

Unit Four
How to Make a Good
Impression



▶ How to Make a Good Impression

That 省略

Para. 1 ¹ Research shows (that) we make up our minds about people through unspoken communication within seven seconds of meeting them. ² Consciously or unconsciously, we show our true feelings with our eyes, faces, bodies and attitudes, causing a chain of reactions, ranging from comfort to fear.





Paragraph 2

- Think about some of your most unforgettable meetings: an ***introduction to** your future spouse, a job **interview**, an **encounter** with a stranger. **Focus on** the first seven seconds. What did you feel and think? How did you "**read**" the other person? How do you think he read you?



Paragraph 3

- **③ *You are the message.*** For 25 years I've **worked with** thousands who want to be successful. **④** I've helped them **make** persuasive **presentations,** answer unfriendly questions, communicate more effectively. The secret has always been you are the message.



Paragraphs 4-5

音高,音调

声调, 语气

Others will want to be with you and help you if you use your good qualities. They include: physical appearance, energy, rate of speech, pitch and tone of voice, gestures, expression through the eyes, and the ability to hold the interest of others. Others form an impression about you based on these.

- Think of times when you know you made a good impression. What made you successful?

5 You were committed to what you were talking about and so absorbed in the moment (that) you lost all self-consciousness.





walk with long steps

- Paragraph 6
- ***Be yourself.*** ⁶ Many ***_how-to** books advise you to ***_stride** into a room and **impress** others **with** your qualities. They instruct you to greet them with "power handshakes" and tell you to **fix your eyes on** the other person. ⁷ If you follow all this advice, you'll **drive everyone crazy-**including yourself.





Paragraph 7

- **8** The trick is to be consistently you, at your best. **9** The most effective people never change from one situation **to** another. They're the same whether they're having a conversation, addressing their garden club or being interviewed for a job. **10** They communicate **with their whole being*; the tones of their voices and their gestures match their words.





Paragraphs 8-9

- Public speakers, however, often send mixed messages. My favorite is the kind who say, “Ladies and gentlemen, I’m very happy to be here” ---while looking at their shoes. They don't look happy. They look angry, frightened or ***depressed**.
- The **audience** always believe what they see **over** what they hear. They think, “He's telling me he's happy, but he's not. **11** He's not **being** honest.”

Rather than



Paragraphs 10-11

Use your eyes.¹² **Whether** you're talking to one person **or** one hundred, always remember to look at them.¹³ Some people start to say something while looking right at you, ***but three words into** the sentence, they break eye contact and look out the window.

- As you enter a room, move your eyes comfortably; then look straight at those in the room and smile. Smiling is important. It shows you are relaxed.¹⁴ Some think entering a room full of people is like going into a lion's cage.¹⁵ I disagree. If I **did** agree, I certainly wouldn't look at my feet or at the ceiling. I'd keep my eyes on the lion!





Paragraphs 12-13

Lighten up. **16** Once in a staff meeting, one of the most powerful chairmen in the **entertainment industry** became very angry over tiny problems, scolded each worker and ***enjoyed making** them fear him. When he got to me, he shouted, "And you, Ailes, what are you doing?"

- I said, "Do you mean now, this evening or for the rest of my life?" There was a moment of silence. Then the chairman threw back his head and roared with laughter. Others laughed too. Humor broke the stress of a very uncomfortable scene.





Para. 14-15 If I had to give advice in two words, it would be "lighten up"! You can always see people who take themselves too seriously. Usually they are either brooding or talking a great deal about themselves.

- ***Take a good hard look at** yourself. Do you say 'I' too often? Are you usually **focused on** your own problems? Do you complain frequently? If you answered yes to even one of these questions, you need to **lighten up**. To make others comfortable, you have to appear comfortable yourself. Don't make any huge changes; just be yourself. **17** You already have within you the power to **make a good impression**, because nobody can be you as well as you can.



Language Points



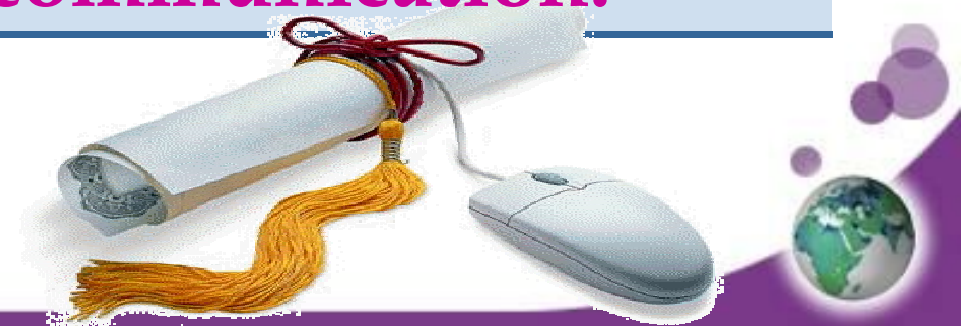
Difficult Sentences



Difficult Sentence 1

Research *shows* we *make up our minds* about people through unspoken communication within seven seconds of meeting them. (Line 1)

有研究显示，我们对他人的判断是根据我们最初遇到他们的七秒钟里所进行的无言交流形成的。
Research shows within the first seven seconds when we meet someone, we form our opinion about him or her through nonverbal communication."



research (evidence/facts) **show(s)**
(proves/suggests/indicates) **that...** 大
量的……表明…… (L1)

Translation

大量事实**表明**，大部分优秀生都有良好的学习习惯。

Key

A large body of facts **show that** most top students have good study habits.



Exercises:



- 1, 事实表明他已达到了他的目的。
- 2, 他的辞职表明他不满意这份工作。
- 3, 她的工作表明她已具备承担更多工作的能力。
- 4, 所有地证据都证明乔治犯了不可饶恕的罪行。

The **fact shows that** he has fulfilled his intention.

His resignation **showed that** he was not content with the job./ he didn't like the job.

Her work **suggests that** she is ready for more responsibilities.

All the evidence **indicated that** George committed an unforgivable crime.



