees. 这架望远镜以43度角倾斜。  1.[N-COUNT](javascript:;)An incline is land that slopes at an angle. **斜坡 [a steep incline/slope/ramp/gradient 陡坡]**  •  He came to a halt at the edge of **a steep incline/slope/gradient/ramp**一个陡坡  2.[V-T](javascript:;)If you **incline your head**, you bend your neck so that your head is leaning forward. 点 (头)  •  Jack inclined his head very slightly.  杰克微微点了点头。  3.  [V-T](javascript:;)If you incline to think or act in a particular way, or if something inclines you to it, you are likely to think or act in that way. 使倾向于; 使有意于  🡺inclination  1.[C,U] a feeling that makes you want to do something; a tendency to think or behave in a particular way 〔思想或行为的〕倾向; 意向；倾向  •My **natural inclination** was to say no. 我 **生性** 爱说“不”。  inclination to do sth  •Neither of my children showed the slightest inclination to follow me into journalism. 我的两个孩子一点都没表现出要随我从事新闻业的意愿。  •Teachers simply do not have the time or the inclination to investigate these matters. 老师们根本没有时间、也无意调查这些事。  e.g. He has **an** inclination to see everything in political terms 从政治角度看待一切事物的倾向  [+ to/towards]  •She’s troubled by her son’s inclination toward atheism. 她因为儿子的无神论倾向而感到困扰。  by inclination  •Bart was a romantic by **natural inclination**. 巴特 **生性** 浪漫。  3.[C] a movement made down towards the ground倾斜；弯腰；点头  •She greeted Maggie with **an** inclination of the head. 她向玛吉点头打招呼  e.g. I have intentional tendency/inclination to alienate/estrange myself from him, who is such as nuisance. 我故意倾向疏远他 |

## Part 1) Describe your problems

## Types of problems(困境/逆境/进退两难的选择；僵局/死局)

See:

* [Lexical\_困境/逆境](#_Lexical_困境/逆境)
* [Lexical\_僵局/死局/死锁](#_Lexical_僵局/死局/死锁)
* Improving our products is a **challenge**, but we can do it.
* Starting a new company is a **challenge**.

## Identify causes and effects

|  |  |  |
| --- | --- | --- |
|  | | |
| Some phrases for causes and effects use the words **of** or **to**, followed by a noun. | | |
|  | |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | One **cause of the rent increase** is intense demand for office space. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | A major **effect of price increases** has been to drive out small businesses. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | The **result of inflation** has been rising rents. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | **Thanks to John's proposal,** the company increased profit. |  |
|  |  |  |

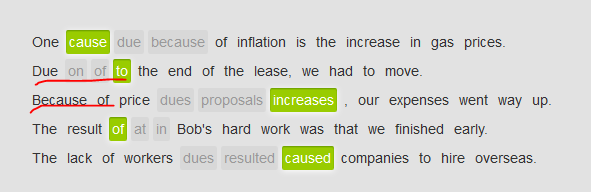
|  |  |  |
| --- | --- | --- |
|  | **Due to the air pollution**, many people left the city. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
| You can also use verbs like these to describe cause and effect. | | |
|  | |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | The lack of skilled workers **caused** several companies to hire overseas. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | Rising rents **have affected** all the city's employers. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | A lack of profits **has resulted in** heavy layoffs. |  |



## lease situation

Hi, Tom.

Just wanted to give you an update on the lease situation and the **predicament/plight** we're in. **//in a predicament/in a pickle/in a tight spot = in a plight**

As you know, rents in this area are increasing **dramatically/sharply**. The biggest cause is the quickly growing population. The major effect is increasing financial challenges for both families and businesses. Omniplex Computers has offered $10,000 more a month than we're currently paying for our office space. Our **dilemma** is whether we pay the increase **or** move.

**On the one hand**, we could probably find a similar lease租约 to what we're paying now in a less popular area. But that would mean dislocating a lot of our employees. **On the other hand**, we can afford to pay the increase due to the increase in sales of our low-priced phones.

It's really not clear what's going to happen. I'll let you know as soon as I hear anything.

Jane

## Part 2)Solution to a problem

## Use “brainstorm” technique to find possible solutions to a problem

**Brainstorming tips**

Brainstorming is a **creative** technique used by groups to find possible ideas or solutions for a specific problem. Only are main points of the idea written down or **jotted down草草记下** as members of the group think of them. There is no analysis of the ideas at the time (during brainstorming).

