

Must Know Business English Vocabulary | 1 HOUR ENGLISH LESSON

Subtitle

I am so happy you're here because I have an amazing master class for you today.

You're going to learn must know business English vocabulary to

help you sound smart and professional at work.

Welcome back to JForrest English.

Of course, I'm Jennifer.

Now let's get started.

First, in this master class, you're going to learn 10 important business English expressions.

And at the end, I'm going to quiz you to make sure you can really use them.

Let's get started.

Let's talk about due diligence, due diligence.

Have you heard this before?

Due diligence is the concept of doing very thorough research or

investigation before making a decision.

For example, before signing the contract, make sure you do your due diligence.

And remember due diligence.

That's simply the research and investigation before signing the contract.

So that's the decision you're about to make, the decision to sign the contract, Do your due diligence.

Now, don't be confused here because the verb I just used is do you do due diligence?

Do is the casual verb.

You can also use a more formal verb, such as conduct due diligence.

For example, before you accept the job offer, you should conduct extensive due diligence on the company.

Machine Translation

我很高興你能來，因為今天我為你準備了一堂精彩的大師課。

您將學習必須知道的 商務英語詞彙，以帮助您在工作中显得聰明和專業。

歡迎回到 JForrest English。

當然，我是詹妮弗。

現在讓我們開始吧。

首先，在這個大師班上，您將 學習 10 個重要的商務英語表达。

最後，我將對你進行測驗，以確保你真的可以使用它們。

讓我們開始吧。

讓我們談談盡職調查、盡職調查。

你以前聽說過這個嗎？

盡職調查是指在做出決定之前 进行非常彻底的研究或

調查的概念。

例如，在簽訂合同之前，請確保您已做好盡職調查。

並記住要盡職盡責。

這只是 簽訂合同之前的研究和調查。

這就是您將要做出的決定，

簽署 合同的決定，請盡職盡責。

現在，不要感到困惑，因為 我剛才使用的動詞是“你是否盡職盡責？”

Do 是隨意動詞。

您還可以使用更正式的 劇詞，例如進行盡職調查。

例如，在接受工作機會之前，

您應該對公司進行廣泛的 尽職調查。

So you should research the company, You should investigate the company,

and you should do that thoroughly to make sure you're making the right decision.

So you can do due diligence or you can conduct due diligence.

Now let's talk about a win win situation.

This is a situation in which all parties benefit.

You win.

I win, it's a win win.

For example, subscribing to this YouTube channel is a win win situation.

You win because you get to watch all of this amazing

content to help you improve your English for free.

And I win because by subscribing that tells YouTube that this is a popular channel,

a popular video, and YouTube will recommend it to more people.

So it's a win win situation.

So make sure you subscribe, comment, like, share this video with your friends for that win win situation.

In a business context, you should also be asking yourself the question,

how can I make this a win Win.

You don't have to add the word situation, native speakers will commonly drop it.

How can I make this a win win?

If I ask my boss for a promotion, how can I make that a win win.

If you can make it a win win, and you can explain the reasons why your boss will win and you will win, well then they're more likely to give you the promotion.

And if you think it's a win win, then put that in the comments.

Jennifer, it's a win win.

Subscribing to this YouTube channel is a win win.

所以你应该研究这家公司， 你应该调查这家公司，

你应该彻底地这样做以 确保你做出了正确的决定。

因此， 您可以进行尽职调查， 或者 您可以进行尽职调查。

现在让我们来谈谈双赢的局面。

这是一个各方都受益的局面。

你赢了。

我赢了， 这是双赢。

例如， 订阅这个 YouTube 频道是一个双赢的局面。

您赢了， 因为您可以免费 观看所有这些精彩的

内容来帮助您提高英语水平。

我赢了， 因为通过订阅， YouTube 知道这是一个热门频道、

一个热门视频， YouTube 会将其推荐给更多人。

所以这是一个双赢的局面。

因此，请确保您订阅、评论、

点赞并与您的朋友分享此视频， 以实现双赢。

在商业环境中， 您 还应该问自己这个问题：

我怎样才能实现双赢。

您不必添加“情况”这个词， 母语人士通常会省略它。

我怎样才能使这成为双赢？

如果我向老板要求升职， 我怎样才能实现双赢呢？

如果你能使它成为双赢， 并且你能 解释为什么你的老板

会赢并且你会赢的原因， 那么他们就 更有可能给你晋升。

如果您认为这是一个双赢的结果， 请在评论中提出。

詹妮弗， 这是双赢。

订阅这个 YouTube 频道是双赢的。

Jennifer, it's a win win.

Put that in the comments.

Let's talk about to break the ice.

When you break the ice, you initiate a conversation and you do that for the first time.

This is used in both social settings, like a party or a business setting, like before a meeting or a conference.

And when you break the ice is so you can have that initial conversation and get rid of that

awkwardness when you're at a party or a meeting and you don't really know everyone there.

So that's why at the beginning of a meeting or a conference,

they'll often have some activities planned simply to help you break the ice.

Or your boss might say make sure you break the ice before you pitch them the product.

So you don't want to start the meeting by saying this is my product, you should buy it.

You want to have some conversation first.

You want to break the ice.

Our next expression is to close the deal.

This is when you finalize and secure a business agreement.

So it means everything is complete.

It's a done deal.

So your boss could ask you did you close the deal.

They want to know if they've signed the contract and they're officially

a customer, but maybe you reply and say not yet they're still doing their due diligence.

Remember, you do due diligence and then you can

question how can we make this a win, win situation.

So they'll want to close the CEO.

Now let's talk about cutting edge.

詹妮弗，这是双赢。

将其放在评论中。

让我们谈谈如何打破僵局。

当你打破僵局时，你就开始了对话，这是你第一次这样做。

这在社交场合（如聚会）或商务场合（

如会议或会议之前）中都有使用。

当你打破僵局时，你就可以进行初步的交谈，并摆脱

在聚会或会议上当你不认识那里的每个人时的尴尬。

所以这就是为什么在会议或研讨会开始时，

他们通常会计划一些活动来帮助你打破僵局。

或者你的老板可能会说，确保在向他们推销产品之前打破僵局。

所以你不想在会议开始时就说这是我的产品，你应该买它。

你想先进行一些对话。

你想打破僵局。

我们的下一个表达就是完成交易。

这是您最终确定并签订商业协议的时候。

所以这意味着一切都完成了。

一切都已成定局。

所以你的老板可能会问你是否完成了交易。

他们想知道他们是否已经签署了合同并且正式成为

客户，但也许你会回复说还没有，但他们仍在尽职调查。

请记住，您进行了尽职调查，然后您可以

质疑我们如何才能实现双赢的局面。

所以他们想要解雇首席执行官。

现在我们来谈谈前沿技术。

This is an adjective that's often used to describe products or entire companies.

If something's cutting edge, it means it's at the forefront of technology and innovation.

You might say I love working for a cutting edge company,

a company that's always at the forefront, the very top of technology and innovation.

Or you could say the research team is known for developing cutting edge technology.

So they develop technology, but it's cutting edge.

It's at the forefront of innovation and technology.

Our next expression is in the pipeline.

When something is in the pipeline, it means it's being developed or planned.

So you might ask a company or a team or even a person, do you have any projects in the pipeline

and you're asking them if they have anything that's currently being developed or planned?

Are you working on anything new?

Do you have anything in the pipeline?

Or you might say, let's meet tomorrow to discuss how to finalize everything in the pipeline.

Because remember, the things that are in the pipeline in progress,

they're currently being developed.

They're not final yet.

And when they are, hopefully they're cutting edge.

I love this next expression to hit the ground running.

This is when you start a project or task with a lot of energy and enthusiasm and

I personally always hit the ground running with new projects and tasks.

I also love when my students hit the ground running.

For example, Sherry just joined the finally Fluent Academy.

这是一个经常用来描述产品或整个公司的形容词。

如果某事物是尖端的，那就意味着它处于技术和创新的前沿。

你可能会说 我喜欢为一家尖端公司工作，

一家始终处于最前沿、技术和创新最顶尖的公司。

或者你可以说该研究团队以开发尖端技术而闻名。

所以他们开发技术，但它是尖端的。

它处于创新和技术的前沿。

我们的下一个表达正在筹备中。

当某事处于筹备阶段时，意味着它正在开发或计划中。

因此，您可能会问一家公司、一个团队甚至一个人，您是否有任何正在进行的项目，

并且您问他们是否有任何正在开发或计划的项目？

您正在做什么新工作吗？

您有什么计划吗？

或者你可能会说，我们明天开会讨论如何完成所有流程。

因为请记住，正在进行中的项目

目前正在开发中。

它们还不是最终版本。

当他们这样做时，希望他们是最先进的。

我喜欢接下来这个表达，它能立即发挥作用。

这是当你以大量的精力和热情开始一个项目或任务时，

我个人总是立即开始新的项目和任务。

我也很喜欢看到我的学生们开始积极行动起来。

例如，Sherry 刚刚加入了 Fluent Academy。

This is my premium program.

She just joined the Finally Fluent Academy and she hit the ground running.

So she started the program with a lot of energy and enthusiasm.

She already started reviewing the lessons.

She joined our private community.

She's submitting exercises for feedback.

She's interacting with the other students.

She hit the ground running.

Now let's talk about the idiom to put all your eggs in one basket.

Have you heard this before?

This is when you rely on only one strategy or one idea.

So if your eggs are in one basket and you drop that basket, all your eggs will break, right?

Because of that, we commonly use this expression in the negative.