**Difficult
sentence 2**

*Whether we are aware of or
unaware of it*

Consciously or unconsciously, we show our
true feelings with our eyes, faces, bodies and
attitudes, causing **a chain of** reactions **ranging**
from comfort **to** fear. (para.1)

*occur between
certain limits*

a sequence of



... **causing** a chain of reactions **ranging**
from comfort to fear. (para.1)

*an adverbial of
result*

an attributive

不管是有意识还是无意识，人们往往用眼神、面部表情、形体动作和态度表露真情，从而使他人产生包括从舒适到害怕的一连串反应。

【结构】 **causing (=we cause) a chain of reactions**和**ranging (=the reactions range) from comfort to fear** 都是分词短语，但前者是分词短语作结果状语，后者是分词短语作后置定语，修饰 **reactions**。

V-ing structures are used to express subordinate actions, functioning like subordinate clauses.



◆ *Translate the sentences, using V-ing structures.* 

- 公共汽车晚点了一小时，这使我错过了比赛的开场。
- 雨一直下了两周，整个村子都被淹了。
- The bus arrived one hour late, **causing** me to miss the beginning of the game.
- It rained for two weeks on end, completely **flooding** the village.



Difficult Sentence 3



You are the message

你本人就是信息



Difficult sentence 4



I've **helped** them *make* persuasive **presentations**, **answer** unfriendly questions, **communicate** more effectively. (Line 10)

我帮助他们，**使**他们所做的演讲有说服力，**教**他们如何回答不友好的提问，以及**如何**与人更有效地**沟通**。

此处作者连续用了**三个不定式形成平行结构**作“them”的**宾补**，强调他为别人做的事。



Difficult sentence 5



You were committed to what you were talking about and so absorbed in the moment, you lost all self-consciousness.
(L19)

that

你对你所谈论的事情**非常投入**，当时完全**沉浸其中**，以至于完全没有了羞怯的感觉。



Difficult sentence 6



Many how-to books advise you to stride into a room and *impress others with* your qualities.

许多指导性的书籍会建议你大步走进一个房间，用你的优点给别人留下深刻印象。**(impress others with 参看 language point 1)**



Difficult sentence 7

If you follow all this advice, **you'll drive** everyone **crazy** — including yourself.

① 此句是由**if**引导的**真实条件从句**，**从句用一般现在时**，**主句往往用将来时**。

1) If you **follow** the instructions of the product, **you will know how to use it correctly**

(你就会了解它的正确使用方法)

2) If you **turn** to him, **he will surely help you**

(他一定会帮助你)





■ *If* you follow all this advice, you'll *drive* everyone *crazy* — including yourself.

Translation

你如果遵循了所有这些建议，你会让所有的人都受不了——包括你自己。



Difficult sentence 8

The trick is to be consistently you, at your best.



the best way

always be yourself and have your same good qualities all the time

do as well as you can

Paraphrase

诀窍在于始终如一地保持自我，保持你最佳状态的自我。 always be yourself and have your same good qualities all the time and perform as well as you are able



Difficult sentence 9



remain consistent in all

给人印象最深的那些人从不随着情境的变化而改变自己。无论是在与人交谈时，在园艺俱乐部上发表演说时，还是在求职面试中，他们的表现都是一样的。

deliver a speech to



Difficult sentence 10



They communicate **with their whole being**: the tones of their voices and their gestures **match** their words.

paraphrase

他们全身心与人交流， 他们的音调
和手势与他们说的话保持着一致。



Difficult Sentence 11

He's not being honest. (L.33)

paraphrase

He is, for the present time, not saying something honest. He is lying.

他现在没有说实话。



为了描述某人在某个**特定时刻**的**暂时行为或表现**，使描写生动富有感情色彩，可以用**be的进行时态**来表示。

Am I **being rude** to ask such a question?

You are **being modest**.

The old lady **is being very clever** at the moment.

He **is being stupid** today.

用这一结构的形容词须具有动作含义，常用的有：**careful, kind, patient, stupid**等。



Exercise

判断下列哪个句子有错误，并改正。

- 1) He **was being** terribly friendly to us when we stayed there.
- 2) The children **are being** very quiet.
- 3) You're **being** very silly.
- 4) She **was only being** there two or three times.

She **has only been there** two or three times.

Difficult Sentence 12

Whether you're talking to one person or one hundred, always remember to look at them. (L. 34)

不管你是和一个人交谈，还是对一个人发表讲话，始终记住你要看着他们。

Whether... or..., always remember to do sth. 
不管……，还是……，始终记住要……

Translation

不管事情进展得是否顺利，始终记住你
要保持清醒的头脑。

Key

**Whether things go right or wrong, always
remember to keep cool.**



Difficult Sentence 13

Some people start to say something while looking right at you, but three words into the sentence, they break eye contact and look out the window. (L 38.)

有些人在开始说话时会直视你，但一句话刚说了几个字，他就会中断与你目光的接触，把目光移到窗外。



three words into the sentence

---after say a few words, soon



我母亲开始时表扬我，可没说几句又开始说我的不是了。

My mother praised me at first, but **three words into the sentence**, she began bugging me.

他充满信心地做那项工作，可刚几天，他就退却了，说那是世界上最难的工作。

He started the job full of confidence, but **three days into it**, he quitted, saying it was the most difficult job in the world.



Difficult Sentence 14



- **Some think entering a room full of people is like going into a lion's cage. (L.40)**

有人认为走进一个满是人的房间
就像走进了一个狮子笼。



Difficult Sentence 15

I disagree. If I did agree, I certainly wouldn't look at my feet or at the ceiling. I'd keep my eye on the lion! (L40)

我不同意这种说法(有很多人的房间像狮子笼)。就算同意，我也绝不会看着自己的脚或天花板——我会盯着那头狮子！

If I did agree,



此句为**if**引导的与现在事实相反的虚拟语气。

主句用 should/would/might/could + 动词原型，
从句用 动词过去时

1) 就算他现在开始，也不可能按时完成这项工作了。

If he started it now, he **would not finish** it in time.

2) 如果我是你，我就不会要父母的钱。

If I were you, I **would refuse** the money from my parents.



Difficult Sentence 16



- Once in a staff meeting, one of the most powerful chairmen in the entertainment industry became very angry over tiny problems, scolded each worker and enjoyed making them fear him. (L.43)

【一次在员工会议上，一位娱乐业最有影响的董事长由于一些微不足道的问题大发雷霆，责备每一位员工，因使员工害怕自己而感到满足。



Words & Expressions



1, (make/ give...) an impression (on) (1)

---Give a deep lasting effect on the mind or feeling of sb.

