wishyou.today learning

day 1 partners and teams

Chinese TOCFL C in 142 days
unit 1 · people & character

Talk about teams, projects and starting a business, and speak frankly with 說真的 and 不瞞你說.

Openers like 說真的 and 不瞞你說 make your Chinese sound like real conversation: they tell people you mean what comes next.

words

word	pinyin	meaning	example
面試	miànshì	(job) interview; to interview	我明天下午要去面試。 I've got a job interview tomorrow afternoon.
工程師	gōngchéngshī	engineer	我哥哥是電腦工程師。 My older brother is a computer engineer.
團隊	tuánduì	team	我們的團隊只有五個人。 Our team is only five people.
小夥子	xiǎohuǒzi	young man, lad	那個小夥子很有禮貌。 That young man is very polite.
創業	chuàngyè	start a business	他三十歲的時候決定創業。 At thirty he decided to start his own business.
夥伴	huǒbàn	partner, companion	他是我創業的好夥伴。 He's my partner in the business: a good one.
創意	chuàngyì	creativity; a creative idea	這個廣告很有創意。 This advert is really creative.
富有	fùyǒu	be full of; rich (in)	她的設計富有創意。 Her designs are full of creativity.
上班族	shàngbānzú	office workers, nine-to-fivers	很多上班族中午只有一個小時吃飯。 Lots of office workers get just an hour for lunch.
懶惰	lǎnduò	lazy	他不是懶惰，是太累了。 He isn't lazy: he's just worn out.
素質	sùzhí	quality, calibre (of people)	這家公司員工的素質很高。 The staff at this company are of a very high calibre.
瞞	mán	hide the truth from	你別瞞著我，到底發生了什麼事？ Don't keep it from me: what on earth happened?
誠摯	chéngzhì	sincere, heartfelt	感謝您誠摯的邀請。 Thank you for your kind invitation.
粗魯	cūlǔ	rude, rough	他說話很粗魯，大家都不喜歡。 He talks so rudely that nobody likes him.
稱號	chēnghào	title, honorary name	她有「最佳設計師」的稱號。 She's known as "best designer".
設計師	shèjìshī	designer	安娜是一家公司的設計師。 Anna is a designer at a company.
簡報	jiǎnbào	presentation, slides	明天早上我要跟客戶做簡報。 Tomorrow morning I'm giving a presentation to a client.

專案	zhuānàn	project	這個專案下個月要完成。 This project has to be finished next month.
但	dàn	but (short, written)	這家店不|大，但{dan4-tc}很有名。 This shop isn't big, but it's famous.
整整	zhěngzhěng	a whole, fully (time, amount)	我整整等了一個小時。 I waited a whole hour.
對比	duìbǐ	contrast, comparison	新舊兩個設計放在一起，對比很明顯。 Put the old and new designs side by side and the contrast is obvious.
依舊	yījiù	still, as before	十年過去了，這條街依舊很熱鬧。 Ten years on, this street is as lively as ever.
處於	chǔyú	be in (a state, a stage)	公司現在處於很困難的時期。 The company is going through a difficult period.

pattern 說真的・說實在的・不瞞你說: being frank

說真的 / 說實在的 / 不瞞你說 **,** **what you really think**

說真的 and 說實在的 mean "honestly, seriously": what follows is your real opinion. 不瞞你說 (literally "I won't hide it from you") goes a step further: you're admitting something a bit personal. All three open the sentence, followed by a comma.

說實在的，這個設計不太好。 **shuō shízài de zhè ge shèjì bú tài hǎo** Honestly, this design isn't very good.

不瞞你說，我也想創業。 **bù mán nǐ shuō wǒ yě xiǎng chuàngyè** To be honest with you, I'd like to start a business too.

說真的，你的簡報很有創意。 **shuō zhēnde nǐ de jiǎnbào hěn yǒu chuàngyì** Seriously, your presentation was really creative.

dialogue a partner for zhiming

zhiming 安娜，你最近在忙什麼？好久沒看到你了。

Ānnà nǐ zuìjìn zài máng shénme hǎo jiǔ méi kàn dào nǐ le · Anna, what have you been up to? I haven't seen you for ages.

anna 忙一個新專案，明天要跟客戶做簡報。你的公司怎麼樣？

máng yí ge xīn zhuānàn míngtiān yào gēn kèhù zuò jiǎnbào nǐ de gōngsī zěnmeyàng · A new project: tomorrow I'm presenting to the client. How's your company?

zhiming 不瞞你說，公司現在處於一個很重要的階段。客人越來越多，我一個人做不完。

bù mán nǐ shuō gōngsī xiànzài chǔyú yí ge hěn zhòngyào de jiēduàn kèrén yuèláiyuè duō wǒ yí ge rén zuò bu wán · To be honest with you, the company is at a really important stage. We keep getting more customers, and I can't do it all on my own.

anna 說真的，你早就該找個夥伴了。一個人創業太累了。

shuō zhēnde nǐ zǎo jiù gāi zhǎo ge huǒbàn le yí ge rén chuàngyè tài lèi le · Seriously, you should have found a partner long ago. Starting a business on your own is exhausting.

zhiming 我這個月整整面試了五個工程師。有的很懶惰，有的對人很粗魯。

wǒ zhè ge yuè zhěngzhěng miànshì le wǔ ge gōngchéngshī yǒude hěn lǎnduò yǒude duì rén hěn cūlǔ · I've interviewed five engineers this month, five! Some were lazy, some were rude to people.

anna 他們的素質這麼差？

tāmen de sùzhí zhème chà · Were they really that poor?

zhiming 也不是。有一個小夥子很富有創意，可是他只想當上班族，不想跟我創業。

yě bú shì yǒu yí ge xiǎohuǒzi hěn fùyǒu chuàngyì kěshì tā zhǐ xiǎng dāng shàngbānzú bù xiǎng gēn wǒ chuàngyè · Not all of them. One young guy was full of ideas, but he only wants a steady office job, not a start-up with me.

anna 跟你一對比，誰都很懶惰。難怪你那一幫工程師朋友給了你一個稱號：「不睡覺的老闆」。

gēn nǐ yí duìbǐ shéi dōu hěn lǎnduò nánguài nǐ nà yì bāng gōngchéngshī péngyǒu gěi le nǐ yí ge chēnghào bú shuìjiào de lǎobǎn · Next to you, everyone looks lazy. No wonder your bunch of engineer friends gave you a nickname: "the boss who never sleeps".