You shouldn't put all your eggs in one basket.

So if a friend tells you they want to invest all their money,

not just some of their money, all their money in one single stock or investment

strategy, you might say you shouldn't put all your eggs in one basket.

Or you could say it's always good to have multiple projects in the

pipeline so you don't have all your eggs in one basket.

Because if one of those ideas in the pipeline fails, you have other ideas.

So that's always a great idea.

Let's talk about to be a team player.

This describes someone who works well with others in a group.

What about you?

Are you a team player?

Put it in the comments if you are.

这是我的高级计划。

她刚刚加入 Finally Fluent Academy 并开始全力以赴。

因此，她以 充沛的精力和热情开始了这个项目。

她已经开始复习功课了。

她加入了我们的私人社区。

她正在提交练习以获得反馈。

她正在与其他学生互动。

她立即开始行动。

现在我们来谈谈“把 所有的鸡蛋放在一个篮子里”这个成语。

你以前听说过这个吗？

这是当你只依赖 一种策略或一个想法时。

所以如果你把鸡蛋放在一个篮子里，当你把篮子掉在地上时，所有的鸡蛋都会碎，对吗？

因此，我们通常 在否定句中使用这个表达。

你不应该把所有的鸡蛋放在一个篮子里。

因此，如果一个朋友告诉你，他们 想把所有的钱，

不只是部分钱，全部投资 于一只股票或一种投资

策略，你可能会说你不应该 把所有的鸡蛋放在一个篮子里。

或者你可以说，同时 进行多个项目总是好的，

这样你就不会把 所有的鸡蛋放在一个篮子里。

因为如果其中一个想法 失败了，你还有其他想法。

所以这始终是一个好主意。

让我们来谈谈如何成为一名团队成员。

这描述了某人 在团队中能很好地与他人合作。

你呢？

你是一名团队合作者吗？

如果愿意的话，请将其写在评论中。

I know many people have difficulty with this.
They have difficulty working with others in a group.

So be honest.

Are you a team player?

I could say I love working with Julio, He's such a team player.

Or I could say Michelle's extremely smart and well qualified, but she's not a team player,
so I don't think she's ready for a management position.

Because if you're in a management position, you need to be a team player.

So don't forget this very valuable skill.

Let's talk about to raise the bar.

When you raise the bar, you take your standards or your expectations and you raise them.

So you have higher standards, higher expectations.

I could say that Apple raised the bar on what a cell phone can do.

Before Apple, our expectations for cell phones was about here.

Now our standards and expectations are up here, and that's because of Apple in my opinion.

Or you could say their products are cutting edge.

They've really raised the bar when it comes to home security equipment,

so they've raised the expectation or standards, but specific to home security equipment.

So Are you ready for your quiz to see how well you know these business expressions?

Here are the questions.

Hit pause.

Take as much time as you need, and when you're ready to see the answers, hit play.

How did you do on that quiz?

Well, let's find out.

Here are the answers.

我知道很多人对此感到困难。

他们很难与团队中的其他人合作。

所以要诚实。

你是一名团队合作者吗？

我可以说我喜欢和胡里奥一起工作，他是一个非常善于团队合作的人。

或者我可以说米歇尔非常聪明并且很有资格，但她不是一名团队合作者，

所以我认为她还没有准备好担任管理职位。

因为如果你处于管理职位，你就需要成为一名团队合作者。

所以不要忘记这项非常宝贵的技能。

让我们来谈谈如何提高标准。

当你提高标准时，你就提高了你的标准或期望。

所以你有更高的标准，更高的期望。

我可以说苹果提高了手机功能的标准。在

苹果之前，我们对手机的期望就仅限于此。

现在我们的标准和期望已经达到了这个水平，我认为这要归功于苹果。

或者你可以说他们的产品是尖端的。

他们确实提高了家庭安全设备的标准，

因此他们提高了期望或标准，但具体到家庭安全设备。

那么，您准备好参加测验来了解您对这些商业表达的了解程度了吗？

以下是问题。

点击暂停。

花费你需要的时间，当你准备好查看答案时，点击播放。

你那次测验做得怎么样？

好吧，让我们来一探究竟。

以下是答案。

Hit, pause.

Take as much time as you need to review them.

And when you're ready to continue, hit play.

Are you enjoying this lesson?

If you are, then I want to tell you about the Finely Fluent Academy.

This is my premium training program where we study native English speakers from TV, the movies, YouTube, and the news so you can improve your listening skills of fast

English, expand your vocabulary with natural expressions, and learn advanced grammar easily.

Plus, you'll have me as your personal coach.

You can look in the description for the link to learn more,

or you can go to my website and click on Finally Fluent Academy.

Now let's continue with our lesson.

Amazing job.

So how did you do with that quiz?

Share your score in the comments.

And now you're going to learn professional phrases to negotiate in English.

Because of course, you need to know how to negotiate.

Let's get started to negotiate.

This is when you have a discussion with someone in order to reach an agreement.

For example, I negotiated with the seller for a 10% discount notice.

Grammatically, you negotiate with someone and you negotiate for something a discount.

You could also say we negotiated over the price or on the price.

So here you negotiate on or over something, the price, the terms of the agreement.

So how about we negotiate right now you could say, Jennifer,

I'll subscribe to your channel if you upload more videos, ah, good job negotiating with me.

击中，暂停。

花费尽可能多的时间来复习它们。

当您准备好继续时，点击播放。

你喜欢这节课吗？

如果是的话，那么我想告诉你有关 Finely Fluent Academy 的信息。

这是我的高级培训计划，我们通过电视、

电影、YouTube 和新闻学习以英语为母语的人，以便您可以提高快速英语的听力技巧

，用自然表达扩大词汇量，并轻松学习高级语法。

另外，我还可以担任您的私人教练。

您可以在描述中查找链接以了解更多信息，

或者您可以访问我的网站并单击 Finally Fluent Academy。

现在我们继续我们的课程。

非常棒的工作。

那么你的测验成绩如何？

在评论中分享您的分数。

现在您将学习用英语进行谈判的专业短语。

因为当然，你需要知道如何谈判。

让我们开始谈判吧。

这是当您与某人进行讨论以达成协议时。

例如，我与卖家协商获得 10% 的折扣通知。从

语法上讲，你与某人协商并协商折扣。

您也可以说我们就价格进行了谈判。

因此，在这里您要就某事进行谈判，包括价格、协议条款。

那么我们现在就谈判怎么样？你可以说，詹妮弗，

如果你上传更多视频，我就会订阅你的频道，啊，你跟我谈判得很顺利。

So put, let's negotiate, let's negotiate, let's negotiate.

Put that in the comments.

Now let's talk about negotiating the prices of goods and services, what you most commonly negotiate.

First of all, these items are usually non negotiable.

Items at brand name physical stores like Walmart,

IKEA or shopping malls in North America are usually non negotiable.

Sure you can try to negotiate, but don't be surprised if they

say no or are confused because you're negotiating at Walmart.

But don't worry, because there are many items that are negotiable in North America.

More expensive items like real estate, cars,

furniture, jewelry, artwork are almost always negotiable.

Services like home renovations, landscaping or consulting are usually negotiable.

Or goods and services at independent stores or non physical stores.

For example St.

vendors, booze kiosks or souvenir shops.

Have fun and try to negotiate.

First let's talk about asking.

If a price is negotiable, this is a great place to start.

You can ask, is there any room for negotiation on the price?

Any room for negotiation, is the price flexible?

Now for this one you'll get a yes or no, but you can ask how flexible is the price.

So you're assuming the answer is yes and you just want to know to what degree,

how flexible is the price?

This is a good one.

If you want to be less aggressive,

所以, 让我们谈判吧, 让我们 谈判吧, 让我们谈判吧。

将其放在评论中。

现在让我们来谈谈最常见的 商品和服务价格谈判。

首先, 这些项目 通常是不可协商的。

沃尔玛、宜家等品牌实体店

或北美购物中心的商品 通常是不可议价的。

当然, 你可以尝试谈判, 但如果他们

说不或者感到困惑, 也不要感到惊讶, 因为你是在沃尔玛谈判。

但不要担心, 因为在北美有很多商品 通常是可以协商的。

房地产、汽车、家具、珠宝、艺术品等更昂贵的物品

几乎总是可以协商的。

房屋装修、景观美化 或咨询等服务通常是可以协商的。

或者独立 商店或非实体店的商品和服务。

例如圣

摊贩、酒亭或纪念品商店。

玩得开心并尝试谈判。

首先我们来谈谈询问。

如果价格可以协商, 这 是一个很好的起点。

你可以问一下, 价格还有商量的余地吗?

有商量的余地吗, 价格灵活吗?

现在对于这个问题你会得到肯定或否定的回答, 但你可以询问价格的灵活性如何。

所以您假设答案是肯定的, 并且 您只是想知道

价格的灵活性如何?

这是一个很好的例子。

如果你想不那么咄咄逼人,

you could say do you have any sales or promotions that I should know about?

So you're letting the person know you're trying to get a discount or a lower price.

Similarly you can ask are there any discounts available?

One of my favorites is what's the best price you can give me?

You could also say what's the lowest price you could give me.

Then the person knows oh you came to negotiate.

Let's say you know A item is negotiable, so let's review some phrases for negotiating prices.

Whatever phrase you use, my best advice is always try to provide a reason why you should

get a discount, why the person should negotiate with you and make it a win Win for both parties.

Then you're more likely to get a yes if I buy 2, can you give me 30% off?