面试的时候，你应该努力给对方留下一个好印象。

You should try to **make a good impression** in a job interview.



第一次见到他，这个学生就给我留下了极好的印象。

↓ The student **made a very good impression on me** when I first saw him.



1, impress upon/ on (2) (Line 22)

---feel admiration and respect for

给予某人深刻印象，使...钦佩

impress on/ upon sb with sth ; impress sth on/upon sb.

中国是以高度的经济发展给外国人留下深刻印象

China **impressed on/ upon** the foreigners **with** the high speed of economic development.

China **impressed** the high speed of economic development **on/ upon** the foreigners.



– What 's your first impression on your English teacher?

– I am impressed by...

– Her/his... impresses me greatly.

I am impressed by his/ her kind and hard working.

His great learning and sense of humor impress me greatly.



从童年开始，她就以踏踏实实的学习态度给每一位老师留下印象。

From childhood, she **impressed** every teacher **with** her down-to-earth attitude toward learning.



make an impression on



From childhood, she **made an impression on** every teacher with her down-to-earth attitude toward learning.

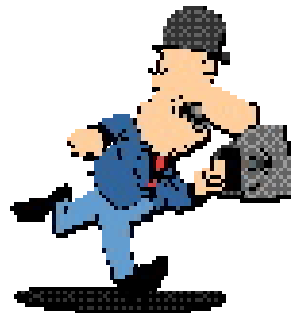


1, impress upon/ on (3)

---make sb understand; emphasize, remember
使某人铭记，使某人深刻了解

His words are strongly **impressed on** my memory.

My father **impressed on** me the importance of hard work.



Now you try

1. 你对这个城市的第一印象如何？

What's your first **impression** on this city?

我对这里的印象很好。

I **have** a good **impression** on this place.



Now you try:



2. 你的的工作效率我们高深感钦佩。

We **are most impressed with/ by** your efficiency.

3. 奥运会开幕式的表演给全世界的人留下深刻印象

a. The performances of the opening ceremony of Beijing Olympic Games **impressed** the world people tremendously.



2, make up one's mind (1)

Form our opinion

decide

about people

面试后我对他就有了判断。

I **have made up my mind** about him after the interview.

对此事我尚无判断

I haven't **made up my mind** about the matter.



---decide

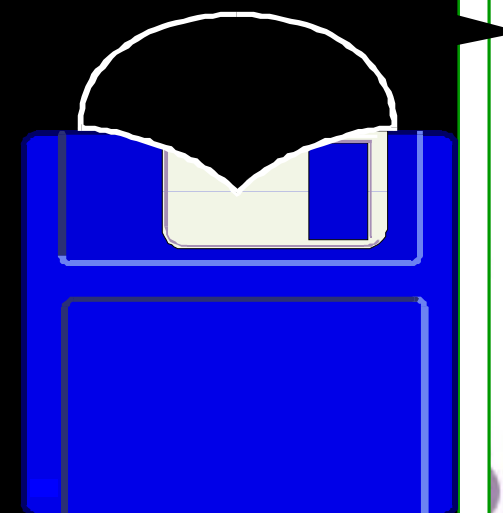


1) Some freshmen **make up their minds** to pursue a master's degree after undergraduate studies.

一些大一学生**打定主意**，要在读完本科后攻读硕士学位。

2) She **made up her mind** to be a three-fold outstanding student.

她**拿定主意**要当上三好学生。



3. consciously (L2)

conscious *adj.* --- *aware, realizing sth.* 意识的

unconscious *adj.* --- *unaware* 无意识, 不醒人事

consciously *ad.* --- 意识地, 神志清楚地

unconsciously *ad.* --- 神志清楚地

self-conscious *adj.* --- *shy or nervous* 自我意识

consciousness *n.* --- *awareness* 意识, 知觉

Translation

He was badly hurt but he remained **conscious**.
他伤得很重, 但仍未失去知觉。

He **was conscious of** Helen's embarrassment.
他意识到了海伦的尴尬。

↓ **that** Helen was embarrassed.



be conscious of 意识到，感觉到

If you are conscious of something, you notice it or are aware of it.

◆ *Translation*

He was conscious of the faint aroma of aftershave.

◆ *Key*

他闻到了剃须后所搽润肤水的淡淡香味。



Fill in each blank with the appropriate word chosen from **consciously**, **unconsciously**, **conscious** and **unconscious**.

- 1) The sensitive classmates were conscious of her low spirits.
- 2) She could not recall what she spoke unconsciously after the sudden attack.
- 3) The soldiers were badly injured, and they were unconscious
- 4) During the operation, he felt every detail consciously.



Put the following into English:



1. 孩子们意识到了母亲的不快。
2. 我意识到有人在看着我。
3. 人们发现他躺在路边，浑身上下都是血，可神志还是清醒的。
4. 我想她不是有意对大家无礼的。
5. 他不记得见过她。

1. The children **were conscious of** their mother's unhappiness.
2. I **became conscious of** someone watching me.
3. He was found lying beside the road, covered in blood but still **conscious**
4. I don't think she's **consciously** rude to everyone.
5. He did not **consciously** remember meeting her.



4, “a chain of...”

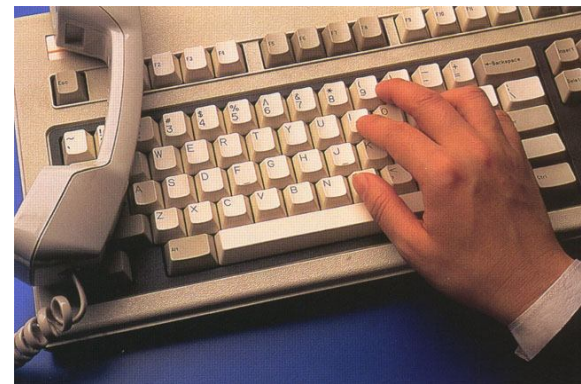
--- a sequence of ; a series of 一系列，一连串

一连串古怪的事件导致了东方快车上事故的发生。

1) A strange **chain of** events caused the accident on the Orient express.