zhiming 說實在的，我要的不是天才。我在網路上寫的是：「誠摯邀請可靠的工程師，加入我們的團隊。」

shuō shízài de wǒ yào de bú shì tiāncái wǒ zài wǎnglù shàng xiě de shì chéngzhì yāoqǐng kěkào de gōngchéngshī jiārù wǒmen de tuánduì · Honestly, I'm not looking for a genius. What I put online was: "We warmly invite a reliable engineer to join our team."

anna 別急，慢慢找。對了，你依舊每天只睡五個小時嗎？

bié jí mànmàn zhǎo duìle nǐ yījiù měi tiān zhǐ shuì wǔ ge xiǎoshí ma · Don't rush, take your time. Oh, and are you still only sleeping five hours a night?

write it trace the grey, then write your own

創
chuàng
create; start

伴
bàn
companion

懶
lǎn
lazy

誠
chéng
honest, sincere

稱
chēng
call, address; weigh

good to know · Taiwan's office words: 專案 (project) and 簡報 (presentation). On the mainland you'll hear 項目 and 匯報 instead. New meaning: 幫 is also a casual measure word for a group of people: 一幫朋友 (a bunch of friends).

Welcome to Band C! You can already talk start-ups and teams, and say what you really think.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

day 2 sharp or sloppy?

Describe people as sharp or sloppy, calm or stubborn, and use Taiwan's 有 + verb: 你有去嗎?

In Taiwan you'll hear 有 + verb all day long (我有去, 你有沒有吃): understanding it, and using it in casual talk, makes you sound local.

words

word	pinyin	meaning	example
傻瓜	shǎguā	fool, idiot	我真是個傻瓜，又忘了帶鑰匙。 I'm such an idiot: I forgot my keys again.
挑剔	tiāotī	picky; to nitpick	她對吃的東西很挑剔。 She's very picky about food.
偷懶	tōulǎn	slack off, skive	別偷懶，快去寫功課！ No slacking: go and do your homework!
幼稚	yòuzhì	childish, immature	這種玩笑太幼稚了。 That kind of joke is too childish.
遲鈍	chídùn	slow-witted, slow to react	我早上剛起床的時候，反應很遲鈍。 When I've just got up, I'm slow on the uptake.
膚淺	fūqiǎn	shallow, superficial	只看外表的人很膚淺。 People who only care about looks are shallow.
固執	gùzhí	stubborn	我爸爸很固執，很難改變他的想法。 My dad is stubborn: it's hard to change his mind.
急躁	jízào	impatient, short-tempered	他個性急躁，常常沒聽完就生氣。 He's short-tempered: he often gets angry before he's heard you out.
愚蠢	yúchǔn	stupid, foolish	我做了一個很愚蠢的決定。 I made a really stupid decision.
從容	cōngróng	calm, unhurried	她從容地{de-tw3}回答了所有的問題。 She answered every question calmly.
精明	jīngmíng	shrewd, sharp	王|阿姨很精明，買菜從來不吃虧。 Auntie Wang is sharp: she never gets a bad deal at the market.
明智	míngzhì	wise, sensible	早點離開是很明智的決定。 Leaving early was a wise decision.
敏捷	mǐnjié	quick, nimble	小黑的動作很敏捷。 Xiaohei moves very nimbly.
瀟灑	xiāosǎ	free and easy, cool	大衛背著背包，一個人去旅行，真瀟灑！ David took his backpack and went travelling on his own: so cool!
鎮定	zhèndìng	calm, composed	地震的時候，老師很鎮定地{de-tw3}帶大家出去。 In the earthquake, the teacher calmly led everyone outside.
草率	cǎoshuài	careless, hasty, sloppy	這麼重要的事，不能草率決定。 Something this important can't be decided hastily.

自滿	zìmǎn	complacent, self-satisfied	他拿了第一名以後，有點自滿。 After he came first, he got a bit complacent.
豁達	huòdá	open-minded, easy-going	奶奶個性很豁達，什麼事都看得開。 Grandma is easy-going: she takes everything in her stride.
應	yìng	at (a request); respond to	應{ying4-tc}大家的要求，我們再唱一首歌。 By popular request, we'll sing one more song.
不便	bùbiàn	inconvenient; inconvenience	給您帶來不便，很抱歉。 We apologise for the inconvenience.
邏輯	luójí	logic	你的說法沒有邏輯。 What you're saying isn't logical.
優先	yōuxiān	first, with priority	老人和小孩可以優先上車。 Older people and children may board first.
輕易	qīngyì	lightly, easily, readily	不要輕易相信網路上的消息。 Don't be quick to believe what you read online.

pattern 有 + verb (taiwan): 我有去, 你有沒有吃?

who | 有 / 有沒有 | verb

In Taiwan, people put 有 before a verb to say an action did happen: 我有去 (I did go). The question is 你有沒有 + verb? , and the answer is 有 or 沒有. Standard Chinese would say 我去了 and 你吃了嗎. Use it in relaxed talk; in formal writing, stick to 了 and 過.

我昨天有去運動。 **wǒ zuótiān yǒu qù yùndòng** I did go and exercise yesterday.

你有沒有吃早餐？ **nǐ yǒu méiyǒu chī zǎocān** Have you had breakfast?

他有說會晚一點到。 **tā yǒu shuō huì wǎn yìdiǎn dào** He did say he'd be a bit late.

dialogue two more interviews

meiling 志明，你今天有去面試那兩個工程師嗎？
Zhìmíng nǐ jīntiān yǒu qù miànshì nà liǎng ge gōngchéngshī ma · Zhiming, did you interview those two engineers today?

zhiming 有啊。第一個很精明，反應也很敏捷，可是有點自滿。我問他邏輯的問題，他回答得很草率。
yǒu a dì yī ge hěn jīngmíng fǎnyìng yě hěn mǐnjié kěshì yǒudiǎn zìmǎn wǒ wèn tā luójí de wèntí tā huídá de hěn cǎoshuài · I did. The first one was sharp and quick, but a bit full of himself. When I asked him a logic question, his answer was sloppy.

david 那第二個呢？
nà dì èr ge ne · And the second?

zhiming 很固執，也很急躁。我說優先做小店需要的功能，他說我是傻瓜。
hěn gùzhí yě hěn jízào wǒ shuō yōuxiān zuò xiǎo diàn xūyào de gōngnéng tā shuō wǒ shì shǎguā · Stubborn, and impatient. I said we should build what small shops need first, and he called me an idiot.