Another tip, always ask for more of a discount than you expect.

So if you would be happy with a 10% discount, we'll ask for a 30% discount.

Notice the grammar here.

We have if plus subject plus present simple followed by can plus subject plus base verb.

To form the question, let's say you're buying a car.

You could say if I buy this at full price, can you give me free maintenance for one year?

Now free maintenance could be worth more than a 5 or 10% discount,

so that's a great way to make it a win win.

If I pay cash, can you give me 15% off?

In North America, 10 to 15% tax is added to the sticker price.

The price you see tax is not included, so negotiating

10 to 15% the amount of the taxes is a great place to start.

你可以说你有什么 我应该知道的销售或促销活动吗?

所以你要让对方知道你 想获得折扣或更低的价格。

同样，您可以询问是否 有任何折扣？

我最喜欢的问题之一是 您能给我的最优惠价格是多少?

您还可以告诉我 您能给我的最低价格是多少。

然后对方就知道你是来谈判的。

假设您知道某件商品是可以协商的，那么 让我们回顾一下一些用于协商价格的短语。

无论您使用什么短语，我最好的建议是 始终尝试提供您应该

获得折扣的理由，为什么对方应该 与您协商并使其成为双方共赢的理由。

那么你更有可能得到肯定的答复， 如果我买 2 件，你能给我 30% 的折扣吗?

另一个提示是，总是要求比 你预期更多的折扣。

因此，如果您对 10% 的 折扣感到满意，我们将要求 30% 的折扣。

注意这里的语法。

我们有 if 加主语加一般现在时， 然后是 can 加主语加动词原形。

为了提出这个问题， 假设您正在购买一辆汽车。

您可能会说，如果我以全价购买这个， 您能给我一年的免费维修吗?

现在免费维护的价值可能 超过 5% 或 10% 的折扣，

所以这是一个双赢的好方法。

如果我付现金，可以给我 15% 的折扣吗?

在北美，标价上会加收 10% 到 15% 的税。

您看到的价格 不含税，因此协商

10% 到 15% 的税额 是一个很好的开始。

Here's a nice win win.

If I give you a great review on TripAdvisor,
can I get this for \$100 so you let the seller
know what price you want to pay?

Another way to make it a win win is just
compliment the seller.

This is beautiful, but it's out of my budget.

Would you accept \$250?

You could also use.

Will you accept?

Oh, Pamela, it's beautiful, but it's a little out of
my price.

Wood is for possibility and will is for certainty
with negotiating.

It is more common to use wood.

Would you accept?

Would you give me?

You can also use Would you be willing to,
which I know is a longer structure, but it's very
common.

Would you be willing to accept \$300 if I
recommend your store to others?

Pay attention to this sentence structure.

Would subject be willing infinitive?

And then next we have our if clause if subject
present simple.

Now let's review some phrases to say that
something is non negotiable.

Maybe you're the seller and you can use
these phrases, or you're the buyer,

but you need to be prepared when you hear
these phrases from the seller.

Generally, sellers will not be offended if you
try to negotiate unless you try to offer them an
extremely low price.

That is just offensive, but they'll be friendly
and probably say something

like sorry, I'd love to help you, but our prices
are non negotiable.

Our prices aren't negotiable.

这真是一次双赢。

如果我在 TripAdvisor 上给您一个好评，
我可以以 100 美元的价格买到它吗？您可以
让卖家知道您愿意支付的价格吗？

实现双赢的另一种方法 就是赞美卖家。

这很漂亮，但超出了我的预算。

你能接受 250 美元吗？

您也可以使用。

你会接受嗎？

哦，帕梅拉，它很漂亮，但是 价格有点超出
我的承受范围。

木材代表可能性，而意志代表 谈判的确定
性。

使用木材更为常见。

你会接受吗？

你能给我嗎？

您还可以使用“您愿意吗”，我 知道这是一个较
长的结构，但它很常见。

如果我向其他人推荐您的商店，您愿意接受
300 美元吗？

注意这个句子结构。

主语愿意不定式吗？

接下来我们有 if 子句，如果主语是一般现在
时。

现在让我们回顾一下表示 某事不可谈判的短
语。

也许您是卖家，可以 使用这些短语，或者您
是买家，

但是当您 听到卖家说这些短语时，您需要做
好准备。

一般来说，如果您尝试协商，卖家不会生气，
除非您尝试向 他们提供极低的价格。

这只是冒犯，但他们 会很友好，可能会说一
些

类似对不起的话，我很乐意帮助你，但我们的
价格是不容商量的。

我们的价格不容商量。

Notice there are two different phrases to be not negotiable or to be non negotiable.

They mean the exact same thing and both are very common.

Here's a very natural one.

I wish I could help you, but my hands are tied.

This is an idiom.

Sorry buddy, I wish I could help you.

My hands are tied.

My hands are tied.

This means I'm unable to act or decide because of external forces.

So if the seller says this to you, my hands are tied,

then most likely the seller doesn't have the authority to give you a lower price.

They just work at the shop.

They don't set the prices, they just sell you the item.

Someone else controls the prices.

My hands are tied.

This is a very useful one.

How about this one?

Sorry, I don't have any wiggle room.

Wiggle room on the price.

That's fun to say.

Wiggle room.

I don't have any wiggle room on the price.

Wiggle room represents the ability to change or flexibility.

So if you don't have any wiggle room, it means you don't have any flexibility.

So it's another way of saying my hands are tied.

I'm unable to do anything about the prices.

The seller might say our prices are already the lowest they can go.

This is the seller's way of trying to reassure you that you're getting a good price and at the same time saying they're not willing to negotiate.

请注意，有两个不同的短语“不容谈判”和“不可谈判”。

它们的意思完全相同，而且都很常见。

这是一个非常自然的例子。

我希望能帮助你，但我无能为力。

这是一个成语。

抱歉，伙计，我希望我能帮助你。

我束手无策。

我束手无策。

这意味着我因外力而无法采取行动或做出决定。

因此，如果卖家这样对你说，我无能为力，

那么很可能卖家没有权力给你更低的价格。

他们只是在商店工作。

他们不设定价格，只是向您出售商品。

其他人控制价格。

我束手无策。

这是一个非常有用的。

这个怎么样？

抱歉，我没有任何回旋余地。

价格上有回旋余地。

说起来很有趣。有

回旋余地。

我在价格上没有任何回旋余地。

回旋余地代表着改变或灵活性的能力。

所以如果你没有任何回旋余地，就意味着你没有任何灵活性。

所以这是另一种说法，表示我无能为力。

我对价格无能为力。

卖家可能会说我们的价格已经是他们能给出的最低价了。

这是卖家试图向您保证您获得了好

价格但同时表示他们不愿意谈判的方式。

| | |
|--------------------------------------------------------------------------------------------------------|-----------------------------------------------|
| So it's a powerful phrase the seller might say. | 所以卖家可能会说这句话，很有力量。 |
| If I could, I would. | 如果可以的话，我会的。 |
| If I could give you a discount, I would give you a discount. | 如果我可以给你折扣， 我就会给你折扣。 |
| If I could, I would. | 如果可以的话，我会的。 |
| Now implied in this is but I can't. | 现在暗示的是，但是我不能。 |
| But most likely they won't say that. | 但他们很可能不会这么说。 |
| If I could give you a discount, I would. | 如果我可以给你折扣，我会的。 |
| But I can't. | 但我不能。 |
| That's implied. | 这是暗示。 |
| It doesn't have to be said, but that's what this means. | 无需多言， 但这就是它的意思。 |
| So you try to negotiate. | 所以你尝试去谈判。 |
| This seller said no. | 该卖家说没有。 |
| So let's talk about some phrases for you. | 那么让我们为您讨论一些短语。 |
| When you want to stand your ground, to stand ones ground. | 当你想坚守自己的立场时，就坚守自己的立场。 |
| This is when you maintain your position, your beliefs or your opinion, especially when you're opposed. | 这是当你坚持你的立场、 你的信仰或你的观点时， 尤其是当你遭到反对时。 |
| So if you stand your ground, it means I said I want a 10% discount. | 所以如果你坚持自己的立场，那就意味着我说我想要 10% 的折扣。如果没有 10% 的折扣， |
| I'm not willing to buy this without a 10% discount. | 我是不愿意购买这个的。 |
| That is you standing your ground, and often this is required to be a successful negotiator. | 这就是你坚持自己的立场，而 这往往是成为一名成功的谈判者所必需的。 |
| Although it can be quite uncomfortable. | 尽管这可能会让人相当不舒服。 |
| You can say to the seller, I understand, I understand your hands are tied. | 你可以对卖家说，我明白，我明白你无能为力。 |
| I understand you don't have any wiggle room. | 我知道你没有任何回旋余地。 |
| Whatever the seller just said, I understand. | 无论卖家刚才说了什么，我都明白。 |
| But that price isn't in my budget. | 但这个价格不在我的预算之内。 |
| That price is out of my budget. | 这个价格超出了我的预算。 |
| So you can use to be within one's budget and then just make it negative. | 因此，您可以在 预算范围内使用它，然后将其设为负数。 |
| Or you can use to be out of one's budget. | 或者您可以用来超出预算。 |
| They have the same meaning. | 它们的含义相同。 |
| And if you stand your ground, it is possible that the seller will offer you the discount. | 如果你坚持自己的立场， 卖家可能会给你折 |

They just wanted to know how serious you were.

You could also say in that case, I'll have to pass in that case.

The case being that you don't have any wiggle room or your hands are tied.

Again, whatever the seller said.

