wishyou.today learning

day 164 economy and income

Chinese TOCFL B in 220 days
unit 25 · the workplace

Talk about the economy, income and competition, and say “as a result” with 因而 and “there’s no need to” with 無須.

Pay, jobs and the economy come up in every office and every taxi: 因而 and 無須 are how the news and your boss say it.

words

word	pinyin	meaning	example
發展	fāzhǎn	develop; development	這幾年臺灣的科技發展得很快。 Taiwan’s technology has developed fast in recent years.
技術	jìshù	technology, technique, skill	這位師傅的技術很好，什麼都會修。 This repairman is very skilled: he can fix anything.
經濟	jīngjì	economy; economic	最近經濟不太好，很多人很少出去吃飯。 The economy isn’t great lately: lots of people rarely eat out.
競爭	jìngzhēng	compete; competition	現在找工作，競爭很激烈。 Competition for jobs is fierce these days.
收入	shōurù	income	他的收入不高，可是生活很快樂。 He doesn’t earn much, but he lives happily.
賺	zhuàn	earn, make (money)	他週末去打工賺錢。 He does part-time work at weekends to earn money.
名單	míngdān	list of names	你的名字不在名單上。 Your name isn’t on the list.
休假	xiūjià	take time off; be on leave	我下個月要休假一個星期。 I’m taking a week off next month.
辦事	bànshì	run errands, get things done	我下午要去銀行辦事。 I’ve got to go to the bank this afternoon to sort something out.
證件	zhèngjiàn	ID, identity documents	進去以前，請拿出你的證件。 Please show your ID before you go in.
取消	qǔxiāo	cancel	因為颱風，明天的飛機都取消了。 Because of the typhoon, tomorrow’s flights are all cancelled.
師傅	shīfù	master (skilled worker)	師傅，這個冷氣還能修嗎？ Can this air conditioner still be fixed?
單位	dānwèi	unit; organisation, department	請問您是哪個單位的？ Excuse me, which organisation are you from?
工資	gōngzī	wages, pay	這份工作的工資不高。 This job doesn’t pay well.
因而	yīnér	as a result, so (written)	他生病了，因而沒來上課。 He was ill, so he missed class.

猛	měng	fierce, violent, strong	今天的風很猛，出門要小心。 The wind is really strong today: be careful when you go out.
普及	pǔjí	widespread, common; popularise	現在網路很普及，在山上也能上網。 The internet is everywhere now: you can get online even in the mountains.
時時	shíshí	constantly, all the time	媽媽時時提醒我多穿一點衣服。 Mum keeps reminding me to wrap up warm.
無須	wúxū	there's no need to (formal)	這次的會議取消了，你無須準備。 This meeting has been cancelled, so you don't need to prepare.

pattern 因而: as a result · 無須: there's no need to

a cause **，因而** **the result** **·無須 + verb**

因而 joins a cause to its result inside one sentence: 雨太大，比賽因而取消了. It's a written, news-and-report word; in chat people say 所以. 無須 + verb means "there's no need to", a formal 不用 / 不必: 無須擔心 (no need to worry).

這家店的東西又好又便宜，因而客人越來越多。 **zhè jiā diàn de dōngxi yòu hǎo yòu piányí yīnér kèrén yuèláiyuè duō** This shop is good and cheap, so it gets more customers all the time.

物價漲了，工資卻沒漲，大家因而覺得錢不夠用。 **wùjià zhǎng le gōngzī què méi zhǎng dàjiā yīnér juéde qián bú gòu yòng** Prices have gone up but wages haven't, so people feel their money doesn't go far enough.

這次的會議取消了，你無須準備。 **zhè cì de huìyì qǔxiāo le nǐ wúxū zhǔnbèi** This meeting has been cancelled, so you don't need to prepare.

很多年輕人因為工作而搬到臺北。 **hěn duō niánqīng rén yīnwèi gōngzuò ér bān dào Táiběi** Many young people move to Taipei because of work.

dialogue the shortlist

manager li 大家早。有個好消息：那家茶葉公司要做新廣告，我們進了最後的名單。
dàjiā zǎo yǒu ge hǎo xiāoxí nà jiā cháyè gōngsī yào zuò xīn guǎnggào wǒmen jìn le zuìhòu de míngdān · Morning, everyone. Good news: that tea company wants a new advert, and we've made the final shortlist.

david 太好了！名單上還有哪幾家？
tài hǎo le míngdān shàng háiyǒu nǎ jǐ jiā · Brilliant! Who else is on the list?

manager li 另外兩家都是大公司，技術比我們好，人也比我們多，競爭會很激烈。
lìngwài liǎng jiā dōu shì dà gōngsī jìshù bǐ wǒmen hǎo rén yě bǐ wǒmen duō jìngzhēng huì hěn jīliè · The other two are big companies with better technology and more people than us. It's going to be tough competition.

anna 這麼說，我們得拿出最好的設計。我先分析一下那兩家公司以前的廣告。
zhème shuō wǒmen děi ná chū zuìhǎo de shèjì wǒ xiān fēnxī yíxià nà liǎng jiā gōngsī yǐqián de guǎnggào · So that means we have to come up with our very best design. I'll start by analysing those two companies' earlier adverts.

manager li 沒錯。下星期五就要交，因而這兩個星期大家的休假都得取消。
méi cuò xià xīngqíwǔ jiù yào jiāo yīnér zhè liǎng ge xīngqí dàjiā de xiūjià dōu děi qǔxiāo · Exactly. It's due next Friday, so all leave for the next two weeks is cancelled.

david 也就是說，我下個週末去花蓮的休假……
yě jiùshìshuō wǒ xià ge zhōumò qù Huālián de xiūjià · In other words, my weekend in Hualien…

manager li 對不起，大衛。不過，如果這次成功了，對公司的發展很重要，大家的收入也會跟著增加。
duìbùqǐ Dàwèi búguò rúguǒ zhè cì chénggōng le duì gōngsī de fāzhǎn hěn zhòngyào dàjiā de shōurù yě huì gēn zhe zēngjiā · Sorry, David. But if we pull this off, it matters a lot for the company's growth, and everyone's income will go up too.

anna 經理，我星期三下午得去辦事，我的證件下個月就到期了。辦這種事很耗時間。
jīnglǐ wǒ xīngqísān xiàwǔ děi qù bànshì wǒ de zhèngjiàn xià ge yuè jiù dàoqí le bàn zhè zhǒng shì hěn hào shíjiān · Manager Li, I need to sort something out on Wednesday afternoon: my ID card expires next month. That sort of thing eats up time.

manager li 去吧，這種事不能等。大家也無須太緊張。我們不用什麼都順著客戶，要做出自己的特色。
qù ba zhè zhǒng shì bù néng děng dàjiā yě wúxū tài jǐnzhāng wǒmen búyòng shénme dōu shùn zhe kèhù yào zuò chū zìjǐ de tèsè · Go ahead, that can't wait. And no need to be too nervous, everyone. We don't have to go along with the client on everything: let's show what makes us different.

david 那我把時間表貼在布告欄上。
nà wǒ bǎ shíjiānbiǎo tiē zài bùgàolán shàng · Then I'll put the schedule up on the notice board.

write it trace the grey, then write your own

疑
yí
doubt

印
yìn
print

鬆
sōng
loose, slack



奇
qí
strange, unusual

good to know · 師傅 is the respectful way to address a skilled worker: the repairman, the cook, the driver. Say it like a title: 師傅，請問…… 無須 is a formal 不用. You'll see it in notices: 無須預約 (no booking needed).

Income, competition, cancelled leave: you can now follow the Monday meeting and the evening news. Do this day interactively, with audio and games, free at **wishyou.today/learning**

day 165 jobs and careers

Talk about jobs, careers and the job market, and say "do B for the sake of A" with 為了 A 而 B.