一连串倒霉的事情使这家计算机公司倒闭了。

2) A **chain of** bad luck ruined his computer company.





a chain of events 一系列事件

a chain of accidents 一系列的意外事故

a chain of thoughts 一连串的想法

a chain of bad luck 一连串的倒霉事

a chain of misfortune 一连串的灾祸



5, range...from...to (1)


--- vary between two limits of ...and...

The students' ages **range from 17 to 21**.

The paper deals with the nations problems **ranging from inflation to unemployment**.

DVD机的价格少则五六百元多则上千元。

The prices of DVD players **range from ¥500 or ¥600 to more than**

 **¥1,000.**

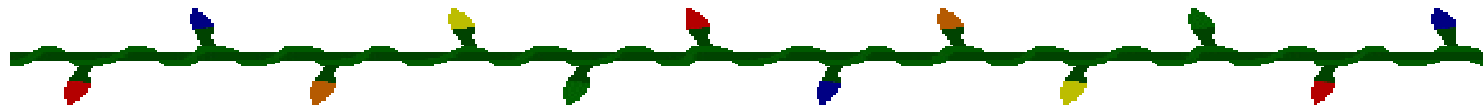


5, range vt. vi. (2)

--- put things in rows; lines

The teacher **ranged** the students

The librarian **ranged** the book in an alphabetical order.



■ Other useful Expressions:

range (over / through / about) -- wander freely,

Those teenagers **ranged (over)** the hills and valleys and through the forest, and they had a goodtime.

range over---范围包括, 涉及

Our conversation **ranged over** many subjects.

His lecture **ranged over** a variety of topics.



5, range n. (3)

---the area of power, responsibility, etc. that sb. has
(职责等的) 范围

I would like to help, but what you ask is out of my
range.

我很想帮忙，但你问的事是我所不知道的。

a range of ---a choice, or a variety 各种各类，可供选
择的范围

The company puts out **a large range of** products.

Plastics today contribute to **a wide range of** industry.

a range of color/ prices/ interest



---排，列，套，山脉

**a range of tool, mountain range, ranges
of hill**

---射程

a range of two miles

The bird is within range of our gun.





Now you try:

1. 这些箱子重量从2磅到20磅不等。
2. 他一个夏天都在农村漫游。
3. 这商场存有大量各类货物。
4. 批评他时，他说这事超出了他的职责范围。

These cases **range** in weight from 2 lb **to** 20 lb.

He spent the summer **ranging (about)** the countryside.

The shop keeps **a wide range of** goods.

When he was criticized, he said it was outside his **range** of responsibility.



Introduction *n.*

--- [C] **the introducing of one person to another.** 介绍, 引见

He made the self-introduction and everyone shook hands with him.

他作了自我介绍, 大家都与他握了手。

--- [U] **the act of bringing sth. into use for the first time** 引进, 采用

The introduction of new methods increased the efficiency greatly.

新方法的采用大大提高了效率。



Now you try:

1. 我们的第一位发言者就不必介绍了。

2. 新药的引进挽救了更多病人的生命。

1. Our first speaker needs no **introduction**.

2. With the **introduction** of new drugs, more patients have been saved.



学习经验交流会一开始，主持人**介绍**了几位学习效率高的同学。



When the learning experience exchange meeting began, the chairperson **made an introduction** of several efficient students.



rewrite with “*introduce sb. to sb. else*”

When the learning experience exchange meeting began, the chairperson **introduced** several efficient students **to us**.



6, interview v. n. (1)

---a meeting and discussion with sb. seeking a
job, etc. 面试

在接受未来的用人单位面试之前，求职者需接受一些面试辅导。

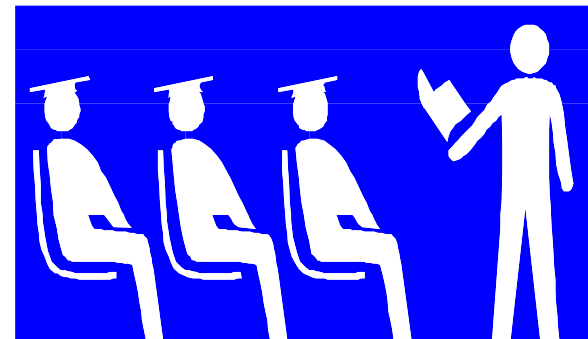
Before being **interviewed** by potential employers,
job applicants need some **interview** coaching.

job interview 求职面试

personal interview 面谈

interviewer 面试者

interviewee 被面试者



interview *n.* (2)

--a discussion in which a television or radio reporter asks a person questions that he or she thinks **采访**, **会谈**, **会晤**

在最近的一次**电话采访**中，绝大多数**被访的**大一新生告诉**采访记者**他们想家。

In a recent telephone **interview**, most freshmen **interviewed** told the **interviewer** that they were homesick.

我父亲为我在学校中的学习情况拜访了我的老师。

My father had an interview with my teacher about my work at school.

a press interview **记者采访**

a telephone interview **电话采访**



interview vt. (3)

The newspaper reporters **interviewed** our Premier Wen. (采访)

Our chairman **interviewed** 20 applicants for the job. (面试)

The president is **going to interview** all the guests invited to the ceremony. (接见, 会晤)



Now you try:



1. 招聘面试对雇主和应聘人都很重要。
2. 我被这家公司邀去面试。
3. 他拒绝电视采访。
4. 新首相昨晚首次接受采访。
5. 记者就他的想法采访了他。

1. A job **interview** is important for both the interviewer and the interviewee.
2. I was invited for **interview** with the company.
3. He refused a TV **interview**.
4. The new Prime Minister gave his first **interview** last night.
5. He was **interviewed** by a reporter about his ideas.



7, encounter *n.* (1)

---rare and formal meeting with someone

that happens by chance 不期而遇

他与新上司的邂逅具有非常积极的意义。

His **encounter** with the new boss was very positive.

It was the **encounter** of my old friend on my way to work that delayed me.



encounter *n. vt.* (2)

--- meet or have to deal with (sth. bad, esp. a danger or difficulty)

那场战役是这场战争中最为残酷的遭遇战之一。

The battle was one of the bloodiest **encounters** of the war.