In that case, I'll have to pass.

When you use have to, it sounds like a forced obligation,

and pass means you're not going to buy the item.

I'll pass, I'll pass, I'll have to pass, I'll have to pass.

Unfortunately, I can't move forward at the current price.

So move forward is to complete the next step, which would be to purchase the item, but you can't.

Unfortunately, I can't move forward at the current price.

Please contact me if the price changes.

This is another way you can open it up and try to encourage the seller to keep negotiating with you.

It's too bad.

It's too bad we couldn't come to an agreement.

However, I appreciate your time, so it's too bad this is something negative.

I appreciate your time that's positive.

So we use however to connect the two opposing ideas, the negative and the positive.

However, I appreciate your time.

Have a great day as a note.

Make sure you end your negotiations on a positive note by saying something nice.

I appreciate your time.

Have a great day because you never know when the seller's opinion or position may change,

扣。

他们只是想知道你有多认真。

在这种情况下，你也可以说，在这种情况下我必须放弃。实际

情况是，你没有任何回旋余地，或者你无能为力。

再说一遍，不管卖家说什么。

既然如此，我就只好放弃了。

当您使用 have to 时，它听起来像是一种强制义务，

而 pass 意味着您不会购买该物品。

我会通过，我会通过，我必须通过，我必须通过。

不幸的是，我无法按照当前价格继续前进。

因此继续前进就是完成下一步，即购买该物品，但你不能。

不幸的是，我无法按照当前价格继续前进。

如果价格有变动请联系我。

这是您可以打开它的另一种方式，并尝试鼓励卖家继续与您协商。

太糟糕了。

很遗憾我们未能达成协议。

不过，我很感谢您抽出时间，所以很遗憾这是件不好的事情。

我非常感谢您抽出宝贵的时间。

因此，我们用“然而”来连接两个对立的想法，即消极的和积极的。

不过，我很感谢您抽出时间。祝您度过美好的一天。

确保通过说一些好话来以积极的态度结束谈判。

感谢您抽出时间。

祝您有美好的一天，因为您永远不知道卖家的意见或立场何时会改变，

and if you're polite, they'll be more likely to negotiate with you.

You could say I'm sorry we couldn't work this out, sorry we couldn't work something out.

When you work something out, it means you find a solution to a problem.

The problem being what I want to pay is less than what you want to receive.

I'm sorry we couldn't work this out and then add.

Thanks anyway to be more polite and end on a positive note.

Now that you know all this amazing vocabulary, let's move on and read a news article together.

And this article is about negotiating your salary.

Let's get started.

1st, I'll read the headline.

Got a job offer?

Now it's time to negotiate.

We're talking about negotiating, a very important skill, especially when it comes to a job offer.

So first let's take a look at this question.

Got a job offer?

Got a job offer?

This is very natural.

This is something a native speaker would say.

However, it's a short form.

The full sentence would be do you have a job offer?

Do you have a job offer?

Native speakers will often replace have with got.

So what we're doing is you're just deleting the auxiliary verb and the

subject because it's not necessary to understand.

And then you're changing Have to got Got a job offer.

Now you could also use got as the verb and then use the auxiliary verb have.

如果您有礼貌，他们将更有可能与您协商。

你可以说我很抱歉我们无法解决这个问题，很抱歉我们无法解决某件事。

当你解决某件事时，这意味着你找到了问题的解决方案。

问题是我想支付的金额少于您想要收到的金额。

很抱歉，我们无法解决这个问题然后添加。

无论如何，谢谢你，以更有礼貌的方式并以积极的态度结束。

现在您已经了解了所有这些令人惊奇的词汇，让我们继续一起阅读新闻文章。

这篇文章是关于协商薪水的。

让我们开始吧。

首先，我要读一下标题。

有工作机会吗？

现在到了谈判的时候了。

我们正在谈论谈判，这是一项非常重要的技能，尤其是在获得工作机会时。

那么首先我们来看一下这个问题。

有工作机会吗？

有工作机会吗？

这是很自然的。

这是母语人士会说的话。

然而，这是一种简短的形式。

完整的句子应该是“你有工作机会吗？”

你有工作机会吗？

母语人士经常会用 got 代替 have。

所以我们要做的就是删除助动词和

主语，因为没有必要理解。

然后你改变了，必须得到一份工作机会。

现在你也可以使用 got 作为动词，然后使用助动词 have。

Have you got a job offer?

But in American English, this is more common.

Do you have a job offer?

And then this is extremely common for a native speaker.

Here's something that native speakers commonly say every single day.

Got a SEC?

Got a SEC?

Do you know what this means?

It means do you have a second, a second meaning a period of time.

So it's just a casual way of saying, do you have some time?

So if I need assistance, I can say got a SEC, Can you help me complete the report?

So got a job offer?

Do you have a job offer?

Now it's time to negotiate.

So let's start the article.

Millions of people are quitting their jobs and finding new ones

in what has been dubbed the great resignation.

So here to quit, just to make sure you know this is when you

permanently leave your position and it's your choice to do so.

I quit.

I'm permanently leaving this job because I don't like it and I want to find a different one.

Here.

The expression is to be dubbed,

and this is when someone or something is formally or officially called something.

So for example, I saw earlier this week that

Taylor Swift has been dubbed Person of the Year by Time magazine.

So Taylor Swift has officially been called Person of the Year.

你有工作机会吗？

但在美式英语中，这种情况更为常见。

你有工作机会吗？

对于以英语为母语的人来说，这是非常常见的。

这是母语人士 每天都会说的话。

有 SEC 吗？

有 SEC 吗？

你知道这意味着什么吗？

意思是说你有没有一秒钟，一秒钟就是一段时间。

这只是一种随意的 说法，你有时间吗？

因此，如果我需要帮助，我说得到了 SEC，您能帮我完成报告吗？

那么你得到工作机会了吗？

你有工作机会吗？

现在到了谈判的时候了。

那么让我们开始这篇文章吧。

数以百万计的人辞去 原来的工作并寻找新的工作，

这被称为“大辞职”。

所以我在这里辞职，只是为了 确保你知道这是你

永久离开你的职位的时候， 这是你的选择。

我不干了。

我将永久辞去这份工作，因为我不 喜欢它，我想找一份不同的工作。

这里。

这个表达是被称为，

这是对某人或某物 正式或官方的称呼。

例如，本周早些时候我看到

泰勒·斯威夫特被《时代》杂志评为年度人物。

因此泰勒·斯威夫特正式 被评为年度人物。

She has received this title, but she's received it from someone specific, Time magazine.

So this is the context in which you would use dub as a replacement for call.

We certainly don't use it to introduce ourselves with our name.

Perhaps Taylor Swift could introduce herself as Hi, I'm Taylor Swift.

I've been dubbed Person of the Year by Time.

She could do that to talk about her official title, but she wouldn't do that to introduce her name.

Let's continue.

If you're looking for a job, you've got the advantage.

So here this is another replacement.

You have got, you have the advantage.

So you could use either one have got or simply you have the advantage.

The advantage means the best conditions for success.

This is commonly used in sports, but it can be used in other contexts as well.

And there's an expression that we say the upper hand,

so the advantage can also be called the upper hand.

You have the upper hand.

So let's say there are two sports teams and one team is playing in their home city.

That team has the advantage.

That team has the upper hand because all the fans will be cheering for them

and supporting them, and they've practiced on that exact field.

So they have the upper hand.

They have the advantage.

And if you've received a job offer, it's now time to negotiate.

Now of course, negotiating is very culturally specific.

她确实获得了这个称号，但是这个称号是从某个特定人士——《时代》杂志——那里获得的。

因此，在这种情况下，您可以使用 dub 来替代 call。

我们当然不会用它来介绍自己的名字。

也许泰勒·斯威夫特可以这样介绍自己：嗨，我是泰勒·斯威夫特。

我被《时代》杂志评为年度人物。

她可以这样做来谈论她的正式头衔，但她不会这样做来介绍她的名字。

我们继续吧。

如果您正在找工作，那么您就具有优势。

这是另一个替代品。

你已经拥有了，你有优势。

因此，你可以利用其中一种优势，或者仅仅利用你所拥有的优势。

优势意味着成功的最佳条件。

这通常用于体育运动，但也可用于其他场合。

有句话叫占上风，

所以优势也可以叫占上风。

你占了上风。

假设有两支运动队，其中一支在其主场城市比赛。

那支球队有优势。

那支球队占了上风，因为所有的球迷都会为他们欢呼

、支持他们，而且他们也在那块场地上练习过。

所以他们占了上风。

他们有优势。

如果您已经收到了工作邀请，那么现在是时候进行谈判了。

当然，谈判具有很强的文化特异性。

In North America, it's expected that you would negotiate a salary position.

So a salary, meaning you get a set amount per year, \$80,000 per year,

but in for hourly positions you can negotiate them but it's not as expected.

As a salary position, it would be very common for someone to say no,

the hourly rate isn't negotiable, but that salary position is almost always negotiable.

What about in your country?

Share in the comments.

If it is common or expected to negotiate your job, offer the salary in your job offer.

Share that in the comments.

While salary tends to be the major negotiation point.

So that's what I just talked about, salary.

That's how much you make per year.

It's not the end of the conversation.

So by saying it's not the end of the conversation,

it means that there are other opportunities to negotiate beyond the salary, beyond the salary.

So that means more than the salary.

There are other benefits and perks that can be flexible as well.

So a benefit could be sick time, vacation time or a bonus and then a perk.