Whether you're hiring, job hunting or just chatting, people talk about what they do and why they do it.

words

word	pinyin	meaning	example
買賣	mǎimài	buying and selling, business	他在市場做小買賣。 He runs a little business at the market.
人才	réncái	talented person, talent	公司很需要這樣的人才。 The company really needs talented people like that.
名片	míngpiàn	business card	這是我的名片，有問題請打給我。 Here's my card: call me if anything comes up.
獎金	jiǎngjīn	bonus; prize money	今年的獎金比去年多。 This year's bonus is bigger than last year's.
人員	rényuán	staff, personnel	工作人員會告訴你怎麼走。 The staff will tell you the way.
辦公	bàngōng	do office work, work (at a desk)	他今天在家辦公。 He's working from home today.
從事	cóngshì	work in, be engaged in	他從事教育工作二十年了。 He's worked in education for twenty years.
效率	xiàolǜ	efficiency	他工作很有效率。 He works very efficiently.
各行各業	gèhánggèyè	every line of work, all trades	各行各業都需要人才。 Every line of work needs talented people.
行業	hángyè	industry, line of work	你從事哪個行業？ What line of work are you in?
就業	jiùyè	get a job, be employed	今年大學生的就業情況不錯。 The job situation for graduates is good this year.
人力	rénlì	manpower, labour	我們公司人力不夠，大家都很忙。 We're short-staffed, so everyone is busy.
失業	shīyè	lose one's job, be unemployed	他失業半年了，還在找工作。 He's been out of work for six months and is still looking.
資格	zīgé	qualification(s), the right to	滿十八歲才有資格開車。 You're only allowed to drive once you're eighteen.
抹	mǒ	wipe; spread, apply	麵包上抹一點奶油。 Spread a little butter on the bread.
探	tàn	stick out (the head); visit; explore	他從窗戶探出頭來。 He stuck his head out of the window.

其	qí	its, his, her, their (written)	每個人都有其長處。 Everyone has their strengths.
視野	shìyě	field of view; outlook, horizons	多去旅行可以打開視野。 Travelling more broadens your horizons.

pattern 為了 a 而 b: do b for the sake of a

someone | 為了 | the goal | 而 | what they do

為了 + goal + 而 + action says that someone does something for a purpose. 而 links the goal to the action and makes the sentence sound more careful and written. Without 而 it's everyday speech: 為了家人努力工作.

她為了學中文而來臺灣。 **tā wèile xué zhōngwén ér lái Táiwān** She came to Taiwan to learn Chinese.

他們公司上個月關了，他因而失業了。 **tāmen gōngsī shàng ge yuè guān le tā yīnér shīyè le** His company closed last month, so he lost his job.

這是他的名片，你無須客氣，直接打給他。 **zhè shì tā de míngpiàn nǐ wúxū kèqi zhíjiē dǎ gěi tā** Here's his business card. Don't be shy: just call him.

他念過設計，也做過五年，完全有資格做這個工作。 **tā niàn guo shèjì yě zuò guo wǔ nián wánquán yǒu zīgé zuò zhè ge gōngzuò** He studied design and has five years' experience: he's fully qualified for this job.

dialogue a friend of a friend

meiling 你回來得好晚！還在為那個茶葉廣告忙嗎？

nǐ huí lái de hǎo wǎn hái zài wèi nà ge cháyè guǎnggào máng ma · You're back so late! Still busy with that tea advert?

anna 對啊。這個工作太大，人力不夠，經理想找一個人來幫兩個星期。而且這次的競爭很激烈。

duì a zhè ge gōngzuò tài dà rénlì bú gòu jīnglǐ xiǎng zhǎo yí ge rén lái bāng liǎng ge xīngqí érqiě zhè cì de jìngzhēng hěn jīliè · Yes. It's a huge job and we're short of people, so Manager Li wants someone to help out for two weeks. And the competition is fierce this time.

meiling 我有個朋友是做設計的，很有能力，他是我大學的校友。他們公司上個月關了，他因而失業了。

wǒ yǒu ge péngyǒu shì zuò shèjì de hěn yǒu nénglì tā shì wǒ dàxué de xiàoyǒu tāmen gōngsī shàng ge yuè guān le tā yīnér shīyè le · I've got a friend who's a designer, a really capable one: we went to the same university. His company closed last month, so he's out of work.

anna 真可惜。他從事設計工作多久了？

zhēn kěxí tā cóngshì shèjì gōngzuò duō jiǔ le · What a shame. How long has he been working in design?

meiling 五年了。他為了多學一點而換過好幾個行業的工作：廣告、雜誌，甚至做過買賣，視野很廣。

wǔ nián le tā wèile duō xué yìdiǎn ér huàn guo hǎojǐ ge hángyè de gōngzuò guǎnggào zázhì shènzhì zuò guo mǎimài shìyě hěn guǎng · Five years. He's worked in several industries just to learn more: advertising, magazines, he even ran a little business. He sees the big picture.

anna 聽起來是個人才！經理很重視效率，他做事快嗎？工資的要求高不高？

tīngqǐlái shì ge réncái jīnglǐ hěn zhòngshì xiàolǜ tā zuòshì kuài ma gōngzī de yāoqiú gāo bu gāo · He sounds like a real find! Manager Li cares a lot about efficiency. Is he quick? And does he want a high salary?

meiling 很快，效率很高。工資的事，你們可以跟他談。這是他的名片，你無須客氣，直接打給他。

hěn kuài xiàolǜ hěn gāo gōngzī de shì nǐmen kěyǐ gēn tā tán zhè shì tā de míngpiàn nǐ wúxū kèqi zhíjiē dǎ gěi tā · Very quick, very efficient. You can discuss pay with him. Here's his card. Don't be shy: just call him.

anna 太好了！明天我就拿給經理看。如果成了，我請你吃飯。

tài hǎo le míngtiān wǒ jiù ná gěi jīnglǐ kàn rúguǒ chéng le wǒ qǐng nǐ chī fàn · Fantastic! I'll show it to Manager Li tomorrow. If it works out, dinner's on me.

meiling 吃飯就不用了，你們的獎金分我一點就好！

chī fàn jiù búyòng le nǐmen de jiǎngjīn fēn wǒ yìdiǎn jiù hǎo · Forget dinner: just give me a share of your bonus!

anna 好啊！反正這個月我們連休假都沒有，也沒時間花錢。

hǎo a fǎnzhèng zhè ge yuè wǒmen lián xiūjià dōu méiyǒu yě méi shíjiān huā qián · Deal! We don't even get any time off this month, so there's no time to spend it anyway.

write it trace the grey, then write your own

陣
zhèn
spell, burst (measure word)

識
shì
knowledge

棟
dòng
(measure word for buildings)



送
sòng
give (as a gift); take, deliver

good to know · Business cards still matter in Taiwan: give and take a 名片 with both hands, and read it before you put it away. 其 is the written “its, his, their”: 其好處 its advantages. 其中 (among them) and 其他 (other) are built on it.

Hiring, job hunting, talking careers: you can now say not only what people do but why they do it.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

day 166 projects and tasks

Talk about projects, tasks and who does what, and say "once..., then..." with 一旦.....就.....

Every project starts with a kick-off meeting: who leads, who does what, and what happens once a decision is made.

words

word	pinyin	meaning	example
專家	zhuānjiā	expert, specialist	這位專家很了解臺灣的茶。 This expert knows a lot about Taiwanese tea.
業務	yèwù	business, (sales) work	他負責公司的業務，常常去見客戶。 He handles the company's business and often meets clients.
結合	jiéhé	combine, bring together	這道菜結合了中西的特色。 This dish combines Chinese and Western touches.
升級	shēngjí	upgrade; move up a level	我的手機該升級了。 My phone is due for an upgrade.
忙碌	mánglù	busy, bustling	城市的生活很忙碌。 City life is hectic.
秘書	mìshū	secretary	經理的秘書很能幹。 The manager's secretary is very capable.
項目	xiàngmù	item; event (in sport)	游泳是他最喜歡的比賽項目。 Swimming is his favourite event.
主持	zhǔchí	host, chair, preside over	今天的會議由經理主持。 The manager is chairing today's meeting.
分配	fēnpèi	assign, allocate, share out	老師把工作分配給每個學生。 The teacher gave each student a task.
盡力	jìnlì	do one's best	我會盡力的。 I'll do my best.
展開	zhǎnkāi	launch, get under way; spread out	比賽明天正式展開。 The competition officially gets under way tomorrow.
執行	zhíxíng	carry out, implement	這個計畫由他執行。 He's the one carrying out this plan.
待遇	dàiyù	pay and conditions; treatment	這家公司的待遇很好。 This company offers good pay and conditions.
簽	qiān	sign	請您在這裡簽一下。 Could you sign here, please?
磨	mó	grind; rub, wear down	走了一天，我的腳都磨破了。 After walking all day, my feet are rubbed raw.
一旦	yīdàn	once, the moment that	一旦出發，就不能回頭了。 Once we set off, there's no turning back.