david 叫老闆傻瓜？真愚蠢。不過你會不會太挑剔了？
jiào lǎobǎn shǎguā zhēn yúchǔn búguò nǐ huì bu huì tài tiāotī le · Calling the boss an idiot? How stupid. But aren't you being a bit too picky?

zhiming 說真的，我不挑剔，只是不想輕易決定。找夥伴跟找室友一樣。
shuō zhēnde wǒ bù tiāotī zhǐshì bù xiǎng qīngyì juédìng zhǎo huǒbàn gēn zhǎo shìyǒu yíyàng · Honestly, I'm not picky. I just don't want to decide lightly. Finding a partner is like finding a flatmate.

meiling 對啊！像我們的大衛，個性豁達，又很瀟灑，從來不偷懶。
duì a xiàng wǒmen de Dàwèi gèxìng huòdá yòu hěn xiāosǎ cónglái bù tōulǎn · That's right! Like our David: easy-going, laid-back, and he never slacks off.

david 不瞞你們說，我上個月有偷懶。碗是小黑洗的。
bù mán nǐmen shuō wǒ shàng ge yuè yǒu tōulǎn wǎn shì Xiǎohēi xǐ de · To be honest with you, I did slack off last month. Xiaohei did the dishes.

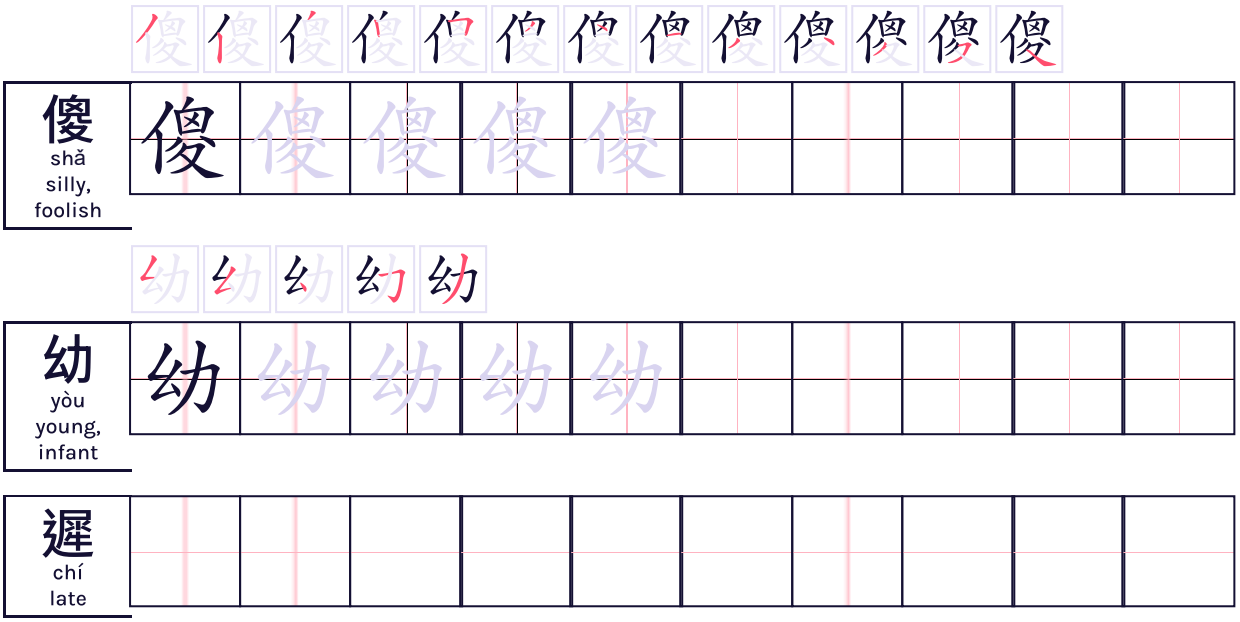
meiling 你這個玩笑很幼稚，可是很好笑。
nǐ zhè ge wánxiào hěn yòuzhì kěshì hěn hǎo xiào · That joke is so childish. But it is funny.

zhiming 我要的就是這種人：做事從容、鎮定，不膚淺，也不遲鈍。
wǒ yào de jiù shì zhè zhǒng rén zuòshì cōngróng zhèndìng bù fūqiǎn yě bù chídùn · That's exactly the kind of person I want: calm and steady, not shallow, and not slow either.

write it trace the grey, then write your own

但
dàn
but (short, written)

依
yī
according to, by



good to know · 有 + verb is everyday Taiwan speech. On the mainland it sounds Taiwanese: there people say 我去了 and 你吃了嗎. New meaning: 寶貝 is also a verb, “to treasure”: 他很寶貝這台電腦 (he treasures this computer).

You can now size people up in Chinese, kindly or bluntly, and ask 你有沒有…? like a local.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

wishyou.today learning

day 3 how people carry themselves

Chinese TOCFL C in 142 days
unit 1 · people & character

Talk about manners, bearing and good sense, and criticise gently with 不是我說你.

Every office has a moment when someone needs telling. 不是我說你 lets you say it and stay friends.

words

word	pinyin	meaning	example
古怪	gǔguài	odd, eccentric	這個人很古怪，從來不跟鄰居說話。 He's an odd one: he never talks to the neighbours.
本事	běnshì	ability, skill	他真有本事，一個人就把房子修好了。 He's really capable: he fixed up the house by himself.
吃苦	chīkǔ	able to bear hardship	她從小就很能吃苦。 She's been tough and hard-working since she was a child.
恭敬	gōngjìng	respectful	學生恭敬地{de-tw3}跟老師問好。 The students greeted the teacher respectfully.
舉止	jǔzhǐ	manner, bearing	他的舉止很有禮貌。 His manners are very polite.
深沉	shēnchén	reserved, hard to read	他很深沉，心裡想什麼，誰也不知道。 He keeps it all inside: nobody knows what he's thinking.
爽快	shuǎngkuài	frank; readily, without fuss	老闆很爽快，馬上就答應了。 The boss didn't hesitate: he said yes on the spot.
性情	xìngqíng	temperament, disposition	小黑性情很溫和。 Xiaohei has a gentle temperament.
氣派	qìpài	grand, impressive	這家飯店很氣派。 This hotel is really grand.
一心	yīxīn	wholeheartedly, set on	他一心想當醫生。 He's set his heart on becoming a doctor.
節儉	jiéjiǎn	thrifty, frugal	奶奶很節儉，衣服破了自己補。 Grandma is thrifty: when clothes tear, she mends them herself.
勁	jìn	energy, strength; zest	今天我一點勁都沒有。 I've got no energy at all today.
刻苦	kèkǔ	hard-working, diligent	他學習很刻苦。 He studies extremely hard.
穩健	wěnjiàn	steady, sound	這家公司發展得很穩健。 This company is growing steadily.
分寸	fēncùn	sense of propriety, limits	開玩笑要有分寸。 When you joke, know where to draw the line.
謙遜	qiānxùn	modest, humble	她很有本事，可是很謙遜。 She's very capable, but very modest.