A perk is something additional you receive that is more unofficial.

So maybe you get a free lunch every single day.

That could be a perk so you don't have to make your lunch and you don't have to pay for lunch.

Or you get a free metro pass or a free parking spot that could be a perk.

So there are more unofficial things, but those are flexible, which means you can negotiate them.

So I wrote those.

在北美，预计你会就薪资进行协商。

因此，薪水意味着你每年可以获得固定的金额，每年 80,000 美元，

但对于按小时计酬的职位，你可以协商，但这并不像预期的那样。

作为一个薪资职位，有人说不是很常见的，

小时费率是不可协商的，但那个薪资职位几乎总是可以协商的。

在你的国家又如何呢？

在评论中分享。

如果协商工作是常见的或预期的，请在工作邀请中提供薪水。

在评论中分享。

而薪水往往是主要的谈判点。

这就是我刚才谈到的薪水。

这就是您每年赚的钱。

这并不是谈话的结束。

所以说这不是谈话的结束，

这意味着除了薪水之外还有其他机会进行谈判。

所以这比薪水更重要。

还有其他福利和津贴也可以灵活调整。

因此福利可以是病假、休假或奖金，然后是津贴。

福利是您收到的非正式的额外奖励。

所以也许你每天都能得到一顿免费午餐。

这可能是一个福利，所以你不必自己做午餐，也不必支付午餐费用。

或者您可以获得免费地铁通行证或免费停车位，这可能是一种福利。

因此存在更多非官方的事情，但这些都是灵活的，这意味着你可以协商。

所以我写了这些。

| | |
|---------------------------------------------------------------------------------------------------------------------------|----------------------------------------|
| Examples of benefits and perks for you. | 您的福利和津贴示例。 |
| Now I wrote flexible. | 现在我写的很灵活。 |
| Another way is negotiable. | 另一种方式可以协商。 |
| So to negotiate negotiable, negotiable. | 所以，谈判要有商量，有协商。 |
| Now you could also say non negotiable which means it cannot be negotiated. | 现在你也可以说 non negotiable，这意味着它不能被谈判。 |
| It isn't flexible. | 它不灵活。 |
| So the employer might say the hourly rate is non negotiable, which means you will not receive any higher than advertised. | 因此雇主可能会说 小时费率是不可协商的，这意味着你不会收到 高于广告的工资。 |
| The hourly rate is non negotiable. | 每小时费率不容商议。 |
| But then you might say how about the benefits? | 但你可能会说，好处又如何呢？ |
| How about the perks? | 福利怎么样？ |
| Because remember there are other things to negotiate, at least in North America. | 因为请记住，至少在北美还有其他事情需要谈判。 |
| Again, please share how negotiation works in your culture in the comments. | 再次，请 在评论中分享谈判在您的文化中是如何运作的。 |
| I think it would be really interesting to know first stay mom on pay. | 我认为 了解第一位全职妈妈的工资情况会非常有趣。 |
| You might be wondering about this mom. | 您可能对这位妈妈感到好奇。 |
| What does this mean in this context? | 在这种情况下这意味着什么？ |
| To stay mum means to stay silent. | 保持沉默意味着保持沉默。 |
| So don't talk about pay. | 所以不要谈论薪水。 |
| Be silent, stay silent, stay mum. | 保持沉默，保持沉默，保持沉默。 |
| Now we have an expression where we use this more commonly. | 现在我们有了一个 更常用的表达方式。 |
| Mums, the word. | 妈妈，这个词。 |
| Mums the word. | 妈妈说了这句话。 |
| So here's the context. | 以下是背景信息。 |
| Let's say you're planning a surprise party for your mom and you might tell your mom's best friend or coworker. | 假设您正在为您的妈妈策划一个惊喜派对，您可能会告诉您 妈妈最好的朋友或同事。 |
| Remember, the party for my mom is a surprise. | 记住，为我妈妈举行的派对是一个惊喜。 |
| So you're reminding that person not to say anything. | 所以你是在提醒那个人不要说任何话。 |
| And then the person can reply back and say don't worry, mum's the word, mum's the word. | 然后这个人可以回复说 别担心，守口如瓶，守口如瓶。 |

| | |
|--------------------------------------------------------------------------------------|---------------------------------|
| Which means don't worry, I won't say anything about the surprise. | 这意味着别担心，我不会说任何关于惊喜的事情。 |
| I'll be silent. | 我会保持沉默。 |
| I'll be quiet. | 我会保持安静。 |
| Now I used mom specifically because Mom in North America. | 现在我特意使用妈妈，因为妈妈在北美。 |
| Is of course short. | 当然是短了。 |
| For mother. | 为了妈妈。 |
| But I want you to notice that the pronunciation is slightly different here Mom. | 但是我想让你注意到这里的发音略有不同，妈妈。 |
| Notice my mouth. | 注意我的嘴。 |
| Mom, Mom, mom. | 妈妈，妈妈，妈妈。 |
| But here mum it's more of an unstressed mum. | 但在这里，妈妈更像是一位没有压力的妈妈。 |
| Mum mums the word. | 妈妈，妈妈，不要说这句话。 |
| So don't say moms the word. | 所以不要对妈妈说这个词。 |
| It's not mom, mother, it's mum, mum, mum. | 不是妈妈，妈妈，而是妈妈，妈妈，妈妈。 |
| Mum's the word, mum's the word. | 妈妈的话，妈妈的话。 |
| So if someone shares a secret with you and they say please don't tell anyone, | 因此，如果有人与您分享秘密，并且他们说请不要告诉任何人， |
| you can say mum's the word to reassure them that you won't say anything. | 您可以说“守口如瓶”，以向他们保证您不会说任何话。 |
| So first, stay mum on pay until the time is right. | 因此，首先，在合适的时机到来之前，不要对薪酬问题发表任何言论。 |
| Recruiters often ask for a salary figure if a recruiter, A recruiter. | 招聘人员经常会询问薪资数字，如果是招聘人员，招聘人员。 |
| A recruiter of course is a person who finds employees for a company. | 招聘人员当然是为公司寻找员工的人。 |
| So companies hire recruiters to find workers for specific job openings. | 因此，公司会聘请招聘人员来为特定的职位空缺寻找员工。 |
| Recruiters often ask for a salary figure early in the hiring process. | 招聘人员通常会在招聘过程的早期询问薪资数字。 |
| So perhaps you submit your application and before they schedule an interview, | 因此，也许您提交了申请，并且在他们安排面试之前， |
| they might reply to your application and say, oh, what are your salary expectations? | 他们可能会回复您的申请并问，哦，您的薪资期望是多少？ |
| What are your salary expectations? | 您的薪资期望是多少？ |
| But this advice is to stay mum, so not provide that and a salary figure. | 但我的建议是保持沉默，所以不要提供工资数字。 |
| A figure is when you give a range, so a low point and a high point, | 数字是你给出的一个范围，即一个最低点和 |

So you might say between 50 to 6050, thousand to 60,000.

Of course that's salary annual between 50 to 60 a year.

So I wrote that here and notice that you can summarize thousand

with the letter K SO60K is 60,000 but try to avoid giving a number.

So remember stay mum on pay.

Now avoid is a jaron verb which is why you have giving in ING.

So I see a lot of mistakes with this.

Remember, avoid plus jaron, but try to avoid giving a number.

So that's why mums the word the right time to bring pay up.

So to bring something up is when you talk about it.

So the right time to talk about pay is at the end of the process,

the process being the hiring process.

After you've received an offer, let's continue.

You never start to negotiate in the midst of an interview.

So in the midst of something means in the middle of a very common way.

Notice the pronunciation midst, midst of in the midst of.

You never start to negotiate in the midst of an interview,

said Victoria Medvec, author of Negotiate Without Fear.

You're not negotiating before they've said we want to hire you, so that makes sense.

You wait for them to offer you the job before you negotiate.

That makes perfect sense.

The key is having a well researched salary number.

So here the key is the key to success, the key to negotiating properly, successfully.

一个最高点,

所以你可能会说在 50 到 6050 之间, 一千到 60,000 之间。

当然, 那是年薪 50 到 60 之间。

所以我在这里写了这个, 注意 你可以

用字母 K 来总结千, SO60K 是 60,000, 但尽量避免给出数字。

所以记住在薪酬问题上保持沉默。

现在 avoid 是一个 jaron 动词, 这就是为什么你在 ING 中要 giving。

因此我发现这其中存在很多错误。

请记住, 避免使用加号 jaron, 但 尽量避免给出数字。

所以这就是为什么妈妈们说现在是 提高工资的正确时机。

因此, 提出某事 就是谈论它。

因此, 谈论薪酬的最佳时机 是在

招聘流程的最后阶段。

收到offer之后我们继续吧。

你永远不要 在面试过程中开始谈判。

因此, “在某事之中”的意思是“ 在某事之中”,这是一种非常常见的方式。

注意发音 midst、 midst of、 in the midst of。《无畏谈判》一书的作者维多利亚·梅德维克说,

你永远不要 在面试过程中开始谈判。 在

-

他们表示我们想雇用你之前, 你不会进行谈判, 所以这很合理。

你要等他们给你提供 工作机会, 然后再进行谈判。

这很有道理。

关键是要有一个经过充分研究的薪资数字。

所以这里的关键词是成功的关键, 是 正确、 成功谈判的关键。

And you don't need to include that information because it's implied.

So you could just say the key is, but it's short for the key to success.

So if we're having a conversation about the best way to become fluent

and the context is established, I could simply say the key is having

a great teacher because you already know that the context is the key to success.