齊	qí	all present, complete; even, neat	人都到齊了，我們開始吧。 Everyone's here: let's begin.
四方	sìfāng	square; all directions	他買了一張四方的桌子。 He bought a square table.

pattern 一旦……就……: once..., then...

一旦 **something happens** **，就** **the result**

一旦 means "once, the moment that": 一旦 + a change, then 就 + what follows from it. It often warns about something serious or hard to undo: 一旦開始，就不能停下來 (once you start, you can't stop).

一旦開始，就不能停下來。 **yídàn kāishǐ jiù bù néng tíng xialai** Once you start, you can't stop.

一旦方向決定了，我們就馬上展開工作。 **yídàn fāngxiàng juédìng le wǒmen jiù mǎshàng zhǎnkāi gōngzuò** Once the direction is set, we'll start work straight away.

隨著年輕人的口味改變，喝茶的方式也在改變。 **suízhe niánqīng rén de kǒuwèi gǎibiàn hē chá de fāngshì yě zài gǎibiàn** As young people's tastes change, the way they drink tea is changing too.

dialogue kick-off

manager li 人都到齊了嗎？好，我們開始。今天由我主持。
rén dōu dào qí le ma hǎo wǒmen kāishǐ jīntiān yóu wǒ zhǔchí · Is everyone here? Right, let's begin. I'll chair today.

manager li 先介紹一下，這是我們的新同事，他會跟我們一起工作兩個星期。他從事設計五年了，昨天已經簽好了。
xiān jièshào yíxià zhè shì wǒmen de xīn tóngshì tā huì gēn wǒmen yìqǐ gōngzuò liǎng ge xīngqí tā cóngshì shèjì wǔ nián le zuótiān yǐjīng qiān hǎo le · First, an introduction: this is our new colleague, who'll be working with us for two weeks. He's been in design for five years, and he signed yesterday.

manager li 我們來分配工作。客戶的業務經理說，他們希望把傳統的茶跟年輕人的生活結合起來，讓公司的形象升級。
wǒmen lái fēnpèi gōngzuò kèhù de yèwù jīnglǐ shuō tāmen xīwàng bǎ chuántǒng de chá gēn niánqīng rén de shēnghuó jiéhé qǐlai ràng gōngsī de xíngxiàng shēngjí · Let's divide up the work. The client's sales manager says they want to bring traditional tea into young people's lives and give the company's image an upgrade.

anna 隨著年輕人的口味改變，喝茶的方式也在改變。我們可以從這裡開始。
suízhe niánqīng rén de kǒuwèi gǎibiàn hē chá de fāngshì yě zài gǎibiàn wǒmen kěyǐ cóng zhèlǐ kāishǐ · As young people's tastes change, the way they drink tea is changing too. We could start from there.

manager li 好主意。一旦方向決定了，我們就馬上展開工作。安娜負責設計，大衛負責跟客戶聯絡。
hǎo zhǔyì yídàn fāngxiàng juédìng le wǒmen jiù mǎshàng zhǎnkāi gōngzuò Ānnà fùzé shèjì Dàwèi fùzé gēn kèhù liánluò · Good idea. Once the direction is set, we start straight away. Anna is in charge of design; David handles contact with the client.

david 那執行的部分呢？我們的人力夠嗎？
nà zhíxíng de bùfen ne wǒmen de rénlì gòu ma · And who carries it out? Have we got enough people?

manager li 新同事跟安娜一起執行。秘書會告訴大家每個項目什麼時候要完成。這兩個星期，效率最重要。
xīn tóngshì gēn Ānnà yìqǐ zhíxíng mìshū huì gàosù dàjiā měi ge xiàngmù shénme shíhòu yào wánchéng zhè liǎng ge xīngqí xiàolǜ zuì zhòngyào · Our new colleague works on it with Anna. The secretary will tell everyone when each item is due. For the next two weeks, efficiency is everything.

anna 這兩個星期一定很忙碌，不過我們會盡力。
zhè liǎng ge xīngqí yídìng hěn mánglù búguò wǒmen huì jìnlì · These two weeks are going to be hectic, but we'll do our best.

david 如果成功了，我們有獎金嗎？
rúguǒ chénggōng le wǒmen yǒu jiǎngjīn ma · If we win it, do we get a bonus?

manager li 當然有！對了，客戶還請了一位茶葉專家。這個星期五他會帶我們沿著山路上去，看他們種茶的地方。
dāngrán yǒu duìle kèhù hái qǐng le yí wèi cháyè zhuānjiā zhè ge xīngqíwǔ tā huì dài wǒmen yán zhe shān lù shàng qù kàn tāmen zhòng chá de dìfāng · Of course! Oh, and the client has brought in a tea expert. On Friday he'll take us up the mountain road to see where they grow their tea.

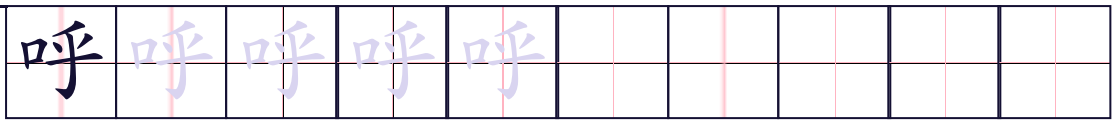
write it trace the grey, then write your own

腳
jiǎo
foot

漸
jiàn
gradually

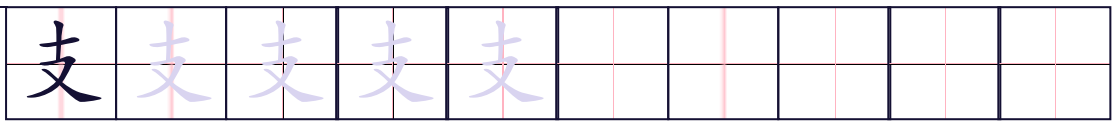


呼
hū
breathe out; call out





支
zhī
(measure word for long thin things)



good to know · 項目 is an item on a list or one part of a plan: 比賽項目 (the events at a sports meet). For a whole project, Taiwan often says 專案 or 計畫. 人到齊了 (everyone's here) is how every Taiwanese meeting and dinner starts: 齊 means "all present, complete".

Who chairs, who designs, who carries it out, and what happens once you decide: you can now run a kick-off meeting.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

day 167 costs and profits

Talk about costs, profits and running a business, and ask "how?" in the written way with 如何.

Rising prices and shrinking profits are everyday talk in Taiwan's small shops, and 如何 is the "how" of headlines and reports.

words

word	pinyin	meaning	example
製造	zhìzào	make, manufacture	這台機器是臺灣製造的。 This machine was made in Taiwan.
辭職	cízhí	resign, quit (a job)	他上個月辭職了。 He quit his job last month.
勞動	láodòng	(physical) labour, work	他每天在田裡勞動。 He works in the fields every day.
退出	tuìchū	withdraw from, drop out of	他受傷了，只好退出比賽。 He got hurt, so he had to drop out of the competition.
成本	chéngběn	cost (of making something)	做這種包包的成本很高。 It costs a lot to make bags like these.
風險	fēngxiǎn	risk	投資一定有風險。 Investing always carries risk.
經營	jīngyíng	run, manage (a business)	他們家經營一家小咖啡店。 His family runs a little café.
利潤	lìrùn	profit	這筆買賣的利潤不高。 There isn't much profit in this deal.
欠	qiàn	owe	我還欠他一頓飯。 I still owe him a meal.
損失	sǔnshī	loss; lose	這次颱風造成的損失很大。 This typhoon caused heavy losses.
營業	yíngyè	do business, be open	這家店二十四小時營業。 This shop is open 24 hours a day.
產	chǎn	produce, yield	這座山產很好的茶。 This mountain produces excellent tea.
產量	chǎnliàng	output, yield	今年水果的產量比較少。 The fruit harvest is smaller this year.
如何	rúhé	how; how about (written)	你覺得這個想法如何？ What do you think of this idea?
弄錯	nòngcuò	get wrong, mix up	對不起，我弄錯你的名字了。 Sorry, I got your name wrong.
青	qīng	green, blue-green (of nature)	春天到了，山都青了。 Spring is here, and the hills have turned green.
縮短	suōduǎn	shorten, cut down	新的捷運縮短了上班的時間。 The new MRT line has cut commuting time.