The most important thing is to let group members know that there are no bad ideas in brainstorming. The aim is to gather as many ideas as possible. There should be no judgment. Ideas can be evaluated later. People should feel free to say whatever they think of. Even crazy or wild ideas – thinking **outside the box/out of the box(天马行空)** – should be welcomed. You never know which ideas will turn out to be the best ones. Sometimes ideas can also be combined.

Brainstorming doesn't always generate the best ideas, but it can build trust among group members and encourage people to speak more freely without fear/phobia['fəʊb**ɪə**] of being judged. It can help a team come together.

//acrophobia[,ækrə'fəʊb**ɪə**]=have **a** phobia['fəʊb**ɪə**] of height; claustrophobia[klɔːstrə'fəʊb**ɪə**] [心理] 幽闭恐怖症; agoraphobia[,æg(ə)rə'fəʊb**ɪə**][心理] 广场恐怖症；陌生环境恐怖症

## Part 3) Describe **problem behavior** on the job

Use these expressions to ask about and describe problem behavior on the job.

|  |
| --- |
| A. What's up? |
| B. It's Larry again. He's missing meetings. We have to do something. **Worst yet最糟糕的是**, He arrived here late at 10:00 in the morning and he **sloped off** at 4:00 in the afternoon (为了避免工作) 溜走了 |

|  |  |
| --- | --- |
|  | A. What's happening this time? |
| B. Her team hardly ever sees her. It's having a negative impact on them. |

|  |
| --- |
| A. What's going on? |
| B. He's leaving work early several days a week. It's just **unac**ceptable[**ʌnək'**septəb(ə)l] behavior. |

|  |
| --- |
| A. What's the problem? |
| B. He arrives here late every day. The **bottom line底线** is that we need him here at 9. Worst yet**最糟糕的是**, he arrived here late at 10:00 in the morning and **sloped off** at 4:00 in the afternoon **(为了避免工作) 溜走了** |

**//What is worse 更糟糕的是 V.S. Worst yet最糟糕的是 V.S. Best of all, 最好的是/最赞的是**

## Deal with a problem by commiserating ( [kə'mɪzəreɪt])

//**commiserate ([kə'mɪzəreɪt]) with sb. = sympathize with sb**= to express your sympathy for sb. who is unhappy about something怜悯，同情〔某人的不幸

Ref: EFL10U2\_DealWithChange.doc in C:\Tracy\TW related\English\IETLS\oral topic\2 EF oral topics - Script based on Level\EF L10-Upper Intermediate\EF oral topics\_L10\_Unit\_2\_DealWithChange

## Show sympathy and empathy

See [Lexical\_SympathyEmpathy](#_Lexical_SympathyEmpathy)

|  |  |  |
| --- | --- | --- |
| **Tips for listening sympathetically[,simpə'θetikli] 怜悯地；富有同理心地／感同身受的**  e.g. These expressions can help you **sympathize** or **establish a good and harmonious rapport  [ræ'pɔː] with** your employee. //have a good and harmonious[hɑː'məʊnɪəs] rapport with sb. **[ræ'pɔː] ’t’不发音; 融洽和睦关系** | | |
| * When a friend explains a problem, you can show you are listening **by repeating part of what they say.** | | |
|  | |  |
|  |  |  |
|  |  |

|  |  |  |
| --- | --- | --- |
|  | A: My sister says that I'm too old-fashioned. |  |
| B: **Too old-fashioned?** |  |
| A: Yeah. I want men to be very traditional. |  |
| * You can listen **sympathetically** by **commiserating ([kə'mɪzəreɪt]commiserate with sb. =sympathize with sb** = to express your sympathy for sb. who is unhappy about something怜悯，同情〔某人的不幸〕 | | |
|  | |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | **I hear you.** e.g. I hear you. You're in a tough position. | . |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | My parents **do the same thing.** |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | **I know/see what you mean.** e.g. I know what you mean. That's a tricky situation. (to show sympathy and empathy to that person) |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | I **sympathize with/commiserate [kə'mɪzəreɪt]with** you (I have great empathy with you). It's tough. |  |

To a certain extent, **I'm sympathetic with** you.