威風	wēifēng	imposing, impressive	他穿上|西裝，看起來很威風。 In a suit, he looks very impressive.
儀表	yíbiǎo	appearance, bearing	面試的時候，儀表很重要。 At an interview, how you present yourself matters.
觀看	guānkàn	watch, view (formal)	歡迎大家觀看我們的影片。 Everyone is welcome to watch our video.
例	lì	e.g., for example (on forms)	請寫上出生日期，例{li4-tc}：2001年5月3日。 Please write your date of birth, e.g. 3 May 2001.
確保	quèbǎo	ensure, make sure	出門前{qian2-tw2}請確保門窗都關好|了。 Before you go out, make sure the doors and windows are shut.
之所以	zhīsuǒyǐ	the reason why (...is that)	我之所以學中文，是因為我喜歡臺灣。 The reason I'm learning Chinese is that I love Taiwan.
似的	sìde	as if, just like	他高興得像個孩子似的。 He was as happy as a child.

pattern 不是我說你: i hate to say it, but...

不是我說你 **,** **what they did wrong**

不是我說你 (literally "it's not that I'm criticising you") softens a criticism that is coming anyway. Friends, family and bosses use it. You can add the person's name first: 大衛，不是我說你，...

不是我說你，你每天都遲到。 **bú shì wǒ shuō nǐ nǐ měi tiān dōu chídào** I hate to say it, but you're late every day.

不是我說你，你花錢太隨便了。 **bú shì wǒ shuō nǐ nǐ huā qián tài suíbiàn le** Don't take this the wrong way, but you're too careless with money.

不是我說你，這種事你應該早點告訴我。 **bú shì wǒ shuō nǐ zhè zhǒng shì nǐ yīnggāi zǎodiǎn gàosù wǒ** I have to say it: you should have told me about this sooner.

dialogue before the client comes

manager li 明天的客戶是一家大公司的老闆，很有氣派，也很威風。大家的舉止要有分寸。
míngtiān de kèhù shì yì jiā dà gōngsī de lǎobǎn hěn yǒu qìpài yě hěn wēifēng dàjiā de jǔzhǐ yào yǒu fēncùn · Tomorrow's client runs a big company: very grand, very imposing. Everyone needs to mind their manners.

david 經理，您有見過他嗎？
jīnglǐ nín yǒu jiàn guo tā ma · Have you met him, Manager?

manager li 有。他性情有點古怪，話不多，很深沉。可是他很爽快，喜歡就馬上簽約。
yǒu tā xìngqíng yǒudiǎn gǔguài huà bù duō hěn shēnchén kěshì tā hěn shuǎngkuài xǐhuān jiù mǎshàng qiānyuē · I have. He's a bit eccentric, doesn't say much, hard to read. But he doesn't mess about: if he likes something, he signs right away.

anna 那我們要怎麼確保他喜歡我們的設計？
nà wǒmen yào zěnme quèbǎo tā xǐhuān wǒmen de shèjì · So how do we make sure he likes our design?

manager li 他之所以找我們，是因為我們的設計簡單又有創意。安娜，你明天要一心做好簡報。
tā zhīsuǒyǐ zhǎo wǒmen shì yīnwèi wǒmen de shèjì jiǎndān yòu yǒu chuàngyì Ānnà nǐ míngtiān yào yìxīn zuò hǎo jiǎnbào · The reason he came to us is that our designs are simple and creative. Anna, tomorrow your whole focus is the presentation.

anna 好。我多準備一個設計，比較保險。
hǎo wǒ duō zhǔnbèi yí ge shèjì bǐjiào bǎoxiǎn · OK. I'll prepare one extra design, to be on the safe side.

manager li 大衛，不是我說你，上次你在客戶面前吃東西，像在家裡似的。
Dàwèi bú shì wǒ shuō nǐ shàng cì nǐ zài kèhù miànqián chī dōngxi xiàng zài jiā lǐ sìde · David, I hate to say it, but last time you ate in front of the client as if you were at home.

david 對不起，經理。明天我會注意儀表，對客戶也會很恭敬。
duìbùqǐ jīnglǐ míngtiān wǒ huì zhùyì yíbiǎo duì kèhù yě huì hěn gōngjìng · Sorry, Manager. Tomorrow I'll watch how I look, and I'll be very respectful to the client.

manager li 還有，安娜，你太謙遜了。你有本事，就要讓客戶看到。
háiyǒu Ānnà nǐ tài qiānxùn le nǐ yǒu běnshì jiù yào ràng kèhù kàn dào · And Anna, you're too modest. You're good at what you do: let the client see it.

david 經理，那客戶來的時候，我們要不要一起觀看他們公司的廣告？
jīnglǐ nà kèhù lái de shíhòu wǒmen yào bu yào yìqǐ guānkàn tāmen gōngsī de guǎnggào · Manager, when the client comes, shall we all watch their company's advert together?

write it trace the grey, then write your own

固 gù firm, solid

執 zhí hold on to

愚 yú foolish

智 zhì wisdom



敏										
mǐn quick, sharp	敏	敏	敏	敏	敏					

good to know · New meaning: 保險 (insurance) is also an adjective, “safe, on the safe side”: 多準備一個，比較保險. 之所以 comes with 是因為: the result first, then the reason. 他之所以找我們，是因為...

You can now describe someone’s manner, praise their grit, and tell a friend off nicely.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

day 4 ambition and grit

Talk about ambition, willpower and responsibility, and scold someone gently with 你看你.