脫離	tuōlí	break away from, get out of	醫生說他已經脫離危險了。 The doctor says he's out of danger.

pattern 如何: how, how about (written)

如何 **+ verb** **· 你覺得如何?**

如何 is the written word for 怎麼 / 怎麼樣. Before a verb it asks "how": 如何降低成本 (how to cut costs). At the end of a question it asks "how about it?": 你覺得如何? You'll see it in headlines, reports and polite emails.

你覺得這個設計如何？ **nǐ juéde zhè ge shèjì rúhé** What do you think of this design?

我們必須想想，如何縮短營業時間又不讓老客人失望。 **wǒmen bìxū xiǎng xiang rúhé suōduǎn yíngyè shíjiān yòu bú ràng lǎo kèrén shīwàng** We need to work out how to cut opening hours without letting regular customers down.

成本漲了，價錢也得漲。這樣一來，客人會不會變少？ **chéngběn zhǎng le jiàqián yě děi zhǎng zhèyàngyìlái kèrén huì bu huì biàn shǎo** Costs are up, so prices have to go up too. Will that mean fewer customers?

那家公司因為成本太高，已經退出了臺灣市場。 **nà jiā gōngsī yīnwèi chéngběn tài gāo yǐjīng tuìchū le Táiwān shìchǎng** That company has pulled out of the Taiwan market because its costs were too high.

dialogue the price of eggs

auntie wang 早！今天吃什麼？蛋餅今天要多五塊，對不起啊。

zǎo jīntiān chī shénme dàn bǐng jīntiān yào duō wǔ kuài duìbùqǐ a · Morning! What'll it be? Egg pancakes are five dollars more today, sorry.

david 怎麼了？

zěnme le · What's happened?

auntie wang 天氣太熱，雞蛋的產量少了很多。我用的都是臺灣產的蛋，價錢一直漲，成本越來越高。

tiānqì tài rè jī dàn de chǎnliàng shǎo le hěn duō wǒ yòng de dōu shì Táiwān chǎn de dàn jiàqián yìzhí zhǎng chéngběn yuèláiyuè gāo · It's been so hot that egg production has dropped a lot. I only use Taiwanese eggs, and the price keeps going up, so my costs get higher and higher.

anna 這樣一來，利潤不就更少了？

zhèyàngyìlái lìrùn bú jiù gèng shǎo le · So doesn't that mean even less profit?

auntie wang 是啊。在店裡幫我的那個女生上個月也辭職了，現在什麼都我一個人做，連勞動節都沒休息。現在各行各業都缺人。

shì a zài diàn lǐ bāng wǒ de nà ge nǚshēng shàng ge yuè yě cízhí le xiànzài shénme dōu wǒ yí ge rén zuò lián láodòng jié dōu méi xiūxí xiànzài gèhánggèyè dōu quē rén · It does. And the girl who helped me in the shop quit last month, so now I do everything myself. I didn't even take Labour Day off. Every line of work is short of staff these days.

anna 做買賣真不容易。

zuò mǎimài zhēn bù róngyì · Running a business really isn't easy.

david 那阿姨有沒有想過縮短營業時間？

nà āyí yǒu méiyǒu xiǎng guo suōduǎn yíngyè shíjiān · Have you thought about shorter opening hours, Auntie?

auntie wang 有啊。我之所以還沒決定，是因為很多老客人早上六點就來了。

yǒu a wǒ zhī suǒyǐ hái méi juédìng shì yīnwèi hěn duō lǎo kèrén zǎoshàng liù diǎn jiù lái le · I have. The reason I haven't decided is that lots of my regulars come in at six in the morning.

david 那可以早上請一個人來幫忙，把工作分配一下。

nà kěyǐ zǎoshàng qǐng yí ge rén lái bāngmáng bǎ gōngzuò fēnpèi yíxià · Then you could get someone in to help in the mornings and share the work out.

anna 報紙上有一篇文章：「小店如何降低成本」。我念給您聽？

bàozhǐ shàng yǒu yì piān wénzhāng xiǎo diàn rúhé jiàngdī chéngběn wǒ niàn gěi nín tīng · There's an article in the paper: "How small shops can cut costs." Shall I read it to you?

auntie wang 好啊。不過我經營這家店快三十年了，什麼風險都見過，一點小損失不怕。

hǎo a búguò wǒ jīngyíng zhè jiā diàn kuài sānshí nián le shénme fēngxiǎn dōu jiàn guo yìdiǎn xiǎo sǔnshī bú pà · Go on. Mind you, I've run this shop for nearly thirty years: I've seen every kind of risk, and a small loss doesn't scare me.

david 阿姨，你弄錯了，多找了我五十塊。

āyí nǐ nòngcuò le duō zhǎo le wǒ wǔshí kuài · Auntie, you've made a mistake: you gave me fifty dollars too much change.

write it trace the grey, then write your own

歷
lì
go through



享
xiǎng
enjoy

換
huàn
change, swap



迎
yíng
greet, welcome

good to know · 退出 is “withdraw from”: 退出市場 (pull out of a market), 退出比賽 (drop out of a competition). 勞動節 (Labour Day) is May 1, a day off for most workers in Taiwan, but small shops often stay open.

Costs, profits, risks and losses: you can now talk business with any shop owner, and read the headline that asks 如何.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

day 168 trade and sales

Talk about trade, sales and how goods are made, and say "it won't go so far as…" with 不至於.

From farm to shelf, every product has a story, and 不至於 is how you calm a worried colleague without overpromising.

words

word	pinyin	meaning	example
推動	tuīdòng	push forward, promote	他們努力推動環保。 They work hard to promote environmental protection.
產業	chǎnyè	industry	科技產業對臺灣很重要。 The tech industry is very important to Taiwan.
貨物	huòwù	goods, cargo	這些貨物明天要送到臺中。 These goods have to go to Taichung tomorrow.
加工	jiāgōng	process (raw materials)	茶葉要經過加工，才能喝。 Tea leaves have to be processed before you can drink them.
交易	jiāoyì	deal, trade; trade	這筆交易成了！ The deal is done!
銷售	xiāoshòu	sell; sales	他在公司負責銷售。 He's in charge of sales at the company.
製作	zhìzuò	make, produce	這部電影製作了三年。 This film took three years to make.
繁榮	fánróng	prosperous, booming	這個城市越來越繁榮。 This city is getting more and more prosperous.
含量	hánliàng	content (how much something contains)	這種飲料的糖含量很高。 This drink has a high sugar content.
農民	nóngmín	farmer(s)	今年天氣好，農民都很高興。 The weather's been good this year, and the farmers are happy.
排列	páiliè	arrange, put in order	請把名字照順序排列。 Please put the names in order.
變動	biàndòng	change, fluctuation; change	最近菜的價錢變動很大。 Vegetable prices have been going up and down a lot lately.
加速	jiāsù	speed up, accelerate	車子開始加速了。 The car started to speed up.
踏	tà	step on, tread	他踏上了回家的路。 He set off on the road home.
偏偏	piānpiān	of all things, just (when); insist on	我沒帶傘，偏偏下雨了。 I didn't bring an umbrella, and of course it rained.
三角形	sānjiǎoxíng	triangle	這塊蛋糕是三角形的。 This slice of cake is triangular.

外觀	wàiguān	outward look, appearance	這台車的外觀很漂亮。 This car looks great from the outside.
完善	wánshàn	complete, well developed	這個計畫還不夠完善。 This plan isn't thorough enough yet.

pattern 不至於: not go so far as to, not that bad

something **不至於** **a worse result**

不至於 says that a situation won't get as bad as someone fears: 不至於不及格 (not so bad that I'll fail). Alone, 不至於！ answers a worried question: "It won't come to that." It often ends with 吧 for a softer guess.

我們會輸給大公司嗎？不至於。 **wǒmen huì shū gěi dà gōngsī ma bú zhìyú** Will we lose to the big companies? It won't come to that.

下一點雨，比賽不至於取消吧。 **xià yìdiǎn yǔ bǐsài bú zhìyú qǔxiāo ba** A bit of rain surely won't get the match cancelled.