The key to successfully learning English is having a great teacher

and hopefully I'm that teacher for you.

Now if you agree with that, that the key to success is having a great teacher.

Put, that's the key.

Put that's the key.

Put it in the comments.

That's the key.

The key is having a well researched salary number.

Websites like Glassdoor, PayScale and LinkedIn can help provide a

sense of what people in similar roles, experience levels and markets are making.

Once you have a consensus of what is a reasonable amount.

OK, a consensus.

This is a general agreement.

So if you look on these different websites, these three websites, and 80% of people say that

a marketing director should make \$100,000 per year, well then that's a consensus.

You don't need 100% of people to agree, for a consensus is just the majority, the general majority.

So 80%.

In my opinion, that would be a consensus.

Some people might think a lower number would be a consensus as well.

而且您不需要包含该信息，因为它是隐含的。

所以你可以说关键是，但它是成功的关键的缩写。

因此，如果我们正在讨论如何才能流利地说英语，

并且已经确定了背景，我可以简单地说关键在于拥有

一位好老师，因为你已经知道背景是成功的关键。

成功学习英语的关键是拥有一位优秀的老师

，希望我就是你的那位老师。

现在，如果您同意这一点，那么成功的关键就是拥有一位优秀的老师。

放，这就是关键。

这就是关键。

将其放在评论中。

这才是关键。

关键是要有一个经过充分研究的薪资数字。

Glassdoor、PayScale 和 LinkedIn 等网站可以帮助了解具有

相似职位、经验水平和市场的人们的收入情况。

一旦您对合理数量达成共识。

好的，达成共识。

这是一项普遍的协议。

因此，如果你查看这些不同的网站，这三个网站，80%的人说

营销总监每年应该赚 100,000 美元，那么这是一个共识。

你不需要 100% 的人同意，

因为共识只是大多数，一般的大多数。

所以是 80%。

我认为这将是一个共识。

有些人可能认为较低的数字也是共识。

So once you have a consensus, the majority of people agree of what is a reasonable amount.

Come up with three different numbers, your wish, want, and walk.

Now, when you come up with something, in this case three different numbers,

it means that you determine those 3 numbers.

You establish them.

They're firm in your mind.

But notice this is a 2 preposition expression.

To come up with something Come up with three different numbers.

Your wish, want and walk wish.

So this is now explaining what this number is.

So wish is a high specific number you open with.

So notice here they said a specific number so that is not a range.

Remember a range was between 50 to 60 but they say a high specific number.

So if this is your range, a specific number on the high end would be 58,000, \$500 per year.

That's very specific and it's on the high end of that range,

which is a high specific number you open with want is the actual target that is a little lower.

So the target means this is what you actually want.

So although you said 58, five, you actually would be happy with 56 because again this is culturally specific, but negotiations in North America for salary, they go back and forth.

So I say a number, but then my employer is going to say something a.

Little bit lower.

So I need to start high because I know my employer is not going to accept that number,

they're going to say something lower.

So my actual target my want should be lower than my.

因此，一旦达成共识，大多数人都会同意什么是合理的数量。

想出三个不同的 数字，你的愿望、想要和行走。

现在，当你想出某个东西时，在这种情况下是三个不同的数字，

这意味着你确定了这 3 个数字。

你建立它们。

它们在你的心中根深蒂固。

但请注意，这是一个双介词表达。

想出一些东西 想出三个不同的数字。

你的愿望、想要和行走的愿望。

所以现在解释一下这个数字是多少。

因此，愿望是您开启的一个特定的高数字。

所以请注意，这里他们说的是一个具体的 数字，所以这不是一个范围。

记住范围是在 50 到 60 之间，但他们说的是一个较高的具体数字。

因此，如果这是您的范围，那么高端的具体数字 将是 58,000，即每年 500 美元。

这是非常具体的，并且 处于该范围的高端，

即您想要的较高具体数字，而 实际目标则要低一些。

所以目标意味着这 就是你真正想要的。

因此，尽管你说的是 58、5，但实际上你会对 56 感到满意，因为这又是

文化特定的，但在 北美，关于工资的谈判是来回的。

所以我说了一个数字，但我的 雇主会说一些话。

稍微低一点。

所以我需要从高点开始，因为我知道我的 雇主不会接受这个数字，

他们会说更低的数额。

所以我的实际目标 应该低于我的。

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| First number and walk is the point in which the deal is no longer good for you. | 第一个数字和走开是这笔交易不再适合你的点。 |
| You have to set that in advance. | 您必须提前设置。 |
| Now it's called a walk because the expression is to walk away from a deal. | 现在它被称为“walk”，因为其表达意思是放弃交易。 |
| When you walk away from a deal, it means you reject that deal. | 当你放弃交易时，这意味着你拒绝了该交易。 |
| You're you end that deal. | 你要终止那笔交易。 |
| Let's review this sentence. | 我们来复习一下这句话。 |
| The interview went well, but they only offered me 52,000. | 面试很顺利，但他们只给我 52,000 英镑。 |
| So I walked. | 于是我就走了。 |
| I walked away. | 我走开了。 |
| Which means I said no. | 这意味着我说了“不”。 |
| This negotiation, this conversation is over. | 这次谈判、这次谈话已经结束了。 |
| I reject your offer. | 我拒绝你的提议。 |
| Now notice I put away in brackets because native speakers will commonly drop it and simply say I walked. | 现在请注意，我将其放在括号中，因为母语人士通常会将 其省略，而只是说我走了。 |
| I walked. | 我是步行的。 |
| Now another example, they offered me 52,000. | 再举一个例子，他们给我提供了 52,000。 |
| Should I accept it? | 我该接受吗？ |
| And then maybe your friend, your husband, a former colleague might say no way, | 然后也许你的朋友、你的丈夫、前同事可能会说没办法， |
| you should walk, you should walk, You should walk away. | 你应该走，你应该走，你应该走开。 |
| Again, a native speaker will probably drop it, which means you should end the negotiation. | 同样，母语人士可能会放弃它，这意味着你应该结束谈判。 |
| You should not accept that deal. | 你不应该接受那笔交易。 |
| So walk is the point in which the deal is no longer good for you. | 所以，当交易对你不再有利时，就放弃吧。 |
| You have to set that in advance. | 您必须提前设置。 |
| So again that was our you have to come up with determine establish we can add here set. | 所以再次强调，这是我们的，你必须想出确定的建立，我们可以在这里添加设置。 |
| So you have to come up with that. | 所以你必须想出这个办法。 |
| You have to set that in advance. | 您必须提前设置。 |
| In advance means before the meeting if an annual bonus is part of your compensation package. | 如果年度奖金是您的薪酬待遇的一部分，那么提前意味着在会议之前。 |

So your compensation package includes everything that you get.

Your salary, your bonus, your benefits, your vacation time, your sick time, your parking spot, your free lunch.

All of those items are your compensation package, so it's everything that you receive by working for a company.

If an annual bonus is part of your compensation package, make sure to look at the percentage and whether it's prorated based on the time you joined the company. Prorated means it's calculated according to specific time allocations, so in a year there are 12 months.

So let's say your bonus is \$12,000 per year, but it's prorated.

You will get \$1000 for every month that you work in the year.

So if you join the company in February, you only missed one month, which means you'll get \$11,000 for your bonus.

But if you join in January, you missed half the year, so you'll only get \$6000 for your bonus that year.

So this article is saying that could be an area of negotiation and if a bonus isn't included in the offer you can try to negotiate 1.

So maybe you try to negotiate the salary and they say it's non negotiable.

So you might try to negotiate a bonus, which is considered a benefit and that would be part of your total compensation package.

So remember, your compensation package is the total of everything you receive, including your salary, benefits, perks and anything else.

That's the end of our article.

So now you're ready to negotiate if you get a job offer in North

因此，您的薪酬待遇 包括您获得的一切。

你的工资、你的奖金、你的福利、你的假期、你的病假、你的停车位、你的免费午餐。

所有这些项目都是您的薪酬待遇，因此它们就是您在公司工作所获得的一切。

如果年度奖金是您的 薪酬待遇的一部分，请务必查看

百分比以及是否根据 您加入公司的时间按比例分配。按比例计算的意思是按照具体的时间分配来计算，所以一年有12个月。

假设您的奖金为每年 12,000 美元，但按比例分配。

您每年工作的每个月都会获得 1000 美元。

因此，如果您在二月份加入公司，您只错过了一个月，这意味着 您将获得 11,000 美元的奖金。

但如果在您在一月份加入，您就错过了半年，因此您当年只能获得 6000 美元的奖金。

所以这篇文章说这可能是一个

谈判领域，如果报价中不包含奖金，您可以尝试协商。

所以也许你试图协商 薪水，但他们说这是不可协商的。

因此，您可以尝试协商奖金，

这被视为一项福利，并且将成为您总薪酬待遇的一部分。

所以请记住，您的薪酬待遇 是您收到的所有福利的总和，

包括您的工资、福利、津贴和其他任何东西。

我们的文章到此结束。

因此，如果您获得了北美的工作机会，您现

America because maybe it's not considered acceptable to negotiate in your country.

Again, let me know in the comments.

I'm really interested to hear how negotiation works around the world.

So now what I'll do is I'll read the article from start to finish

and this time you can focus on my pronunciation.

So let's do that now.

Got a job offer?

Now it's time to negotiate.

Millions of people are quitting their jobs and finding new ones

in what has been dubbed the great resignation.

If you are looking for a job, you've got the advantage and if

you've received a job offer, it's now time to negotiate.