|  |  |  |
| --- | --- | --- |
| * You can also show sympathy by showing the person that you understand the nature of their situation and how that you **feel empathetic with him/her　有同理心得／感同身受的** | | |
|  |  |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | **I see/know what you mean.** e.g. I see/know what you mean. It's really tough. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | **I can understand why you are concerned.**  I understand. I've been there. Buying a house is time-consuming. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | **You're in a tough position.**  I see. You’re in **a sticky situation棘手的情形** |  |
|  |  |  |

## State limits/degree/extent

|  |  |  |
| --- | --- | --- |
|  | | |
| The following language will allow you to tell your employee of limits on your agreement and give warnings. | | |
|  | |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | So, just to be clear: We'll try this for a couple of weeks and see how it works. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | So this is a warning that we need to see some change. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | I'll be **checking in with your team (communicate with sb，与某人讨论)** to see if there has been any improvement. |  |

## Serious complaints (e.g. complaints on Tra in DP project)

An email about my complaints about one employee who is working as my teammember in DP project.

|  |
| --- |
| Hi Min,  Sorry to bring bad news, but I've been getting some serious complaints about Travis. Three people have complained that he missed important meetings last week and this week, all in the late afternoon. He's also not participating in any of our informal events, like the Friday get-together. Worst yet, he is always **sloping off** (为了避免工作)溜走/开溜early every afternoon. Could you find out **what's going on**? It started about two weeks ago. His team's getting more and more irritated, so we need to move fast on this. You're his manager, so … You get the idea. Please meet with him today, and report back to me.  Thanks.  Allison |

## Part 4)Analyze an object/Evaluate a solution by “SWOT analysis”

## SWOT analysis: a method to analyse an object or to evaluate a solution

|  |  |
| --- | --- |
| SWOT analysis |  |
| A strength, strengths | An advantage/a plus/upside that the business has, e.g. high quality of the product, the perfect project management process, the excellent supply chain management  e.g. Our major **strength** is the quality of our software.  e.g. Our product is the best on the market, which is our big **strength/plus.** |
| A weakness, weaknesses | A disadvantage/a minus/downside/drawback that the business has, e.g. outdated software, we’re always short-handed人手不足的and overloaded.  e.g. Our most serious **weakness/minus** is that we're only in the UK.  e.g. Our one big **weakness** is poor distribution in Asia.  e.g. Our software is old and slow, which is a **weakness**/**minus**.  // If a company, organization, or group (DP ID team) is **short-handed**, it does not have enough people to work on a particular job or for a particular purpose. 人手不足的 |
| An opportunity | A chance to **take advantage of (趁机)利用(时机等)** something that a business has in order to gain benefits in future.  e.g. We have a tremendous **opportunity** to expand overseas.  e.g. Our competitors are weak right now. We have a great **opportunity** to re-seize the market. |
| A threat | A danger coming from outside the company, like from your competitors.  e.g. The biggest **threat** we face is from Omniplex Megacomputers.  e.g. Our competitor has an excellent new product to **hit the shelf(产品上架).** They’re a real **threat** to us. |