年輕人常常憑包裝選東西。 **niánqīng rén chángcháng píng bāozhuāng xuǎn dōngxi** Young people often choose things by the packaging.

好的設計能使年輕人注意到他們的茶。 **hǎo de shèjì néng shǐ niánqīng rén zhùyì dào tāmen de chá** A good design can make young people notice their tea.

dialogue down the mountain

david 今天偏偏下雨，山路好滑，我差點踏空。
jīntiān piānpiān xiàyǔ shān lù hǎo huá wǒ chàdiǎn tà kōng · Of all days, it had to rain. The path was so slippery I nearly missed my footing.

anna 不過很值得。我第一次看到茶葉是怎麼加工、製作的。
búguò hěn zhíde wǒ dì yī cì kàn dào cháyè shì zěnme jiāgōng zhìzuò de · But it was worth it. It's the first time I've seen how tea is processed and made.

david 種茶的人說，採茶是很辛苦的勞動。
zhòng chá de rén shuō cǎi chá shì hěn xīnkǔ de láodòng · The tea grower said picking tea is really hard work.

manager li 專家說，以前這裡的茶葉產業很繁榮，產量很大，很多貨物從這裡賣到國外。
zhuānjiā shuō yǐqián zhèlǐ de cháyè chǎnyè hěn fánróng chǎnliàng hěn dà hěn duō huòwù cóng zhèlǐ mài dào guówài · The expert said the tea industry here used to boom: output was huge, and lots of goods went abroad from these hills.

david 可是現在的年輕人很少喝熱茶了，都喝冰的飲料。
kěshì xiànzài de niánqīng rén hěn shǎo hē rè chá le dōu hē bīng de yǐnliào · But young people hardly drink hot tea any more. It's all iced drinks.

anna 他們的茶很好，可是外觀太老了。年輕人常常憑包裝選東西。
tāmen de chá hěn hǎo kěshì wàiguān tài lǎo le niánqīng rén chángcháng píng bāozhuāng xuǎn dōngxi · Their tea is great, but the packaging looks old-fashioned. Young people often choose by the packaging.

manager li 沒錯。好的設計能使年輕人注意到他們的茶。那如何讓他們買呢？
méi cuò hǎo de shèjì néng shǐ niánqīng rén zhùyì dào tāmen de chá nà rúhé ràng tāmen mǎi ne · Exactly. A good design can make young people notice the tea. So how do we get them to buy it?

anna 我們可以把茶包做成三角形的，外面畫上山和農民，把傳統的茶跟新設計結合起來。
wǒmen kěyǐ bǎ chá bāo zuò chéng sānjiǎoxíng de wàimiàn huà shàng shān hé nóngmín bǎ chuántǒng de chá gēn xīn shèjì jiéhé qǐlai · We could make triangular tea bags, with the mountains and the farmers drawn on the outside: traditional tea and new design together.

manager li 不錯。不過價錢不能太高，茶葉的價錢變動很大。而且包裝太貴，利潤就少了。
búcuò búguò jiàqián bù néng tài gāo cháyè de jiàqián biàndòng hěn dà érqiě bāozhuāng tài guì lìrùn jiù shǎo le · Not bad. But the price can't be too high: tea prices go up and down a lot. And if the packaging costs too much, the profit shrinks.

david 經理，你覺得我們會輸給那兩家大公司嗎？
jīnglǐ nǐ juéde wǒmen huì shū gěi nà liǎng jiā dà gōngsī ma · Manager Li, do you think we'll lose to those two big companies?

manager li 不至於。我們的想法已經很完善了，只是要再加速一點。
bú zhìyú wǒmen de xiǎngfǎ yǐjīng hěn wánshàn le zhǐshì yào zài jiāsù yìdiǎn · It won't come to that. Our idea is already well rounded: we just need to pick up the pace a bit.

david 那明天一早，我們就開始畫新的包裝。
nà míngtiān yì zǎo wǒmen jiù kāishǐ huà xīn de bāozhuāng · Then first thing tomorrow, we start drawing the new packaging.

write it trace the grey, then write your own

典 diǎn rite, standard

傳
chuán
pass on, send



精
jīng
refined, essence

鏡
jìng
mirror, lens

good to know · 偏偏 is “of all things, just when you didn’t want it”: 今天偏偏下雨. It can also mean “insist on (doing the opposite)”: 他偏偏不聽. Triangular tea bags (三角茶包) hold whole leaves better than flat ones, which is why many Taiwanese tea brands use them.

From the farm to the factory to the shop: you can now follow a product’s journey and reassure a nervous team.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

wishyou.today learning

day 169 innovation and engineering

Chinese TOCFL B in 220 days
unit 25 · the workplace

Talk about innovation, engineering and new technology, and give ranges of prices and dates with A 至 B.

Price lists, opening hours and project plans all use the written 至 for “from… to…”.

words

word	pinyin	meaning	example
派	pài	send, dispatch	公司派他去日本工作。 The company sent him to work in Japan.
創新	chuàngxīn	innovate; innovation	這家公司很重視創新。 This company puts a lot of weight on innovation.
薪水	xīnshuǐ	salary, pay	他的薪水不高，可是工作很有意思。 His salary isn’t high, but the work is interesting.
上升	shàngshēng	rise, go up	今天的氣溫上升了不少。 The temperature has gone up quite a bit today.
推廣	tuīguǎng	promote, popularise	他們在學校推廣運動。 They promote sport in schools.
工程	gōngchéng	engineering; construction project	這條路的工程還沒完成。 The roadworks here aren’t finished yet.
開發	kāifā	develop (products, land)	他們正在開發新的產品。 They’re developing a new product.
人工	réngōng	manual work; man-made	這些衣服都是人工做的。 These clothes are all handmade.
先進	xiānjìn	advanced	這家醫院的機器很先進。 This hospital has very advanced equipment.
應用	yìngyòng	apply, put to use	學了新東西，要會應用。 When you learn something new, you have to be able to use it.
機構	jīgòu	institution, organisation	他在一家研究機構工作。 He works at a research institute.
資本	zīběn	capital	開公司需要資本。 Starting a company takes capital.
危機	wéijī	crisis	公司遇到了危機。 The company has hit a crisis.
拼命	pīnmìng	with all one’s might, desperately	他拼命跑，{==still}還是沒趕上公車。 He ran like mad but still missed the bus.
伸手	shēnshǒu	reach out a hand	他伸手拿桌子上的書。 He reached for the book on the table.
至	zhì	to, until (written); reach	我們星期一至星期五上班。 We work Monday to Friday.

塌	tā	collapse, cave in	雨太大，山上的路塌了。 The rain was so heavy that the mountain road collapsed.

pattern a 至 b: from a to b (prices, dates, times)

A 至 B

至 is the written “to” in a range: 七點至兩點 (seven to two), 一千至兩千元 (one to two thousand dollars). In speech people say 到. You’ll read it on price lists, opening hours, notices and plans.

簡單的網站要兩至三個星期，複雜的要四至六個星期。 **jiǎndān de wǎngzhàn yào liǎng zhì sān ge xīngqí fùzá de yào sì zhì liù ge xīngqí** A simple website takes two to three weeks; a complicated one, four to six.

這個工程由一家大公司負責。 **zhè ge gōngchéng yóu yì jiā dà gōngsī fùzé** This construction project is run by a big company.