While salary tends to be the major negotiation point is not the end of the conversation.

There are other benefits and perks that can be flexible as well.

First, stay mum on pay until the time is right.

Recruiters often ask for a salary figure early in the hiring process,

but try to avoid giving a number.

The right time to bring pay up is at the end of the process.

After you've received an offer, you never start to negotiate in the midst of an interview,

said Victoria Medvec, author of Negotiate Without Fear.

You're not negotiating before they've said we want to hire you.

The key is having a well researched salary number.

Websites like Glassdoor, Pay Scale and Link In can help provide a sense of what

在就可以进行谈判了，

因为在您的国家/地区，谈判可能是不可接受的。

再次，请在评论中让我知道。

我真的很感兴趣了解世界各地的谈判是如何进行的。

所以现在我要做的就是从头到尾阅读这篇文章，

这一次你可以关注我的发音。

那么我们现在就开始吧。

有工作机会吗？

现在到了谈判的时候了。

数以百万计的人辞去原来的工作并寻找新的工作，

这被称为“大辞职”。

如果您正在寻找工作，那么您就具有优势，如果

您已经收到了工作机会，那么现在是时候进行谈判了。

虽然薪水往往是主要的谈判点，但这并不是谈话的结束。

还有其他福利和津贴也可以灵活调整。

首先，在适当的时候之前，不要谈论薪酬问题。

招聘人员通常会在招聘过程的早期询问薪资数字，

但会尽量避免给出数字。

提高工资的最佳时机是流程结束时。《无畏谈判》一书的作者维多利亚·梅德维克说，

收到录用通知后，千万不要在面试过程中开始谈判。

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在他们表示我们想雇用你之前，你不会进行谈判。

关键是要有一个经过充分研究的薪资数字。

Glassdoor、Pay Scale 和 Link In 等网站可以帮助了解具有

people in similar roles, experience levels, and markets are making.

Once you have a consensus of what is a reasonable amount, come up with three different numbers.

Your wish, Want and walk.

Wish is a high specific number you open with.

Want is the actual target that is a little lower, and walk is the point in which the deal is no longer good for you.

You have to set that in advance.

If an annual bonus is part of your compensation package, make sure to look at the percentage

and whether it's prorated based on the time you join the company.

And if a bonus isn't included in the offer, you can try to negotiate 1.

Now let's keep expanding your vocabulary with 15-C1 words to sound smart in the workplace.

A fiasco.

This is a noun, and it means a complete failure or collapse.

Now you describe something as a fiasco.

For example, you could say the conference was a complete fiasco.

So a complete failure.

It means the exact same thing, but side by side.

Failure is more of a beginner word.

It's a everyday word.

Fiasco instantly makes you sound smarter #2 to revel in something.

This is a phrasal verb, so pay attention to the sentence structure because you need the preposition in to revel in something.

This has an easy meaning.

It simply means to really enjoy something and take pleasure in something.

For example, he reveled in his new promotion.

He really enjoyed his new promotion, took a lot of pleasure from it.

相似职位、经验水平和市场的人们的收入情况。

一旦您对合理数量达成共识，就提出三个不同的数字。

你的愿望，想走就走。

Wish 是您开启的一个特定高数字。

想要的是稍微低一点的实际目标，

而走是这笔交易不再适合你的点。

您必须提前设置。

如果年度奖金是您的薪酬待遇的一部分，请务必查看百分比

以及是否根据您加入公司的时间按比例分配。

如果报价中不包含奖金，您可以尝试协商。

现在让我们继续用 15 个 C1 单词来扩展您的词汇量，以便在工作场所听起来很聪明。

一场惨败。

这是一个名词，意思是彻底失败或崩溃。

现在你把某件事描述为一场惨败。

例如，你可以说这次会议彻底失败了。

所以彻底失败了。

它们的意思完全相同，但是并列。

失败更像是一个初学者的词。

这是一个日常用语。

Fiasco 立刻让你听起来更聪明#2 陶醉于某事。

这是一个短语动词，所以要注意

句子结构，因为你需要介词 in 来陶醉于某事。

这有一个简单的意思。

它只是意味着真正享受某事并从中获得乐趣。

例如，他对自己新获得的晋升感到非常高兴。

他非常享受他的新晋升，并从中获得了很多

Now, just an important note, don't confuse the pronunciation with the very common word reveal.

We're talking about revel, revel, reveal, revel.

Notice the difference in the vowel sound.

This is a short sound, Oh revel, long sound reveal.

He reveled in his promotion #3 to anticipate.

This is a verb, and it's used when something is likely or probable.

So I could say we're not anticipating any problems tonight.

So it's simply saying we're not expecting problems are not likely or probable.

Now remember this is a verb, so notice the verb tense.

We're not anticipating any problems tonight.

This is in the present continuous is simply negative.

But in the present continuous #4 to exaggerate this is when you make something seem larger,

more important, better, or even worse than it actually is.

A lot of people do this with their problems.

They might have a problem that's like this, but then they exaggerate it and

they make the problem sound like it's this they exaggerate Another example.

I could say that was the best meal I've ever had.

I'm not exaggerating O notice.

I'm using this in the negative to say I'm not making it better than it actually is.

It is that good in reality.

Now we can use this with any adjective.

That was the worst meal, the most expensive meal, the most unique meal, the spiciest meal.

I'm not exaggerating #5 to indicate this is a verb

乐趣。

现在，需要注意的是，不要将 发音与非常常见的单词 reveal 混淆。

我们正在谈论狂欢、狂欢、揭示、狂欢。

注意元音发音的差异。

这是一个短音，Oh revel，长音reveal。

他对自己第三次晋升感到十分期待。

这是一个动词，用于表示 某事可能或很可能发生。

所以我可以说我们 预计今晚不会出现任何问题。

所以这只是说我们不希望 问题不太可能发生。

现在记住这是一个动词， 所以请注意动词时态。

我们预计今晚不会出现任何问题。

这在现在 进行时中只是否定形式。

但在现在进行时中#4 是夸张， 这是当你让某件事看起来比实际上更大、

更重要、更好或 甚至更糟时。

许多人都是这样解决他们的问题的。

他们可能遇到过类似的问题， 但他们会夸大其词，让

问题听起来像是 他们夸大了另一个例子。

我可以说那是我吃过的最好的一餐。 请

注意，我没有夸大其词。

我用这个来否定，表示我 没有让它比实际情况更好。

事实上它就是那么好。

现在我们可以将它与任何形容词一起使用。

那是最糟糕的一餐， 最贵的一餐， 最独特的一餐， 最辣的一餐。

我并没有夸大#5 来表明这是一个动词，

and this is when you make something clear or you simply show something.

We use this a lot in research studies and reports.

For example, the study indicated that the cost of gold is increasing.

So this is just a smarter way to say.

The study showed that the cost of gold is increasing #6 inevitable.

That's a fun word to say.

Inevitable.

Inevitable.

This is an adjective and it's when something is certain to happen.

So 99.9% going to happen.

Now we generally use this with negative outcomes.

If you keep eating fast food, a heart attack is inevitable.

#7 to intend this is a verb, and it's used when you have a plan or a purpose.

We commonly use this in the negative to say we don't have a plan or purpose.

For example, I could say I didn't intend to hurt your feelings.

That wasn't my plan.

That wasn't my purpose.

I didn't intend to hurt your feelings.

Now, you can definitely use this in the positive.

For example, we're talking about C1 vocabulary.

This video is intended for advanced students #8 mistaken.

This is an adjective, and it's when you're simply wrong.

You're wrong in opinion or judgment.

So I could say I thought the conference started at 9:00, but I was wrong.

You can say that.

Or why not sound smarter and say I thought the conference started at 9:00, but I was mistaken.

这是当你把某事说清楚或者你只是展示某事的时候。

我们在研究和报告中经常使用它。

例如，研究表明 黄金的成本正在上涨。

所以这只是一种更聪明的说法。

研究表明， 黄金成本上涨是不可避免的。

这句话很有趣。

不可避免的。

不可避免的。

这是一个形容词，表示 某事肯定会发生。

所以 99.9% 会发生。

现在我们通常用它来表示负面结果。

如果你继续吃快餐， 心脏病发作是不可避免的。

#7 打算这是一个动词， 当你有一个计划或目的时使用它。

我们通常在否定句中用这个词来 表示我们没有计划或目的。

例如， 我可以说我无意 伤害你的感情。

那不是我的计划。

那不是我的目的。

我无意伤害你的感情。

现在， 您绝对可以积极地使用它。

例如， 我们正在讨论 C1 词汇。

本视频适合 高级学生#8错误。

这是一个形容词， 当 你完全错了的时候就会用到它。

你的观点或判断是错误的。

所以我以为会议是在 9:00 开始的， 但我错了。

你可以这么说。

或者为什么不听起来更聪明一点， 说我以为会议在 9:00 开始， 但我错了。

So just that one small change will instantly make you sound smarter #9 noticeable.

This is an adjective, is when something is easy to see or recognize.

For example, I could say there's an improvement in your speaking skills.

Now improvement is our noun, so I can modify our noun with our adjective

noticeable and say there's a noticeable improvement in your speaking skills.

It makes your sentence more complex, and it makes the improvement sound

better because it's easy to see or recognize #10 substantial.

This is an adjective.

This means large in size, value, or worth.

For example, her promotion was substantial.

It was large in value or in Worth Kitchen #11 to absorb.

You need this one because when you absorb information, it means you understand it fully.