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| SW: strengths V.S. weaknesses | [ good points V.S. bad points ]   * pro**s a**nd cons; 连读 * advantages and disadvantages; * strengths and weaknesses; * plus and minus; * benefits and **drawbacks**; * upsides and downsides   Use the following pairs of words to talk about good points and bad points.   |  |  | | --- | --- | | **Good points** | **Bad points** | | Advantages  🡺advantageous = beneficial /ˌædvənˈ**teɪ**dʒəs/  If something is advantageous to you, it is likely to benefit you. 有利的 e.g.  Free trade is advantageous/beneficial to all. 自由交易对大家都有利 | disadvantages | | Plus: informal, something that is an advantage 有利因素[条件]  [ major/definite/big etc plus=] e.g. Some knowledge of Spanish is **a definite plus/advantage** in this job. 懂一些西班牙语绝对占优势。 | Minus: informal, something that is a disadvantage because it makes a situation unpleasant不利条件；不足之处；缺点  e.g. There are both **pluses and minuses** to living in a big city. 生活在大城市有利也有弊 | | Upsides: (不好的情况中的)好的方面  The upside **of an unpleasant situation** is the aspect of it that is more pleasant or positive. (不好的情况中的)好的方面  e.g.  Residents said the only upside would be a boost to the island's economy.  居民们说惟一好的方面会是对该岛经济的促进 | Downsides: 不足之处; 不利的一面  The downside of a situation is the aspect of it which is less positive, pleasant, or useful than its other aspects.  e.g.  The downside of this approach is a lack of clear leadership.  这种方式的不足之处是缺乏明确的指挥 | | Benefits | Drawbacks: A drawback is an aspect of something or someone that makes them less acceptable than they would otherwise be. 缺点; 障碍; 不足之处  e.g.  He felt the apartment's only **drawback/downside/minus** was that it was too small. 这个公寓惟一的缺点就是太小 | | Pros | Cons /kɒn/  1.[V-T](javascript:;)If someone cons you, they persuade you to do something or believe something by telling you things that are not true, esp. to deceive you to give them money哄骗  e.g. He claimed that the businessman had **conned him out of $10,000.** 那个商人骗了他1万美元  2. **[ con sb. into doing sth]**  3. N. A con is a trick in which someone deceives you by telling you something that is not true. 骗局  4. **[** [**con artist**](file:///C:\Users\IBM_ADMIN\AppData\Local\Youdao\Dict\Application\7.5.2.0\resultui\dict\result.html?keyword=con%20artist&lang=en)**= con man ]** 骗子；[俚]以花言巧语骗人的人 | |
| OT: opportunities V.S threats |  |

## Process of “SWOT Analysis”

|  |
| --- |
| **SWOT Analysis**  A SWOT analysis is a step-by-step process used to evaluate a product, industry or even a person.   1. The first step in a SWOT analysis is identifying **the objective or goal** of the business project. 2. The next step is identifying **the favorable and unfavorable things** that could affect that objective, both internally and externally.   This means identifying the strengths, weaknesses, opportunities and threats (SWOT) to whatever is being analyzed.   * Strengths are what give the business or project an advantage. It could be high-quality products. * Weaknesses are what put the business or project at a disadvantage – for example, outdated software. * Opportunities are things that the business could use to its advantage – for instance, a lack of competition in Africa. * Threats are things that could cause problems for the business. This could be something like a new, advanced product from a competitor.   **In a nutshell/simply put,** SWOT is a very important process for analyzing a company's situation to help planning be more effective. It might even tell planners that a project is not possible and cause a complete change in plans. Success depends on many things, and SWOT can be a very valuable tool in achieving that success. |

## Analyse your company with “SWOT analysis method”

|  |  |  |
| --- | --- | --- |
|  | | |
| One common way to analyze your company's position is to look at your **strengths, weaknesses, opportunities and threats – SWOT analysis** | | |
|  | |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  |  |  |
|  |  |  |

Our major **strength** is the quality of our software.

Our product is the best on the market, which is our big strength/plus.

|  |  |  |
| --- | --- | --- |
|  | Our most serious **weakness** is that we're only in the UK.  Our one big **weakness** is poor distribution in Asia.  Our software is old and slow, which is a **weakness**/**minus**. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | The biggest **threat** we face is from Omniplex Megacomputers.  Our competitor has an excellent new product to **hit the shelf(产品上架).** They’re a real **threat** to us. |  |
|  |  |  |

|  |  |  |
| --- | --- | --- |
|  | We have a tremendous **opportunity** to expand overseas.  Our competitors are weak right now. We have a great **opportunity** to re-seize the market. |  |

## Start the discussion (likewise类似的, start the meeting/presentation)

Use these expressions to introduce the topic, start the discussion and state any limits.

OK. **We're here to discuss** our market and competition.

**We only have 30 minutes**, so we should get going. I'll take notes.

## Move from point to point

Here are some expressions for introducing the main points of a discussion and moving from point to point

**Let’s start with our strengths.**

**Let's start by discussing** strengths. //start with sth V.S. start by doing sth

**Let's move on to** threats.

**OK. So** **where are** our <threats/opportunities/strengths/weaknesses>?

## Next steps and closing

These expressions will help you state next steps and close the discussion.

What are our **next steps**?

**I'll follow up with** Sunset and email you a summary of the discussion. **//follow up with sb.和 sb. 跟进**

**I'll follow up with** the executive team.

Great meeting! Thanks, everyone

Now, where are our opportunities?

Let's **move on to** threats.

**We're here to** analyze our company's market. Let's **start by** talking about our strengths.