別急，不至於來不及。 **bié jí bú zhìyú láibùjí** Don’t panic: it won’t be too late.

dialogue a late-night visitor

zhiming 這麼晚還在拼命？我帶了宵夜來。
zhème wǎn hái zài pīnmìng wǒ dài le xiāoyè lái · Still slaving away this late? I've brought a midnight snack.

anna 你來得正好！客戶想在廣告裡介紹他們的新技術。
nǐ lái de zhènghǎo kèhù xiǎng zài guǎnggào lǐ jièshào tāmen de xīn jìshù · Perfect timing! The client wants to show off their new technology in the advert.

david 他們跟一個研究機構一起開發了一種先進的機器，可以代替人工採茶，還能縮短加工的時間。
tāmen gēn yí ge yánjiù jīgòu yìqǐ kāifā le yì zhǒng xiānjìn de jīqì kěyǐ dàitì réngōng cǎi chá hái néng suōduǎn jiāgōng de shíjiān · They've developed an advanced machine with a research institute: it can pick tea instead of people, and cut processing time too.

zhiming 聽起來很創新。這種技術能應用在很多地方，也能推動整個產業。
tīngqǐlái hěn chuàngxīn zhè zhǒng jìshù néng yìngyòng zài hěn duō dìfāng yě néng tuīdòng zhěng ge chǎnyè · Sounds really innovative. That kind of technology could be used in lots of places, and push the whole industry forward.

anna 我們想在廣告上放一個網站，讓大家看機器怎麼工作。做一個網站大概要多久？
wǒmen xiǎng zài guǎnggào shàng fàng yí ge wǎngzhàn ràng dàjiā kàn jīqì zěnme gōngzuò zuò yí ge wǎngzhàn dàgài yào duō jiǔ · We want to put a website in the advert so people can see how the machine works. How long does a website take?

zhiming 簡單的兩至三個星期，複雜的要四至六個星期。
jiǎndān de liǎng zhì sān ge xīngqí fùzá de yào sì zhì liù ge xīngqí · A simple one, two to three weeks. A complicated one, four to six.

david 可是我們只剩下一個星期了！
kěshì wǒmen zhǐ shèngxià yí ge xīngqí le · But we've only got a week left!

anna 而且網站的外觀要跟廣告一樣。
érqiě wǎngzhàn de wàiguān yào gēn guǎnggào yíyàng · And the website has to look the same as the advert.

zhiming 別急，不至於來不及。先做一個簡單的，我們公司可以派一個技術人員來幫忙。
bié jí bú zhìyú láibùjí xiān zuò yí ge jiǎndān de wǒmen gōngsī kěyǐ pài yí ge jìshù rényuán lái bāngmáng · Don't panic, it won't be too late. Start with a simple one: my company can send a technician to help.

david 太好了！我拿一盒茶給你喝……啊！塌了！
tài hǎo le wǒ ná yì hé chá gěi nǐ hē a tā le · Brilliant! Let me get you a box of tea... argh! The whole pile's come down!

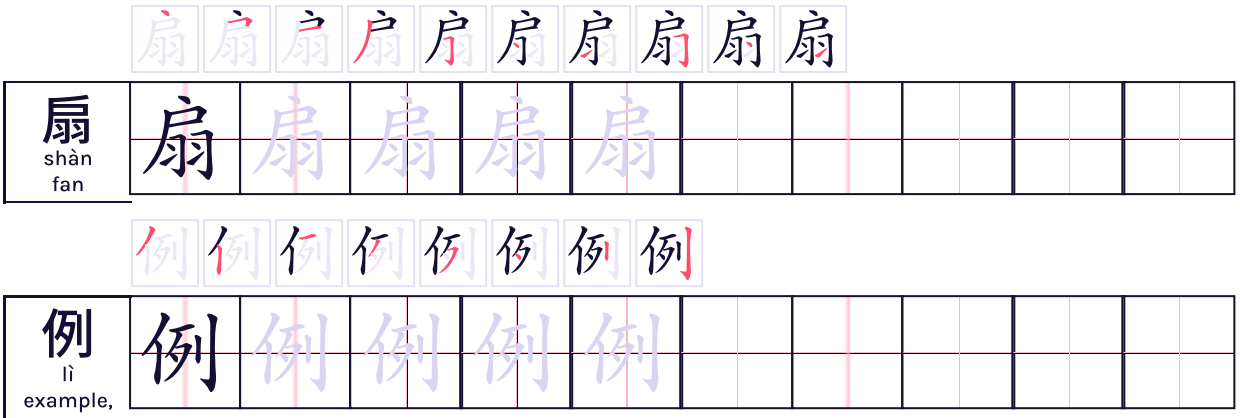
anna 大衛，你又伸手拿最上面的盒子！
Dàwèi nǐ yòu shēnshǒu ná zuì shàngmiàn de hézi · David, you reached for the box on top again!

zhiming 你們辦公室的盒子堆得太高了。
nǐmen bàngōngshì de hézi duī de tài gāo le · You've stacked the boxes far too high in your office.

write it trace the grey, then write your own

社
shè
society, group

刀
dāo
knife, blade



good to know · 斤 (catty) is still the unit for tea, fruit and meat at Taiwan's markets: one 台斤 is 600 grams. 危機 is a crisis; 轉機 is a turn for the better. A popular saying: 危機就是轉機 (a crisis is also a chance).

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chapter 1 the client writes

manager li 大家都到齊了嗎？好，今天開始最後一週。大衛，你先說。
dàjiā dōu dào qí le ma hǎo jīntiān kāishǐ zuìhòu yì zhōu Dàwèi nǐ xiān shuō · Is everyone here? Right, the last week starts today. David, you first.

david 經理，茶葉公司的秘書寄來一封電子郵件，我念給大家聽。
jīnglǐ cháyè gōngsī de mìshū jì lái yì fēng diànzǐyóujiàn wǒ niàn gěi dàjiā tīng · Manager Li, the tea company's secretary has sent an email. I'll read it out.

david 「李經理您好：本公司這次的新廣告，最後的名單上共有三家公司，貴公司是其中之一。三家公司將在星期五下午兩點至五點到本公司報告，每家四十分鐘，貴公司排在第二。當天由我們的業務經理主持，也會請一位茶葉專家參加。電腦我們會準備好，無須自己帶。本公司的辦公大樓在捷運站旁邊，進大樓時請帶證件，也請帶名片。如有問題，請與我聯絡。茶葉公司業務部秘書」
Lǐjīnglǐ nín hǎo běn gōngsī zhè cì de xīn guǎnggào zuìhòu de míngdān shàng gòng yǒu sān jiā gōngsī guì gōngsī shì qízhōng zhī yī sān jiā gōngsī jiāng zài xīngqíwǔ xiàwǔ liǎng diǎn zhì wǔ diǎn dào běn gōngsī bàogào měi jiā sìshí fēnzhōng guì gōngsī pái zài dì èr dàngtiān yóu wǒmen de yèwù jīnglǐ zhǔchí yě huì qǐng yí wèi cháyè zhuānjiā cānjiā diànnǎo wǒmen huì zhǔnbèi hǎo wúxū zìjǐ dài běn gōngsī de bàngōng dàlóu zài jiéyùn zhàn pángbiān jìn dàlóu shí qǐng dài zhèngjiàn yě qǐng dài míngpiàn rú yǒu wèntí qǐng yǔ wǒ liánluò cháyè gōngsī yèwù bù mìshū · "Dear Manager Li, there are three companies on the final shortlist for our new advert, and yours is one of them. The three companies will present at our offices on Friday between 2 and 5 pm, forty minutes each; you are second. Our sales manager will chair, and a tea expert will also attend. We will provide a computer, so there is no need to bring your own. Our office building is next to the MRT station; please bring ID to enter, and your business cards. If you have any questions, please contact me. The secretary, Sales Department, the tea company"

anna 第二個？還好不是第一個。
dì èr ge háihǎo bú shì dì yī ge · Second? At least we're not first.

manager li 四十分鐘不長。一旦超過時間，他們就會覺得我們沒有效率。
sìshí fēnzhōng bù cháng yídàn chāoguò shíjiān tāmen jiù huì juéde wǒmen méiyǒu xiàolǜ · Forty minutes isn't long. Once we run over, they'll think we're inefficient.

manager li 我們人力不多，來分配一下：安娜報告設計，大衛說明成本和利潤，問題由我回答。新同事負責執行網站的部分。
wǒmen rénlì bù duō lái fēnpèi yíxià Ānnà bàogào shèjì Dàwèi shuōmíng chéngběn hé lìrùn wèntí yóu wǒ huídá xīn tóngshì fùzé zhíxíng wǎngzhàn de bùfen · We're a small team, so let's divide it up: Anna presents the design, David explains costs and profits, and I take the questions. Our new colleague handles the website.

david 那我得把每個項目的數字再算一次，不能弄錯。
nà wǒ děi bǎ měi ge xiàngmù de shùzì zài suàn yí cì bù néng nòngcuò · Then I'd better go through the figures for every item again. We can't get anything wrong.