Ambition and grit are what people praise at work and at home; 你看你 is what they say when you overdo it.

words

word	pinyin	meaning	example
姿態	zītài	stance, attitude; posture	道歉的時候，姿態要低一點。 When you apologise, be humble about it.
克制	kèzhì	restrain, hold back	我要克制自己，少吃甜的。 I have to restrain myself and eat fewer sweet things.
力求	lìqiú	strive to, do one's best to	我們力求做到最好。 We strive to do our very best.
毅力	yìlì	willpower, perseverance	學語言需要毅力。 Learning a language takes perseverance.
執著	zhízhuó	persistent, devoted	他對音樂很執著。 He's utterly devoted to music.
抱負	bàofù	ambition, aspiration	他是個很有抱負的年輕人。 He's a young man with big ambitions.
處事	chǔshì	handle affairs, deal with things	他處事很公平。 He deals with things fairly.
擔當	dāndāng	take on (responsibility)	他是個有擔當的人。 He's someone who takes responsibility.
魄力	pòlì	boldness, drive	新經理很有魄力。 The new manager is bold and decisive.
前程	qiánchéng	future, prospects	大家都看好他的前程。 Everyone thinks he has a bright future.
使命	shǐmìng	mission	保護環境是我們的使命。 Protecting the environment is our mission.
為人	wéirén	the way one treats people	他為人很誠懇。 He's a sincere person.
英勇	yīngyǒng	heroic, brave	這個故事講的是一個英勇的年輕人。 This story is about a brave young man.
志向	zhìxiàng	aspiration, goal in life	她從小的志向就是當老師。 Ever since she was little, she's wanted to be a teacher.
鬥志	dòuzhì	fighting spirit, will to win	輸了一場比賽，大家的鬥志更強了。 After losing a match, the team was even more fired up.
辛勤	xīnqín	hard-working, industrious	感謝大家一年來的辛勤工作。 Thank you all for a year of hard work.
爭氣	zhēngqì	live up to expectations	他很爭氣，考上了最好的大學。 He did his family proud and got into the best university.

不懈	bùxiè	untiring, unremitting	經過多年不懈的努力，他終於成功了。 After years of untiring effort, he finally succeeded.
前後	qiánhòu	in all, from start to finish	這個專案前後做了三年。 This project took three years from start to finish.
困	kùn	trap; be stuck	他被困在電梯裡兩個小時。 He was stuck in the lift for two hours.
表明	biǎomíng	make clear, state	他表明了自己的想法。 He made his position clear.
圍繞	wéirào	revolve around, centre on	地球圍繞著太陽轉。 The Earth goes round the sun.
隨後	suíhòu	soon after, right after	他先到了，我們隨後就到。 He's already there; we'll be right behind him.
睡不著	shuìbùzháo	can't get to sleep	我昨天晚上睡不著。 I couldn't sleep last night.
好幾	hǎojǐ	quite a few, several	這封信，我看了好幾次。 I read this letter several times.

pattern 你看你: look at you! (gentle scolding)

你看你 **，** **what they've done (again)**

你看你 (literally "you look at you") is a fond telling-off: parents, older friends and aunties say it when you've made a mess of something. It usually comes first, and the problem follows, often with 又 (again) or 都 (even).

你看你，衣服都濕了。 **nǐ kàn nǐ yīfú dōu shī le** Look at you, you're soaked!

你看你，一直玩手機，飯都冷了。 **nǐ kàn nǐ yìzhí wán shǒujī fàn dōu lěng le** Look at you, always on your phone: your food's gone cold.

你看你，又熬夜了。 **nǐ kàn nǐ yòu áoyè le** Look at you, up all night again.

dialogue an email from kaohsiung

auntie wang 志明，你看你，眼睛這麼紅，又熬夜了吧？
Zhìmíng nǐ kàn nǐ yǎnjīng zhème hóng yòu áoyè le ba · Zhiming, look at you, your eyes are so red. Up all night again?

zhiming 阿姨，我昨天晚上收到一封信，看了好幾次，睡不著。
āyí wǒ zuótiān wǎnshàng shōu dào yì fēng xìn kàn le hǎojǐ cì shuìbùzháo · Auntie, I got an email last night. I read it over and over and couldn't sleep.

anna 什麼信？又是來面試的？
shénme xìn yòu shì lái miànshì de · What email? Another one about an interview?

zhiming 一個高雄的工程師，叫阿傑。他在信裡表明，他想跟我一起創業。
yí ge Gāoxióng de gōngchéngshī jiào Ājié tā zài xìn lǐ biǎomíng tā xiǎng gēn wǒ yìqǐ chuàngyè · An engineer from Kaohsiung called Ajie. He makes it clear in the email that he wants to build the business with me.

auntie wang 他為人怎麼樣？處事穩不穩？
tā wéirén zěnmeyàng chǔshì wěn bu wěn · What sort of person is he? Is he steady in how he handles things?

zhiming 我還不知道。可是他很有毅力，也很執著，前後做了十年的工程師。他的信寫得很謙遜，姿態很低。
wǒ hái bù zhīdào kěshì tā hěn yǒu yìlì yě hěn zhízhuó qiánhòu zuò le shí nián de gōngchéngshī tā de xìn xiě de hěn qiānxùn zītài hěn dī · I don't know yet. But he's got real perseverance and drive: ten years as an engineer in all. And his email is modest, not full of himself.

anna 聽起來他很有抱負，像電影裡英勇的主角似的。
tīngqǐlái tā hěn yǒu bàofù xiàng diànyǐng lǐ yīngyǒng de zhǔjué sìde · He sounds really ambitious, like the brave lead in a film.

zhiming 他說他的志向是讓小店也能用好的科技。這跟我創業的使命完全一樣！
tā shuō tā de zhìxiàng shì ràng xiǎo diàn yě néng yòng hǎo de kējì zhè gēn wǒ chuàngyè de shǐmìng wánquán yíyàng · He says his goal is for small shops to have good technology too. That's exactly the mission I started the business for!

auntie wang 好啦，先吃早餐。你看你，一心想著工作，連飯都不吃。不是我說你，身體比公司重要。
hǎo la xiān chī zǎocān nǐ kàn nǐ yìxīn xiǎng zhe gōngzuò lián fàn dōu bù chī bú shì wǒ shuō nǐ shēntǐ bǐ gōngsī zhòngyào · All right, breakfast first. Look at you, all you think about is work, you don't even eat. I hate to say it, but your health matters more than the company.

zhiming 知道了。我本想現在就打電話給他，那吃完早餐再打，隨後再約他來臺北面試。
zhīdào le wǒ běn xiǎng xiànzài jiù dǎdiànhuà gěi tā nà chī wán zǎocān zài dǎ suíhòu zài yuē tā lái Táiběi miànshì · I know. I was going to call him right now, but I'll call after breakfast, then invite him up to Taipei for an interview.

write it trace the grey, then write your own

捷 jié
quick, swift

鎮 zhèn
press down, calm



率
shuài
lead (a group)

優
yōu
excellent, favoured



古
gǔ
ancient, old

good to know · New meaning: 本 can be an adverb, “originally”, in writing and brisk speech: 我本想打電話給他 (I was going to call him). 你看你 is warm, not harsh, but it does talk down a little: say it to friends, family and younger people, not to your boss.