So when you start a new job, you might say there's so much information to absorb,

so you have to get the information.

But then you also have to understand it fully.

So hopefully you're absorbing all of these new words #12 to compel this is a verb.

It means to force someone to do something.

For example, he was compelled to wear a suit to work.

This means he didn't want to wear a suit.

Somebody, most likely his boss or the company as a whole, forced him.

They compelled him to wear a suit #13 drastically.

This is an adverb.

It modifies A verb, and when something happens drastically, it's in a severe and sudden way.

For example, everyone's daily routine was drastically changed in 2020.

We went from going out every day to staying

因此，只需一个小小的改变就能立即让你听起来更聪明#9。

这是一个形容词，指某物容易被看到或识别。

例如，我可以说 你的口语技能有所提高。

现在改进是我们的名词，所以我可以 用形容词明显地修改我们的名词，并说 你的口语技能有了明显的提高。

它使你的句子更加复杂，并且使改进听起来更好，因为很容易看到 或识别#10 实质性。

这是一个形容词。

这意味着尺寸、价值或价值很大。

例如，她的晋升幅度很大。

它的价值很大，或者在 Worth Kitchen #11 中吸收。

你需要这个，因为当你吸收 信息时，这意味着你完全理解它。

因此，当你开始一份新工作时，你可能会说有太多信息需要吸收，

所以你必须获取这些信息。

但你也必须完全理解它。

所以希望你吸收所有这些 新单词#12 来强制这是一个动词。

意思是强迫某人做某事。

例如，他被迫 穿西装去上班。

这意味着他不想穿西装。

有人，很可能是他的老板或 整个公司，强迫他这么做。

他们强迫他穿上 13 号西装。

这是一个副词。

它修饰动词，当某事 急剧地发生时，它是以严重和突然的方式发生的。

比如2020年大家的日常生活就发生了 巨大的变化，

从每天出门变成了 每天待在家里。

home every day.

Our routines changed drastically.

#14 excessive.

This is an adjective, and it means too much.

The amount of sugar in processed foods is excessive.

It's too much.

And finally, to generalize, this is a verb and it is used when you say

that something is true all the time, when in reality it isn't.

It's only true some of the time, perhaps.

For example, many people say that Canada is cold all the time.

You can't generalize about the climate.

In Canada, we have a very diverse climate.

It can get really hot and it can also get really cold.

You are doing such a great job.

Now let's end this master class with vocabulary that students commonly confuse.

And that's the difference between employee, employee, employer and employment.

Let's start with employ.

This is a verb.

To employ as a verb, of course,

you need to conjugate it with your subject and your time reference.

Now what does this mean?

Well, you need to understand the sentence structure of how to use

this verb and someone or something like a company.

Someone employs someone, and when that someone or something like a company employs someone,

that means that they pay them money in order to do a job.

That's what the verb employ means.

So let's look at some examples.

I could say the company employs many students.

我们的日常生活发生了巨大变化。

#14 过度。

这是一个形容词，意思是太多。 加工食品中的糖含量过高。

太多了。

最后，概括地说，这是一个动词，当你说某事总是正确的，而实际上并非如此时使用它。

或许，这只是在某些时候是正确的。

例如，很多人说加拿大一直很冷。

你不能对气候一概而论。

在加拿大，气候非常多样。

天气可能变得很热，也可能变得很冷。

你做得太棒了。

现在让我们以学生常混淆的词汇来结束本次大师班。

这就是雇员、雇员、雇主和雇佣之间的区别。

让我们从雇用开始。

这是一个动词。

当然，要用作动词，

您需要将其与主语和时间参考进行变位。

这是什么意思？

嗯，你需要了解如何使用

这个动词以及某人或某物（例如公司）的句子结构。

有人雇用某人，当某人或某公司雇用某人时，

这意味着他们付钱给他们来完成工作。

这就是动词 employ 的意思。

让我们看一些例子。

我可以说该公司雇佣了很多学生。

Now.

You might think, oh, as a student they're just doing the work for free volunteer work.

Or it's an internship.

No, it can't.

If you use the verb employ, there has to be money exchange for work,

so it isn't volunteer, even though that person is a student.

If a company employs them, it means they're paying them to do that job.

Another example, you could commonly ask how many people does your company employ?

How many people work at your company and receive money in order to do that work?

Employee is a noun.

You are most likely an employee.

If you work for someone else, whether it's a company or an individual,

and that someone pays you money to do the work, then you're an employee.

You're not an employee if you own your own business and you work for yourself, for example.

But if you work for someone else or a company, of course then you're an employee.

Now as an example, you can ask the same question that we asked before using the verb employee.

But this time you would ask how many employees?

How many employees does this company have?

Because now we know an employee is someone who works for a company and is paid for it.

How many employees does this company have?

Or another example, the company gave every employee a raise.

So every person at that company that receives a paycheck, they gave them all a raise.

All their employees got a raise.

现在。

你可能会想，哦，作为一名学生，他们只是在做免费的志愿工作。

或者是实习。

不，不能。

如果使用动词雇用，则 必须以金钱来交换工作，

所以这不是志愿者， 即使那个人是学生。

如果一家公司雇用他们，那就意味着 他们付钱给他们来做这项工作。

另一个例子，你通常会问 你的公司雇佣了多少人？

贵公司有多少员工，有多少人因 工作而获得报酬？

员工是一个名词。

您很可能是一名员工。

如果您为别人工作，无论 是公司还是个人，

并且有人付钱给您来 完成工作，那么您就是一名雇员。 例如，

如果您拥有自己的 企业并且为自己工作，那么您就不是雇员。

但如果你为别人或 公司工作，那么你当然是一名雇员。

现在举个例子，你可以问 我们在使用动词 employee 之前问过的同样的问题。

但这次你会问有多少名员工？

这家公司有多少名员工？

因为现在我们知道员工是 为公司工作并获得报酬的人。

这家公司有多少名员工？

或者另一个例子，公司 给每个员工加薪。

因此，该公司给每个领取 薪水的人都加薪。

他们的所有员工都得到了加薪。

Now let's talk about employer.

I hear many students even sometimes native speakers confuse employee and employer.

All you have to remember is employee is the one

getting paid and the employer is the one paying the employee.

OK, so employer that's like the boss, it's the company.

Employee is the one working at that company and getting paid.

So you can think of it as an employer is a company or a person that employs people.

Now that you know what the verb employee means.

For example, let's say you're going to a job interview and they say to you,

HR says to you we need a reference from your last employer.

Your last employer.

So the last person or company that employed you.

Notice how all these words are coming together Or another example.

And this could be a great example sentence that you leave in the comments below.

So just think of this.

I could say the government is the largest employer in my city.

And this is true because I live in the capital.

And in the capital, that's where all the official government business takes place.

So the government is the biggest employer in my city.

The government employs the most people.

So all the employees, they're employees of the government.

See how that's all coming together now?

Finally, employment.

Employment.

You can think of this more as a concept.

现在我们来谈谈雇主。

我听说很多学生，甚至有时母语人士也会混淆雇员和雇主。

您要记住的是，雇员是

获得报酬的人，而雇主是向雇员支付报酬的人。

好的，雇主就像老板，是公司。

员工是在该公司工作并获得报酬的人。

所以你可以把雇主想象成一个雇用人员的公司或个人。

现在您知道动词 employee 的含义了。

例如，假设您要去参加工作面试，他们对您说，

人力资源部告诉您，我们需要您上一家雇主的推荐信。

您的上一位雇主。

所以最后雇用你的人或公司。

注意所有这些词是如何组合在一起的或者另一个例子。

这可以作为您在下面的评论中留下的一个很好的例句。

所以想想这个。

我可以说政府是我所在城市最大的雇主。

确实如此，因为我住在首都。

在首都，所有政府官方事务都在这里进行。

所以政府是我所在城市最大的雇主。

政府雇用的人员最多。

所以所有雇员都是政府雇员。

看看现在一切都进展如何？

最后是就业。

就业。

您可以将其更多地视为一个概念。

It's a noun, and it's the concept of paying someone for work.

But as a concept, we talk about it more in terms of employment rate, employment level.

So you'll see employment used in a lot of statistics.

For example, they might say right now employment levels are at an all time low,

so employment levels, that's simply the number of people employed now.

Also they talk about unemployment, unemployment.

Unemployment, of course are the people that are not employed are not working for money, right?

So you might say the unemployment rate in my city is really high.

So the number of people who are not employed.

Amazing job with this master class.

Did you like this lesson?

Do you want me to make more master classes?

If you do, put master class, master class.

Put master class in the comments.

And of course, make sure you like this video, share it with your friends,

and subscribe so you're notified every time I post a new lesson.

And you can get this free speaking guide where I share 6 tips on how

to speak English fluently and confidently.

You can click here to download it or look for the link in the description.

And I have another master class that I know you'll love, so make sure you watch it right now.

它是一个名词，是 支付某人工作报酬的概念。

但作为一个概念，我们更多地是从 就业率、就业水平的角度来谈论它。

因此，你会看到就业 在很多统计数据中都有使用。

例如，他们可能会说现在 就业水平处于历史最低水平，

所以就业水平就是 现在就业的人数。

他们还谈论失业、失业问题。

失业，当然就是 没有工作的人不是为了钱而工作，对吧？

所以你可能会说 我所在城市的失业率确实很高。

因此，失业人数众多。

这次大师班做得太棒了。

你喜欢这节课吗？

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如果你这样做，那就把大师班、大师班放上去。

将大师班放在评论中。

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