anna 這個星期一定很忙碌，不過我們會盡力的！
zhè ge xīngqí yídìng hěn mánglù búguò wǒmen huì jìnlì de · This week's going to be hectic, but we'll give it everything!

chapter 2 slow down

manager li 安娜，先練習一次。就當我是客戶。
Ānnà xiān liànxí yí cì jiù dàng wǒ shì kèhù · Anna, let's have a practice run. Pretend I'm the client.

anna 好。各位好！這幾年，隨著經濟發展，各行各業的競爭都很激烈，茶葉這個行業也一樣。以前，臺灣的茶葉產業很繁榮，很多貨物從山上賣到國外。
hǎo gèwèi hǎo zhè jǐ nián suízhe jīngjì fāzhǎn gèhánggèyè de jìngzhēng dōu hěn jīliè cháyè zhè ge hángyè yě yíyàng yǐqián Táiwān de cháyè chǎnyè hěn fánróng hěn duō huòwù cóng shān shàng mài dào guówài · OK. Good afternoon, everyone! In recent years, as the economy has grown, competition has got tougher in every industry, and the tea business is no exception. Taiwan's tea industry used to boom: lots of goods went from these mountains to the rest of the world.

anna 臺灣的茶很好，然而很多年輕人不喝熱茶了。我們要如何讓他們重新愛上臺灣茶呢？
Táiwān de chá hěn hǎo ránér hěn duō niánqīng rén bù hē rè chá le wǒmen yào rúhé ràng tāmen chóngxīn ài shàng Táiwān chá ne · Taiwanese tea is excellent, and yet many young people have stopped drinking hot tea. How can we make them fall in love with Taiwanese tea again?

manager li 停。「如何」用得很好，可是你說得太快了。慢一點。
tíng rúhé yòng de hěn hǎo kěshì nǐ shuō de tài kuài le màn yìdiǎn · Stop. Good use of 如何, but you're going too fast. Slow down.

anna 對不起，我太緊張了。
duìbùqǐ wǒ tài jǐnzhāng le · Sorry, I'm too nervous.

manager li 無須緊張。你為了這個設計而忙了兩個星期，沒有人比你更了解它。
wúxū jǐnzhāng nǐ wèile zhè ge shèjì ér máng le liǎng ge xīngqí méiyǒu rén bǐ nǐ gèng liǎojiě tā · There's no need to be. You've spent two weeks on this design: nobody knows it better than you.

manager li 大衛，數字呢？這種茶的產量和價錢的變動，你都查了嗎？
Dàwèi shùzì ne zhè zhǒng chá de chǎnliàng hé jiàqián de biàndòng nǐ dōu chá le ma · David, what about the figures? Have you checked this tea's output and how its price moves?

david 查了。他們經營這家公司五十年了，用的都是臺灣產的茶葉。
chá le tāmen jīngyíng zhè jiā gōngsī wǔshí nián le yòng de dōu shì Táiwān chǎn de cháyè · I have. They've run the company for fifty years, and they only use Taiwanese-grown leaves.

david 接下來是我：新包裝的成本比舊的高一點，不過如果銷售增加，利潤也會跟著上升。
jiēxiàlái shì wǒ xīn bāozhuāng de chéngběn bǐ jiù de gāo yìdiǎn búguò rúguǒ xiāoshòu zēngjiā lìrùn yě huì gēn zhe shàngshēng · My turn: the new packaging costs a bit more than the old one, but if sales go up, profits will rise too.

manager li 好。專家一定會問風險：如果賣得不好，他們會有多少損失？你得準備好。
hǎo zhuānjiā yídìng huì wèn fēngxiǎn rúguǒ mài de bù hǎo tāmen huì yǒu duōshǎo sǔnshī nǐ děi zhǔnbèi hǎo · Good. The expert is bound to ask about risk: if it doesn't sell, how much will they lose? Have an answer ready.

chapter 3 the website won't open

david 糟了！網站打不開了！
zāo le wǎngzhàn dǎ bu kāi le · Oh no! The website won't open!

anna 什麼？明天就要報告了！這是個大危機！我打給志明。
shénme míngtiān jiù yào bàogào le zhè shì ge dà wéijī wǒ dǎ gěi Zhìmíng · What? We're presenting tomorrow! This is a real crisis! I'll call Zhiming.

zhiming 別急，不至於那麼嚴重。我們公司派來的技術人員已經下班了，我自己過來。
bié jí bú zhìyú nàme yánzhòng wǒmen gōngsī pài lái de jìshù rényuán yǐjīng xiàbān le wǒ zìjǐ guò lái · Don't panic, it won't be that bad. The technician my company sent has gone home, so I'll come over myself.

zhiming 找到了。有人把一個檔案弄錯了，所以網站打不開。
zhǎo dào le yǒu rén bǎ yí ge dǎngàn nòngcuò le suǒyǐ wǎngzhàn dǎ bu kāi · Found it. Someone got a file wrong, so the website wouldn't open.

zhiming 做網站跟蓋房子一樣，是一個工程。一個地方錯了，整個就塌了。
zuò wǎngzhàn gēn gài fángzi yíyàng shì yí ge gōngchéng yí ge dìfāng cuò le zhěng ge jiù tā le · Building a website is like building a house: it's a whole construction job. Get one part wrong and the lot comes down.

david 是我……昨天我想讓網站升級，偏偏選了最忙的時候。
shì wǒ zuótiān wǒ xiǎng ràng wǎngzhàn shēngjí piānpiān xuǎn le zuì máng de shíhòu · That was me... I tried to upgrade the website yesterday, and of course I picked the busiest moment.

anna 志明，你真是我們的英雄！
Zhìmíng nǐ zhēnshì wǒmen de yīngxióng · Zhiming, you're our hero!

zhiming 你們這兩個星期這麼拼命，我當然要伸手幫忙。
nǐmen zhè liǎng ge xīngqí zhème pīnmìng wǒ dāngrán yào shēnshǒu bāngmáng · You two have been working flat out for two weeks: of course I'll lend a hand.

david 明天報告完，我請你吃大餐！
míngtiān bàogào wán wǒ qǐng nǐ chī dà cān · After the presentation tomorrow, I'm buying you a big dinner!

chapter 4 forty minutes

anna 這是我們的設計：在臺灣製造的三角形茶包，外觀很簡單，上面畫著山和種茶的農民。

zhè shì wǒmen de shèjì zài Táiwān zhìzào de sānjiǎoxíng chá bāo wàiguān hěn jiǎndān shàngmiàn huà zhe shān hé zhòng chá de nóngmín · Here's our design: triangular tea bags made in Taiwan, with a simple look, decorated with the mountains and the farmers who grow the tea.

anna 我們想把傳統跟創新結合起來，讓臺灣茶的形象升級。

wǒmen xiǎng bǎ chuántǒng gēn chuàngxīn jiéhé qǐlai ràng Táiwān chá de xíngxiàng shēngjí · We want to bring tradition and innovation together and give Taiwanese tea a new image.

anna 在網站上，大家可以看到你們跟研究機構一起開發的先進機器怎麼代替人工採茶，從加工到製作，每一步都看得到。

zài wǎngzhàn shàng dàjiā kěyǐ kàn dào nǐmen gēn yánjiù jīgòu yìqǐ kāifā de xiānjìn jīqì zěnme dàitì réngōng cǎi chá cóng jiāgōng dào zhìzuò měi yí bù dōu kàn de dào · On the website, people can see how the advanced machine you developed with a research institute picks tea instead of human hands: every step, from processing to production.

anna 在店裡，盒子可以這樣排列，看起來就像一座山。我們也建議做一種糖含量低的冰茶，年輕人一定喜歡。

zài diàn lǐ hézi kěyǐ zhèyàng páiliè kànqǐlái jiù xiàng yí zuò shān wǒmen yě jiànyì zuò yì zhǒng táng hánliàng dī de bīng chá niánqīng rén yídìng xǐhuān · In the shops, the boxes can be arranged like this, so they look like a mountain. We also suggest an iced tea with less sugar: young people will love it.

david 新包裝每盒的成本會多十至十五元。不過包裝好看了，銷售因而會增加，我們預計會多兩成。

xīn bāozhuāng měi hé de chéngběn huì duō shí zhì shíwǔ yuán búguò bāozhuāng hǎokàn le xiāoshòu yīnér huì zēngjiā wǒmen yùjì huì duō liǎng chéng · The new packaging will add ten to fifteen dollars per box. But with better packaging, sales will go up as a result: we expect about twenty per cent more.