You can now talk about drive and ambition, and fuss over a friend like a true Taiwanese auntie.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

wishyou.today learning

day 5 reputation and dignity

Chinese TOCFL C in 142 days
unit 1 · people & character

Talk about reputation, character and dignity, and gush with 別提多 + adjective + 了.

別提多高興了 is how people really tell a story in Chinese: not “I was very happy” but “you can’t imagine how happy I was!”

words

word	pinyin	meaning	example
名聲	míngshēng	reputation	這家餐廳的名聲很好。 This restaurant has a very good reputation.
本性	běnxìng	true nature	他的本性不壞。 He’s not a bad person at heart.
天性	tiānxìng	inborn nature, instinct	好奇是孩子的天性。 Curiosity is in children’s nature.
自立	zìlì	self-reliant, independent	孩子長大了，要學會自立。 Once children grow up, they need to learn to stand on their own feet.
作風	zuòfēng	style (of work), way of doing things	新老闆的作風跟以前很不一樣。 The new boss does things very differently from before.
模範	mófàn	model, example (to follow)	他是全班同學的模範。 He’s a model for the whole class.
生平	shēngpíng	life, life story	這本書介紹了他的生平。 This book tells the story of his life.
尊嚴	zūnyán	dignity	每個人都有自己的尊嚴。 Everyone has their own dignity.
新手	xīnshǒu	beginner, newcomer	我是新手，請多指教{jiao4-tw2=guidance}。 I’m new at this: I’d be grateful for any advice.
修養	xiūyǎng	refinement, good breeding	他很有修養，從來不|大聲罵人。 He’s very cultured: he never shouts at people.
感性	gǎnxìng	emotional, sensitive	她是個很感性的人，看電影常常哭。 She’s a very emotional person: films often make her cry.
崇尚	chóngshàng	value, uphold	很多年輕人崇尚簡單的生活。 Lots of young people value a simple life.
惡意	èyì	ill will, malice	他說那些話沒有惡意。 He didn’t mean any harm by what he said.
慷慨	kāngkǎi	generous	他很慷慨，常常請大家吃飯。 He’s generous: he often treats everyone to dinner.
心胸	xīnxiōng	breadth of mind	他心胸很寬，不會為小事生氣。 He’s big-hearted: little things don’t make him angry.

出息	chūxi	promise, good prospects	他兒子很有出息，當了醫生。 His son has done well for himself: he became a doctor.
體面	tǐmiàn	respectable, decent-looking	參加婚禮要穿得體面一點。 Dress respectably for a wedding.
單獨	dāndú	alone, one-to-one	我想跟你單獨談談。 I'd like a word with you in private.
長遠	chángyuǎn	long-term	做決定要從長遠來看。 When you decide, take the long view.
採取	cǎiqǔ	adopt, take (measures)	我們要馬上採取行動。 We need to take action right away.
有限	yǒuxiàn	limited	我們的時間有限，請大家簡單說。 Our time is limited, so please keep it short.
自身	zìshēn	oneself, itself (formal)	每個人都應該先看看自身的問題。 Everyone should look at their own faults first.

pattern 別提(有)多 + adjective + 了: you can't imagine how...

something | 別提(有)多 | adjective | 了

別提 means "don't even mention it", so 別提多高興了 is "it was so happy, words fail me". It works for good and bad feelings alike, and is very common when telling a story. 有 is optional: 別提多累了 = 別提有多累了.

那天的天氣別提多好了。 **nà tiān de tiānqì bié tí duō hǎo le** The weather that day was just glorious.

他的孩子很有出息，他別提多驕傲了。 **tā de háizi hěn yǒu chūxi tā bié tí duō jiāoào le** His children have done so well: you can't imagine how proud he is.

搬家那天，別提有多累了。 **bānjiā nà tiān bié tí yǒu duō lèi le** On moving day, I can't tell you how tired I was.

dialogue after the big presentation

meiling 安娜，今天的簡報怎麼樣？

Ānnà jīntiān de jiǎnbào zěnmeyàng · Anna, how did the presentation go today?

anna 別提多緊張了！我是新手，第一次單獨跟這麼大的客戶做簡報。

bié tí duō jǐnzhāng le wǒ shì xīnshǒu dì yī cì dāndú gēn zhème dà de kèhù zuò jiǎnbào · I can't tell you how nervous I was! I'm new at this, and it was my first time presenting on my own to such a big client.

meiling 你看你，緊張到外套都穿反了。

nǐ kàn nǐ jǐnzhāng dào wàitào dōu chuān fǎn le · Look at you, so nervous you've got your jacket on inside out.

anna 那個老闆很重視公司的名聲。他說他崇尚簡單、自然的設計。

nà ge lǎobǎn hěn zhòngshì gōngsī de míngshēng tā shuō tā chóngshàng jiǎndān zìrán de shèjì · That boss cares a lot about his company's reputation. He says he values simple, natural design.

meiling 那你們的設計正好適合他。他人怎麼樣？

nà nǐmen de shèjì zhènghǎo shìhé tā tā rén zěnmeyàng · Then your designs are just right for him. What's he like as a person?

anna 很有修養，也很慷慨，在一家很體面的餐廳請我們吃飯。他心胸很寬，大衛說錯話，他也笑笑就算了。

hěn yǒu xiūyǎng yě hěn kāngkǎi zài yì jiā hěn tǐmiàn de cāntīng qǐng wǒmen chī fàn tā xīnxiōng hěn kuān Dàwèi shuō cuò huà tā yě xiào xiao jiù suànle · Very cultured, and generous: he took us to a very smart restaurant. And he's big-hearted: when David said the wrong thing, he just laughed it off.

meiling 大衛又說錯話了？他的本性真是改不了。

Dàwèi yòu shuō cuò huà le tā de běnxìng zhēnshì gǎi bu liǎo · David put his foot in it again? He really can't help himself.

anna 他問老闆：「您的生平可以拍成電影吧？」老闆說他從小就很自立，十六歲就開始工作。

tā wèn lǎobǎn nín de shēngpíng kěyǐ pāi chéng diànyǐng ba lǎobǎn shuō tā cóngxiǎo jiù hěn zìlì shíliù suì jiù kāishǐ gōngzuò · He asked the boss, "Your life story would make a film, wouldn't it?" The boss said he'd stood on his own feet since he was a boy and started work at sixteen.