丑闻曝光后，他不愿与记者遭遇。

After the exposure of the scandal, he was unwilling to **encounter** journalists.

synonym: *meet with,*
come across (meet by chance),
run into



Now you try:

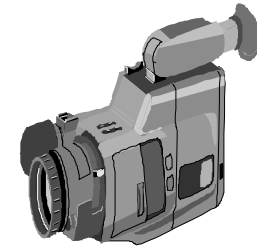


1. 我们开始进行那份新工作时遇到了很多困难。
2. 飞机在洛基山脉遇到了暴风雨。
3. 他第一次与威尔逊相遇是在1989年。
4. 如果你承担这个任务，会遇到许多困难。

1. When we started the new job we **encountered** many difficulties.
2. The plane **encountered** a storm over the Rockies.
3. His first **encounter** with Wilson was back in 1989.
4. If you take up this assignment, you are likely to **encounter** many difficulties.



8, focus v. (+on)



---adjust the camera lens on

All the cameras **were focusing on** the actor who won the Oscar.

If you **focus** the sun ray **on** a dry leaf, it will start to burn.

---pay attention to; have as its main points of interest

那个电视栏目**聚焦**热门话题。

The TV program **focuses on** hot issues.

请把注意力集中在演讲者身上。

Please **focus** your attention **on** the speaker.



focus n.



---中心, 焦点, 焦距

The pretty actress was **the focus** of all eyes.

This photograph is out of **focus**.

Now you try:

1. 我们必须把注意力放在拓展国内市场上。
2. 她自从进了大学就一直是大家关注的焦点。
3. 今天讲座的重点是用肢体语言进行交际。

1. We must focus on increasing our home markets.

2. She has been the focus of everyone's attention since she came to the university.

3. In today's lecture the focus will be on communication through body language.



9. read

- learn the significance of, interpret
解读, 解释, 领会...的意义,

There are two ways of **reading** his behavior.

She **read** his letter to mean that he didn't intend to come.

I can't **read** the music, I must ask a musician to explain it to me.

---审视, 看出, 看懂

I **read** his eyes; he meant business.

Can you **read** your parents mind/ thought?

---阅读 (omitted)



Exercises: Put the following sentences
into Chinese



Silence must not always be read as consent.

She read his thought.

**She gazed at him trying to read the effect
of her words.**

There are two way of reading his behavior.

**You can read his character at the first
glance.**



10, make a presentation

---give a speech on sth. 展示, 陈述, 描绘
科学家们对人类当前对这门科学所
了解的现状作了完整的陈述。

Scientists **made a complete
presentation on** the present status
of human knowledge of the science.

销售部主任将简要地介绍一下这次
新销售行动的情况。

The sales director will **make a
brief presentation on** the new
sales campaign.



Now you try:

- 1, 在班会上, 她对自己新的学习方法做了精彩的表述。
- 2, 他讲述了新的供销程序。
- 3, 每晚又两场音乐演出。
- 4, 人们要求我就这计划的目的作一个简短的陈述。
- 5, 老师要求我们每个人在课堂上作一个简短的表述。

1. She **made an appealing presentation of** her new learning approach in the class meeting.
2. He **gave his presentation** for new marketing procedures.
3. There are two **presentations of** the musical show each evening.
4. I was asked to give a short presentation on the aim of the plan.
5. The teacher to ask each of us to make a short presentation in class.



11, cf. rate & speed (1)

Rate ---speed

Camels travel **at a rate/ speed of 10 miles**
an hour.

At this rate/ speed, we can't finish our
teaching plan.

The train was now going **at a rapid rate/**
speed.



rate & speed (2)

---率 (Not speed)

Speed is the **rate** between the change of distance and time.

He put forward a plan for improving the **rate** of production.

rate of exchange 外汇比价

at any rate 不管怎样

at this/ that rate 如果这样/ 那样下去



rate & speed (3)

---price (Not speed)

What is the **postage rate** for a parcel to the US?

In China, long-distance **telephone rates** depend on the distance.

Night **telephone rates** are cheaper than day rates.

---等级, 流

She gave her children **a first-rate** education.

It is a **second-rate** team so we'll beat them easily.





Put the following Chinese into English

- 通货膨胀率
- 死亡率
- 失业率
- 犯罪率
- 利率
- 结婚率
- 离婚率
- 汇率/汇价
- Inflation rate
- Death rate
- Unemployment rate
- Crime rate
- Interest rate
- Marriage rate
- Divorce rate
- Exchange rate



12, base (1)

base sth. on sth---use sth. as grounds, evidence for sth else

This song **is based on** an old folk song.

His arguments **are based on** facts.

This book **is based on** a true story.

We must **base our opinion on** fact.

--- 把（基地、总部）设在

The company's headquarters **is based** in Paris.

Microsoft **is based** in Seattle in the State of

↓ Washington.



base n. (2)

---place at which armed forces etc. have their store
(军事, 工业) 基地

The US army sets up/ establishes many **military bases** on foreign soil.

---基础, 底座

the **base** of a pillar **base** of pyramid

The lamp stands on a circular **base**.

It serves the economic **base**.

---underlying principle 依照

He used his experience on the Long March as a **base** for his first novel.





Put the following into English:

训练基地

• training **base**

导弹基地

• missile **base**

空军基地

• air **base**

供应站

• supply **base**

革命根据地

• revolutionary **base**

这本书是根据一个真实的故事写的

This book **is based on** a true story.

我们的看法必须基于以事实为基础。

We must **base our opinion on** fact.



13, be committed to...

---spend one's time and energy on sth; give attention to 投身
于, 致力于

要想成为一名好演员, 就得全身心地投入。

If you want to become a good actor, you really have to
committed yourself to it.