david 專家剛才問，一旦賣得不好怎麼辦？我們的計畫是先在網路上推廣，這樣一來，風險比較低。

zhuānjiā gāngcái wèn yídàn mài de bù hǎo zěnmebàn wǒmen de jìhuà shì xiān zài wǎnglù shàng tuīguǎng zhèyàngyìlái fēngxiǎn bǐjiào dī · The expert asked what happens if it doesn't sell. Our plan is to promote it online first: that way, the risk is lower.

manager li 我們公司雖然小，但是人才很多，效率也很高。我們的計畫很完善，希望能跟你們一起推動臺灣的茶葉產業。

wǒmen gōngsī suīrán xiǎo dànshì réncái hěn duō xiàolǜ yě hěn gāo wǒmen de jìhuà hěn wánshàn xīwàng néng gēn nǐmen yìqǐ tuīdòng Táiwān de cháyè chǎnyè · We may be small, but we have a lot of talent and we work efficiently. Our plan is thorough, and we'd love to help you give Taiwan's tea industry a push.

chapter 5 good news over breakfast

auntie wang 你們三個怎麼這麼高興？
nǐmen sān ge zěnme zhème gāoxìng · Why are you three so happy?

manager li 阿姨，茶葉公司選了我們！聽說另外一家大公司最後退出了。這筆交易成了，他們下星期就要來簽。
āyí cháyè gōngsī xuǎn le wǒmen tīngshuō lìngwài yì jiā dà gōngsī zuìhòu tuìchū le zhè bǐ jiāoyì chéng le tāmen xià xīngqí jiù yào lái qiān · Auntie, the tea company chose us! Apparently one of the big companies pulled out in the end. The deal's done: they're coming to sign next week.

david 經理還說，大家都有獎金，比我一個月的薪水還多！我去花蓮的休假也不用取消了！
jīnglǐ hái shuō dàjiā dōu yǒu jiǎngjīn bǐ wǒ yí ge yuè de xīnshuǐ hái duō wǒ qù Huālián de xiūjià yě búyòng qǔxiāo le · And Manager Li says everyone gets a bonus, more than a month's salary for me! My Hualien holiday is back on!

auntie wang 恭喜恭喜！這麼說，你們的收入要增加了？那今天的早餐你們請客！
gōngxǐ gōngxǐ zhème shuō nǐmen de shōurù yào zēngjiā le nà jīntiān de zǎocān nǐmen qǐngkè · Congratulations! So that means your income's going up? Then breakfast is on you today!

anna 當然！阿姨，上次我還欠你五十塊，今天一起付。
dāngrán āyí shàng cì wǒ hái qiàn nǐ wǔshí kuài jīntiān yìqǐ fù · Of course! And Auntie, I still owe you fifty from last time: I'll pay it today.

auntie wang 好啊！對了，我的營業時間縮短了，以後下午一點就關門，你們要早一點來。
hǎo a duìle wǒ de yíngyè shíjiān suōduǎn le yǐhòu xiàwǔ yī diǎn jiù guān mén nǐmen yào zǎo yìdiǎn lái · Lovely! Oh, and I've cut my opening hours: from now on I close at one, so come early.

auntie wang 還有，你們要時時記得，賺了錢，也要照顧身體。
háiyǒu nǐmen yào shíshí jìde zhuàn le qián yě yào zhàogù shēntǐ · And always remember: even when you're making money, look after your health.

manager li 阿姨說得對。我們的新同事也做得很好，完全有資格留下來。這個週末，大家好好休息。
āyí shuō de duì wǒmen de xīn tóngshì yě zuò de hěn hǎo wánquán yǒu zīgé liú xialai zhè ge zhōumò dàjiā hǎohǎo xiūxí · Auntie's right. And our new colleague did so well he's fully earned a place with us. This weekend, everyone gets a proper rest.

chapter 6 a few words for everyone

manager li 「各位同事早安。這個星期我們完成了一件大事，我想跟大家說幾句話。」
gèwèi tóngshì zǎoān zhè ge xīngqí wǒmen wánchéng le yí jiàn dà shì wǒ xiǎng gēn dàjiā shuō jǐ jù huà · "Good morning, everyone. This week we finished something big, and I'd like to say a few words."

manager li 「上個星期，茶葉公司的名單上有三家公司，我們是最小的一家。我們的人不多，錢也不多，可是我們有一樣東西，別人比不上：大家願意為了同一件事一起努力。」
shàng ge xīngqí cháyè gōngsī de míngdān shàng yǒu sān jiā gōngsī wǒmen shì zuì xiǎo de yì jiā wǒmen de rén bù duō qián yě bù duō kěshì wǒmen yǒu yíyàng dōngxi biérén bǐ bú shàng dàjiā yuànyì wèile tóng yí jiàn shì yìqǐ nǔlì · "Last week there were three companies on the tea company's shortlist, and we were the smallest. We don't have many people, and we don't have much money, but we have one thing others can't match: everyone is willing to work together for the same goal."

manager li 「我看到安娜為了一個設計，改了又改；我看到大衛把每一個數字都算了又算，連晚上都在公司；我也看到志明這個朋友，半夜來幫我們修好網站。我不是在說客氣的話，這些事，都是真的。」
wǒ kàn dào Ānnà wèile yí ge shèjì gǎi le yòu gǎi wǒ kàn dào Dàwèi bǎ měi yí ge shùzì dōu suàn le yòu suàn lián wǎnshàng dōu zài gōngsī wǒ yě kàn dào Zhìmíng zhè ge péngyǒu bànyè lái bāng wǒmen xiū hǎo wǎngzhàn wǒ bú shì zài shuō kèqi de huà zhèxiē shì dōu shì zhēnde · "I saw Anna change one design again and again; I saw David check every number over and over, even at night in the office; and I saw our friend Zhiming come in the middle of the night to get our website working again. I'm not just being polite: all of this is true."

manager li 「有人問我，為什麼我們能成功？我想，原因不是我們比別人聰明，而是我們沒有放棄。在報告的前一天晚上，網站打不開，大家都很緊張，可是沒有一個人說：算了。」
yǒu rén wèn wǒ wèishénme wǒmen néng chénggōng wǒ xiǎng yuányīn bú shì wǒmen bǐ biérén cōngmíng ér shì wǒmen méiyǒu fàngqì zài bàogào de qián yì tiān wǎnshàng wǎngzhàn dǎ bu kāi dàjiā dōu hěn jǐnzhāng kěshì méiyǒu yí ge rén shuō suànle · "Someone asked me why we succeeded. I think it isn't because we're cleverer than others, but because we didn't give up. On the night before the presentation, the website wouldn't open and everyone was tense, but nobody said: forget it."

manager li 「下個月開始，公司會增加兩位新同事，我們的工作也會更忙。希望大家記得這一次的經驗：做生意不能只想著利潤，也要想怎麼服務客戶，怎麼照顧自己的同事。」
xià ge yuè kāishǐ gōngsī huì zēngjiā liǎng wèi xīn tóngshì wǒmen de gōngzuò yě huì gèng máng xīwàng dàjiā jìde zhè yí cì de jīngyàn zuò shēngyì bù néng zhǐ xiǎng zhe lìrùn yě yào xiǎng zěnme fúwù kèhù zěnme zhàogù zìjǐ de tóngshì · "From next month the company will take on two new colleagues, and we'll be even busier. I hope everyone remembers this experience: in business you can't think only of profit; you also have to think about how to serve clients and how to look after your own colleagues."

manager li 「最後，我要謝謝每一位同事。今天下午，公司請大家吃蛋糕，也請大家早一點下班，回家好好休息。謝謝。」
zuìhòu wǒ yào xièxie měi yí wèi tóngshì jīntiān xiàwǔ gōngsī qǐng dàjiā chī dàngāo yě qǐng dàjiā zǎo yìdiǎn xiàbān huí jiā hǎohǎo xiūxí xièxie · "Finally, I want to thank every colleague. This afternoon the company will treat everyone to cake, and you can leave work a little early and go home for a good rest. Thank you."

An email, a rehearsal, a crisis and a pitch: you've just lived a whole week of Taiwanese office life in Chinese.
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