meiling 聽起來他是個模範老闆。李經理呢？

tīngqǐlái tā shì ge mófàn lǎobǎn Lǐ jīnglǐ ne · He sounds like a model boss. And Manager Li?

anna 經理的作風你知道的，最後才說話。他說我們會採取長遠的合作方式。客戶當場就簽約了，我別提有多高興了！

jīnglǐ de zuòfēng nǐ zhīdào de zuìhòu cái shuōhuà tā shuō wǒmen huì cǎiqǔ chángyuǎn de hézuò fāngshì kèhù dāngchǎng jiù qiānyuē le wǒ bié tí yǒu duō gāoxìng le · You know Manager Li's style: he speaks last. He said we'd take a long-term approach to working together. The client signed on the spot. You can't imagine how happy I was!

write it trace the grey, then write your own

敬
jìng
respect; offer (respectfully)

沉
chén
sink; heavy

爽
shuǎng
clear, refreshing

儉
jiǎn
frugal

穩
wěn
steady, stable

good to know · New meaning: 別 is also a verb, “to pin, to fasten”: 別著一朵花 (with a flower pinned on). 別提 can stand alone too: 別提了！ means “don’t ask!”, when something went badly.

You can now tell a story with feeling, and talk about a person’s character, from 修養 to 出息.
Do this day interactively, with audio and games, free at **wishyou.today/learning**

day 6 first impressions

Describe faces and first impressions, judge character, and say “didn’t even…” with 看都不看 and 問都沒問.

V 都不 V is how Chinese speakers complain, and admire: “he didn’t even look” says more than “he didn’t look”.

words

word	pinyin	meaning	example
婦人	fùrén	woman, lady (formal)	一位婦人走進店裡。 A woman walked into the shop.
老頭子	lǎotóuzi	old man; (my) old man	王|阿姨常常叫她先生「老頭子」。 Auntie Wang often calls her husband “my old man”.
眉頭	méitóu	brows (where you frown)	他眉頭深鎖，看起來很嚴肅。 His brows are knitted: he looks very serious.
貪心	tānxīn	greedy	他很貪心，什麼都想要。 He’s greedy: he wants everything.
主見	zhǔjiàn	one’s own views, a mind of one’s own	她很有主見，不會跟著別人走。 She has a mind of her own: she doesn’t follow the crowd.
果斷	guǒduàn	decisive	他做事很果斷。 He’s decisive in what he does.
務實	wùshí	pragmatic, practical	我們要務實一點，先做小的。 Let’s be practical and start small.
忠實	zhōngshí	loyal, faithful	小黑是我最忠實的朋友。 Xiaohei is my most faithful friend.
才智	cáizhì	intelligence and ability	這個年輕人很有才智。 This young man is very able.
誠心	chéngxīn	sincerity	只要你有誠心，他會原諒你的。 As long as you mean it, he’ll forgive you.
刻薄	kèbó	mean, harsh (in words)	她說話很刻薄，常常讓人難過。 She says cutting things that often hurt people.
懶散	lǎnsǎn	sluggish, lax	放假的時候，我變得很懶散。 On holiday I get really sluggish.
臉龐	liǎnpáng	face (literary)	她的臉龐很美。 She has a lovely face.
懦弱	nuòruò	weak, cowardly	他不懦弱，只是不喜歡吵架。 He isn’t weak; he just doesn’t like arguing.
端正	duānzhèng	upright, proper	上課的時候要坐得端正一點。 Sit up properly in class.
不肖	bùxiào	unworthy (of one’s parents)	他說自己是個不肖的兒子。 He calls himself an unworthy son.
廉潔	liánjié	honest, incorruptible	政府官員一定要廉潔。 Government officials must be incorruptible.

可見	kějiàn	it is clear that, so	他每天都練習，可見他很想進步。 He practises every day, which shows how much he wants to improve.
先後	xiānhòu	one after another; in turn	我們先後去了三家店。 We went to three shops, one after another.
稱	chèng	weigh	請幫我稱{cheng4-tc}一下這些水果。 Could you weigh this fruit for me, please?
預測	yùcè	predict, forecast	很難預測明天的天氣。 It's hard to predict tomorrow's weather.
總結	zǒngjié	summary; sum up	請你寫一份這個月的工作總結。 Please write a summary of this month's work.

pattern v 都不 / 沒 v: not even (看都不看, 問都沒問)

verb | 都不 / 都沒 | the same verb

Say a verb, then 都不 or 都沒, then the same verb again: 看都不看 "didn't even look". It stresses that someone skipped even the smallest step. Use 都不 for won't / habits, 都沒 for what didn't happen; 就 often follows: 問都沒問就答應了.

他想都不想就說好。 **tā xiǎng dōu bù xiǎng jiù shuō hǎo** He said yes without a second thought.

我叫他，他理都不理我。 **wǒ jiào tā tā lǐ dōu bù lǐ wǒ** I called him, and he didn't even pay me any attention.

她問都沒問就答應了。 **tā wèn dōu méi wèn jiù dāyìng le** She agreed without even asking.

dialogue ajie's interview

zhiming 阿傑，歡迎！從高雄上來，累不累？

Ājié huānyíng cóng Gāoxióng shàng lái lèi bu lèi · Welcome, Ajie! Tired after coming all the way up from Kaohsiung?

ajie 不累。我在車上先後看了你們的網站和你寫的計畫。

bú lèi wǒ zài chē shàng xiānhòu kàn le nǐmen de wǎngzhàn hé nǐ xiě de jìhuà · Not at all. On the train I read your website, then the plan you wrote.

zhiming 你覺得怎麼樣？說真的，上一個工程師看都不看就說不行。

nǐ juéde zěnmeyàng shuō zhēnde shàng yí ge gōngchéngshī kàn dōu bú kàn jiù shuō bù xíng · What did you think? Honestly, the last engineer said no without even looking.

ajie 計畫很務實。可是你預測明年有一千家店用，我覺得太樂觀了。

jìhuà hěn wùshí kěshì nǐ yùcè míngnián yǒu yìqiān jiā diàn yòng wǒ juéde tài lèguān le · The plan is practical. But you predict a thousand shops using it next year: I think that's too optimistic.

zhiming 你很有主見嘛。那你覺得應該是多少？

nǐ hěn yǒu zhǔjiàn ma nà nǐ juéde yīnggāi shì duōshǎo · You've got a mind of your own, then. So what do you think it should be?