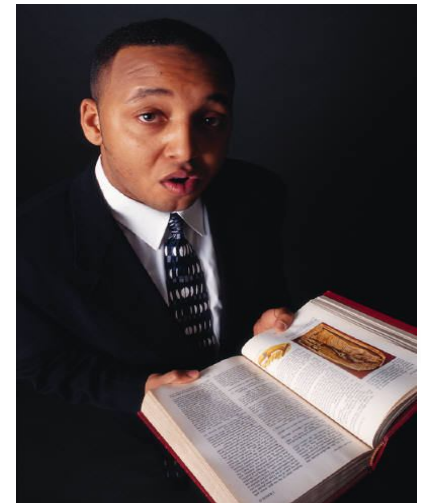
他对语言教学事业十分投入。

He is very committed to the cause of
language teaching.

commit--- perform a crime or a foolish act
犯...罪

commit crime / murder / theft / suicide /
an unforgivable crime

↓ (review: commitment Unit 1)





No you try:

1. 他对游戏十分着迷。
2. 她的一生都用来帮助那些无家可归的人。

1. He **is committed to** computer games.
2. She **has committed her whole life to** helping those homeless people.



14. be absorbed

---give all one's attention to

Translation

这位教授聚精会神地工作，
以至于没有听到来访者走进房间。

The professor **was so absorbed in** her work that she didn't hear her visitor enter the room.





Exercises:

1) The artist **was so absorbed in** his work **that** he didn't hear someone knocking at the door.
 艺术家**聚精会神**于自己的工作，**以至**于没有听到有人在敲门。

2) She was **so absorbed in** reading the good book **that** she even didn't notice **it was so** completely dark outside.
 她**全神贯注**阅读这本好书，**以至**于没有注意到**完全**漆黑。

3) I **was so absorbed in** thought **that** I didn't hear him talking to me.
 我当时**非常入神**地在沉思，**没**听到他和我说话。

4) She **was absorbed in** the book.
 她**全神贯注**地在看那本书。





Rewrite sentences with
"so/such... that..."

He is **such** an honest businessman (**that**) people like to buy things in his shop.

His presentation was **so** interesting (**that**) everyone listened carefully.

- He was **so** excited about going to college **that** he couldn't go to sleep.





how-to

--- a. (infml.) giving information on how to do a particular thing

提供入门知识的；教你怎样做的

How-to books on gardening sell well in this bookstore.

园艺入门的书在这家书店很畅销。

The magazine used to have a regular **how-to** section.

这本杂志以前有一个定期的“教你做”专栏。





stride

vi.--- (strode, stridden) walk with long steps 大踏步走，阔步行进

He **strode** up to the house.

他迈开大步走向屋子。

She came **striding** along to meet me.

她跨步上来迎接我。

n.[C] --- a long step 大步

She reached the door in only three **strides**.

她跨了三步就到了门口。

I was only a **stride** from him when I saw him.

看见他时我与他只有一步之遥。



15, fix your eyes on

--- keeps one's eyes on

他咳嗽时，所有乘客都**盯着**他。

When he coughed, all the passengers **fixed their eyes on** him.

考试时老师的眼睛**盯着**我看，使我不能专心考试。

The teacher **fixed his eyes on** me when I took the exam, so I could not **committed to** my paper/ exam.



Now you try:

1. 她走进房间，眼睛凝视着那个她想进行谈话的人。
2. 我情不自禁地凝视着那幅画。

1. She walked into the room and **fixed her eyes on** the person she wanted to talk to.
2. I couldn't help **fixing my eyes on** this picture.



16. drive sb. crazy

---make sb. upset or severely annoyed. 使受不了，使发疯

1) 关于这个问题没完没了，毫无意义的讨论让我受不了。

Endless meaningless discussion on this problem is **driving me crazy**.

2) 是否接受挑战，我犹豫不决，这简直让我发疯。

Indecision on whether accepting the challenge or not will **drive me crazy**.





Exercises:

- 1, 外面的噪音大得让我受不了。
- 2, 把这种摇滚乐关了, 这噪音简直让我发疯。
- 3, 生活中什么你可能让你受不了? 我母亲的唠叨。

The noise outside was so loud that it **drove me crazy**.

Stop that rock music! The noise really **drives me crazy**.

—What may **drive you crazy** in your daily life?

—My mother's constant chatter.



17. consistently

consistent *adj---*. always having the same opinions, standard, behavior, attitudes, qualities, etc. 一致

1) The third letter of complaint is not **consistent** with the first two.

第三封投诉信与前两封投诉信不尽一致。

2) Their performance did not **go consistently** with their promises.

他们的表现与承诺并不一致。





Exercises:

他的态度前后一致。

He **was consistent** in his attitude.

他上一次的说法与这次不一致。

His statement **is not consistent with** his previous one.



17. at your best

---performing as well or effectively as one is able to

1) Some are **at their best** early in the morning, while others are **at their best** late in the evening.

有些人在清晨处于**最佳状态**；另外一些人在深夜处于**最佳状态**。

2) Whenever he takes an important test, he is always **at his best**. He is really a lucky dog.

每当参加重大考试时，他总是处于**最佳状态**。他真是个幸运儿。





Exercises:

The singer was **at his best** during the performance.

He acted in all kinds of plays, but he was **at his best** in comedy.

To see this part of the countryside **at its best**, you need to come in June.

Most athletes **are at their best** during their early manhood.





18, change from...to

那里的美景随着季节的变化而变化。

The beautiful scenery there changes from seasons to seasons.

随着气候从热变凉，树叶也从绿变黄。

As the weather **changes from** hot **to** cold, and the leaves of the trees also **change from** green **to** yellow.



19. Address vt.

---direct one's speech to

1) The Defense Minister **addressed** the graduates at the military academy.

国防部长**对**那所军校的毕业生**讲话**。

2) When you deliver a speech, please **address** your audience.

当你发表演讲时，请**对**着听众**讲**话。



20, communicate

vt. ---make know; convey 传达, 表达, 传送

He tried to **communicate** his idea to his boss.

I asked your sister to **communicate** my wishes
to you



vi---exchange information, news, idea, etc.

communicate with 通消息, 联系, 交流情况,
交流思想

The two friends **hadn't communicated with** each other for many years.

Men now **communicate** over long distances by means of e-mail, telephone, radio, and satellite.

communication (unc.n.) 通信息, 通讯联系, 交流思想

communications (多用复数.) 交通

Cf. **traffic** ---vehicles moving along a road or street





Put the following into English

- 交通运输
 - 通讯卫星
 - 交通工具
 - 星际交通
 - 交通堵塞
 - 交通事故
 - 交通规则
- **transportation and communications**
 - **communications satellite**
 - **Means of communication**
 - **Interplanetary communication**
 - **Traffic jam**
 - **Traffic accident**
 - **Traffic regulations**





being

---one's essence or nature; self 本身, 本性,
本质

with one's whole being 全身心

I detest/ hate violence **with my whole being.**

我打从心眼里憎恨暴力。

The news shook me to the very roots of my
being.

那个消息使我整个人震撼到极点。



21, match vt. vi (1)

---combine well with 相配, 匹配

一般来说, 人们喜欢和言行一致的人交朋友。

Generally speaking, people tend to make friends with those whose deeds **match** their words.

The curtains don't **match** the paint. (vt.)

The curtains do not **match with** the decoration. (vi)

The pattern on this material **matches** that of the sofa.

---be equal to sb.和...匹敌, 是...对手, 和...相比

You can't **match** him in the knowledge of computer.

The two are well **matched** in strength.



Useful expressions:

match (sb/ th.) against/ with (sb./sth.) --- cause sb. to compete with 和...较量, 让...和...比赛

He **matched** his dog **against** his neighbor's in a race.

Match your skill **with/ against** the expert.

match up --- be in agreement 与...协调, 相配, 相闻合

These colors **match up** nicely.

The two statements can't **match up**.

match up to --- be as good as or equal to 跟上...水平

The film doesn't **match up to** our expectation.

↓ He **matches up to** the situation.



Exercises: *Put the following Chinese into English:*

他准备与所有的来者**比技巧比力气**。

你有与这条裙子**搭配**的上衣吗？

假期过得不坏，但天气**不尽如人意**。

同这个故事**相比**，任何故事都显得索然无味了。

He has prepared **to match** his skill and strength against all comers.

Have you any blouse **to match** the skirt?


It wasn't a bad holiday, but the weather didn't **match up to** our hopes.

↓ Any story **matched with** this seems uninteresting.



match n. (review)

Give the meaning of “match” in the following sentences:

- 1, Which team won the football **match**.
 - 2, She is his **match** when it comes to chess.
 - 3, Bill is no **match** for his brother at table-tennis.
 - 4, I lost the **match** to this glove.
 - 5, The blue shirt and gray tie are a good **match**.
 - 6, a box of **matches**
- 

depressed

--- unhappy

1) My best friend failed her national college entrance exams twice, and she was becoming increasingly **depressed**.

我最好的朋友两度高考失利，她心情变得越来越**抑郁**。



2) If you are **depressed**, you are not alone. And overcoming **depression** takes time and patience.

如果你**感到忧郁**，并非你一人如此。而要克服**忧郁症**，则需要时间和耐心。

22, the audience +sgv./ plv.

集体名词，表示整体时常用单数动词，强调个别时用复数动词

The audience **was/ were** wild with joy.

观众欣喜若狂

His family **is** an old one.

My family **are** all well.

The committee **was called** to discuss an important matter.

委员会开会讨论一件重要的事情。

The committee **are divided** in opinion.

↓
委员们意见不统一。





类似这样用法的名词还有：**congress,**
band, staff, group, class,
organization, team, board, company,
public, club, crew ...等



23. *If I did* agree,

“**did**” here is used for **added stress**. **did**用来强调动词 “agree”.

看来一知半解**确实**是件危险的事。

A little knowledge **does** seem to be a dangerous thing.

他说**就算**他追求爱情，他**也不会**完全沉溺其中。

He said if I **did** hunt for love, he **wouldn't be** completely absorbed in it.



Exercises:

- 1, 我真希望你们期末考试全及格。
- 2, 他的确按时完成了所交给他的任务。
- 3, 我们总经理确实正忙着, 现在没法见你。

1, I **do hope** all of you pass the final examination.

2, He **did accomplish** the task given him on time.

3, Our manager **does engage** so he is not able
↓ to meet you now.





4, 就算我同情他, 我也不同意他所做的事。

5, 就算我在工作中取得了一些成绩, 我也肯定不会沾沾自喜, 我会把它视为继续进取的推动力。

4, If I **did** have pity on him, I **wouldn't** agree what he had done.

5, If I **did** make some progress in work, I **certainly wouldn't** pride myself in it. I'd regard it as a pushing force behind my further struggle.



24, lighten (1)

lighten (vt.)—make brighter or become brighter
照亮, 使变亮

A falling star **lightened the sky.** (vt.)

You can **lighten the room** by drawing the curtains or by switching on the light. (vt.)

Lighten (vi)—become brighter, or cheerful, be relieved of care or worry
亮起来, 解除忧虑

The eastern sky **lightened** when we arrived the village. (vi)

Her **face lightened (up)** as she heard her son was safe.



lighten up (2)

---make sb. not angry; make sb. Happy

他的话**使**全体观众**高兴起来**，不时地传出笑声。

His words **lightened up the whole audience**, and laughter rang up from them.

我们努力**劝慰**这对痛苦地父母，因为他们地孩子昨天受伤了。

We try to **lighten up the miserable parents** since their child got injured yesterday.



Now you try:

1. 她情绪**好**起来了。
2. 雇用一位新秘书大大**减轻**了她的工作量。
3. 她讲了个笑话来**缓和**一下气氛。
4. 他们的负担一天天**减轻**。
5. 每当我**感到沮丧**时是我的同学让我高兴起来。

1. Her mood **lightened**.
2. Taking on of a new secretary **lightened** her workload considerably.
3. She told a joke to **lighten** the atmosphere.
4. Their burden **lightened** every day.
5. It is my classmates who **lighten me up** whenever I feel depressed.



lighten (3)

---make to become lighter in weight
使变轻, 减轻

Please **lighten the bag**; it is too heavy for me to carry.

The authority **lightens my work burden**.

---light in color

The painter **lightened the color with white**.





lighten (4)

adj. or n. + en → v.

light+en → v.

- soften, harden, widen, darken, deepen, broaden, sharpen, shorten, whiten, blacken, thicken, redden
- strengthen, hasten, lengthen, heighten, frighten, hearten, ripen



25, (review) enjoy +v-ing



The following verbs use **V.-ing** as its object:

(用动名词做宾语的常见动词)

admit (to), advise, allow, anticipate, appreciate, avoid, consider, delay, dislike, deny, dread, encourage, endure, enjoy, escape, excuse, fancy, finish, forgive, face, imagine, keep, mention (提到), mind, miss, pardon, permit, postpone, quit, practice, prevent, propose, quit, recall, recollect, resent, resist, require, risk, tolerate, stop, suggest, understand...

Some expressions: *can't help, can't stand, feel like, be busy, be worth, have difficulty/ trouble/ fun/ a good time...,*

It is no good/ need/ point/ use/ fun/ sense...



26, take sb. or sth. Seriously

--- believe someone or something important and should be given attention 看重, 当真

1) 很多学生非常看重分数。

A lot of students **take** scores very **seriously**.

2) 别把那新闻当真，它只是愚人节的玩笑。

Don't **take** the news **seriously**. It is only a joke on April Fools' Day.





Now you try:

请认真对待我的话。

认真对待这项规定，否则就会被罚款。

他不把医生的劝告当回事，结果他住院了。

Please take my word seriously.

Take the rule seriously, or you will be fined.

He didn't take the doctor's advice seriously.

As a result he end up in hospital.



take a look at



---look at

There are many of this kind of expressions in English:
some verbs + a/an +n.

have a try---try,

have a look (at)---look (at),

have a break---break/ rest,

have a talk---talk,

take a bath ---bathe,

take a walk---walk

take an inspection---inspect, take an action---act

take an examination---exam, take a trip ---travel

take a sip (of wine) ---sip

make a discovery ---discover, make a voyage ---sail

make a journey ---travel

pay a visit ---visit



You already have *within you* the power to make a good impression, because nobody can be you *as well as you can.* (Line 58)

此句中，因为宾语“the power to make...”过长，作者把“within you”前移以保持句子平衡。

“as...as...one can”：尽可能……。此为表示比较的一种方法。

1) 我们除了尽可能平静地等待什么也做不了。

There is nothing we can do but wait **as** calmly **as we can.**

2) 如果你能尽你所能去做没有人会责备你。

No one will blame you if you do it **as** capably **as you can.**

The End of Language Points





如何给人留下好印象

- 1 有研究显示，我们对他人的判断是根据我们最初遇到他们的七秒钟里所进行的无声交流形成的。无论是有意识还是无意识，我们都会用我们的眼神、面部表情、形体动作和态度来表现我们的真实情感，从而使他人产生从舒适到害十白等一连串反应。



- 2 想想那些让你最为难忘的会面：
被介绍给你未来的妻子或丈夫、一次求职面试、与陌生人的一次邂逅。将注意力集中在最初的七秒钟，你当时有何感想？你是如何“解读”他人的？你认为他又是如何解读你的？



3. 你本人就是信息。25年来，我在工作中和数千个想要成功的人打过交道。我帮助他们，使他们所作的演讲有说服力，教他们如何回答不友好的提问，以及如何与人更有效地沟通。而所有这一切的秘诀都在于要懂得你本人就是信息。



- 4 如果你能利用你的优点，别人就会愿意跟你在一起，并且愿意帮助你。这些优点包括：外表、活力、语速、语音语调、手势、眼神，以及使他人对你保持兴趣的能力。别人对你的印象就是根据这些因素形成的。
- 5 想想有哪几次你确切知道你给人留下了好印象。你成功的原因又是什么？那是因为你对你所谈论的事情非常投入，你当时完全沉浸其中，以至于完全没有了羞涩的感觉。



6. **保持自我。**许多指导性的书籍会建议你大步走进一个房间，用你的优点给别人留下深刻印象。他们会教你以“有力的握手”问候他人，并且告诉你要用双眼注视对方。可你如果遵循了所有这些建议，你会让所有的人都受不了——包括你自己。



7. 诀窍在于要始终如一地保持自我，保持最佳状态的自我。给人印象最深的那些人从不随着情境的变化而改变自己。无论是在与人交谈时，在园艺俱乐部上发表演说时，还是在求职面试中，他们的表现都是一样的。他们全身心地与人交流，他们的音调和手势与他们说的话保持着一致。

8. 然而，演说家常常会传递一些混合不清的信息。我最喜欢用来作例子的一类演说家是那些边看自己的鞋子边说“女士们、先生们，我很高兴来到这里”的人。他们看上去并不高兴。他们看上去气愤、恐惧或沮丧。
9. 观众总是相信自己的亲眼所见胜过耳闻。他们会想：“他告诉我他很高兴，可他并不是这样。他没有说实话。”



10. 用你的眼睛。不管你是和一个人交谈，还是对一百个人发表讲话，始终记住你要看着他们。有些人在开始说话时会直视你，但一句话刚说了几个字，他就会中断与你目光的接触，把目光移向窗外。

11. 当你走进房间时，目光从容地扫视；然后直视房间里的人，并对他们微笑。微笑是很重要的，它表明你很放松。有人认为走进一个有很多人的房间就像走进一个狮子笼。我不同意这种说法。就算我同意，我也肯定不会看着自己的脚或是天花板。我会注视那头狮子。



12 别太当真。一次在员工会议上，娱乐业最有影响的董事长之一由于一些微不足道的问题大发雷霆，责备每一位员工，为能使员工害怕自己而感到满足。他走到我跟前时，冲我喊道：“还有你，艾尔斯，你在忙些什么？”

13. 我说：“你是说现在？今晚？还是在我的余生中？”之后有片刻的沉默。接着董事长仰头放声大笑。其他人也跟着笑起来。幽默可以打破尴尬场合中的紧张气氛。



14. 如果一定要我用几个字说出我的建议的话，那就是“别太当真”！你总会发现有一些人太把自己当回事。他们通常不是在担心自己，就是在滔滔不绝地谈论自己。
15. 仔细地观察一下你自己，你说“我”的次数是否过多？你通常是否将注意力集中在你个人的问题上？你是否经常抱怨？对于上述问题，哪十白只有其中一个你给出的是肯定的回答，那么你就需要“别太当真”了。为了让别人感到自在，你自己先要表现得轻松。不必作出大的改变，只需要保持自我。你本身已具备了给人留下良好印象的能力，因为要保持你的自我，只有你自己才能做得好，谁也代替不了你。



The End