ajie 五百家比較實際。我做事不喜歡貪心，一步一步來。

wǔbǎi jiā bǐjiào shíjì wǒ zuòshì bù xǐhuān tānxīn yí bù yí bù lái · Five hundred is more realistic. I don't like to be greedy: one step at a time.

zhiming 好，你回答得很果斷。最後一個問題：你為什麼想離開現在的公司？

hǎo nǐ huídá de hěn guǒduàn zuìhòu yí ge wèntí nǐ wèishénme xiǎng líkāi xiànzài de gōngsī · OK, a decisive answer. Last question: why do you want to leave your current company?

ajie 我們老闆很刻薄，主管很懦弱，員工也很懶散。問題問都不問，改都不改。我不想這樣再過十年。

wǒmen lǎobǎn hěn kèbó zhǔguǎn hěn nuòruò yuángōng yě hěn lǎnsǎn wèntí wèn dōu bú wèn gǎi dōu bù gǎi wǒ bù xiǎng zhèyàng zài guò shí nián · Our boss is mean, the managers are spineless and the staff are lax. Problems: nobody even asks about them, nobody fixes them. I don't want another ten years of that.

zhiming 我懂了。我總結一下：你的才智我很欣賞，你要的是一個忠實、能一起做事的夥伴。

wǒ dǒng le wǒ zǒngjié yíxià nǐ de cáizhì wǒ hěn xīnshǎng nǐ yào de shì yí ge zhōngshí néng yìqǐ zuòshì de huǒbàn · I see. Let me sum up: I'm impressed by your ability, and what you want is a loyal partner you can really work with.

ajie 對。我是誠心來的。你可以先讓我試三個月。

duì wǒ shì chéngxīn lái de nǐ kěyǐ xiān ràng wǒ shì sān ge yuè · That's right. I mean it. You can give me a three-month trial first.

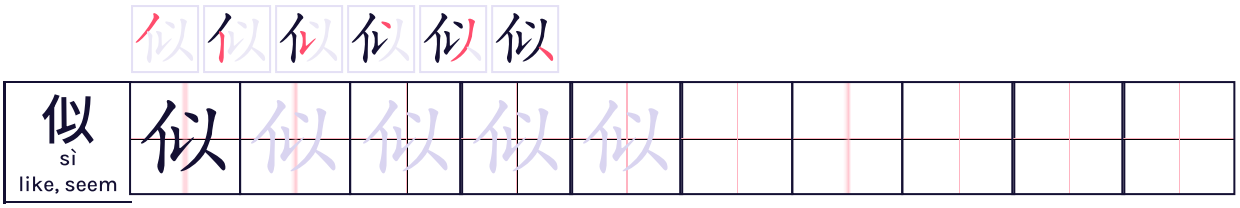
write it trace the grey, then write your own

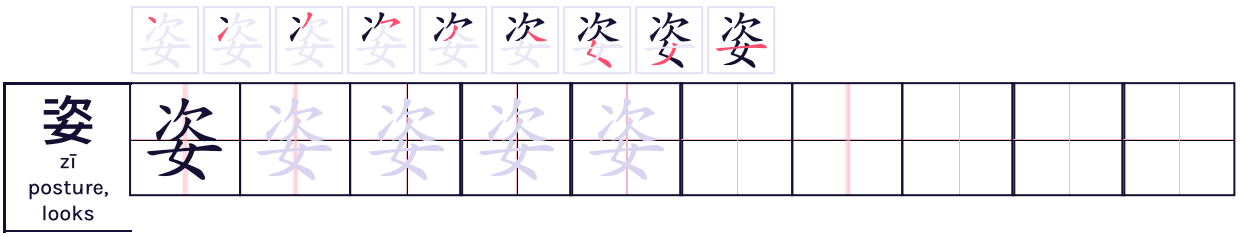
謙
qiān
modest

威
wēi
power, might



儀
yí
manner, ceremony





good to know · 不料 (B: unexpectedly) is written style; in speech people say 沒想到: 沒想到天氣很好. 稱 has two readings: chēng “to call” (稱號) and chèng “to weigh” (稱一下).

You can now describe a face, judge a first impression, and complain like a native: 看都不看!
Do this day interactively, with audio and games, free at **wishyou.today/learning**

day 7 spirit and style

Talk about spirit, style and attitude, and ask Taiwan-style with 會 + adjective: 會不會冷?

會很辣嗎? 會不會累? You'll hear 會 + adjective in Taiwan every day; it isn't about the future at all.

words

word	pinyin	meaning	example
氣概	qìgài	spirit, mettle	他很有英雄氣概。 He has the spirit of a hero.
情操	qíngcāo	noble sentiments, principles	這本小說寫出了人物美好的情操。 This novel shows its characters' fine principles.
私心	sīxīn	selfish motive, self-interest	他做這件事沒有私心。 He did it with no thought for himself.
放蕩	fàngdàng	dissolute, wild (way of life)	他年輕的時候生活很放蕩，後來變了很多。 He lived a wild life when he was young, but he changed a lot later.
剛強	gāngqiáng	strong-willed, unbending	她外表溫柔，內心很剛強。 She looks gentle, but inside she's made of steel.
機警	jījǐng	alert, quick-witted	小黑很機警，一有聲音就跑了。 Xiaohei is very alert: the slightest sound and it's off.
佳人	jiārén	beautiful woman (literary)	老電影裡常常有英雄和佳人。 Old films are full of heroes and beauties.
堅忍	jiānrěn	steadfast, enduring	她很堅忍，從來不抱怨。 She's steadfast: she never complains.
狂妄	kuángwàng	arrogant, conceited	他太狂妄了，誰都看不起。 He's so arrogant he looks down on everyone.
蠻橫	mánhèng	unreasonable, high-handed	他的態度很蠻橫，一點道理也不講。 He's high-handed: he won't listen to reason at all.
明理	mínglǐ	reasonable, sensible	我爸媽很明理，不會亂罵人。 My parents are reasonable: they don't scold for no reason.
名號	mínghào	name, title (one is known by)	「高雄阿傑」這個名號，我早就聽志明說過了。 "Ajie from Kaohsiung": I'd heard that name from Zhiming long ago.
派頭	pàitóu	airs, style	他一點派頭也沒有，常常自己倒茶。 He puts on no airs at all: he often pours his own tea.
身段	shēnduàn	posture; one's status	老闆願意放下身段，跟大家一起打掃。 The boss is happy to step down off his pedestal and clean up with everyone.
斯文	sīwén	refined, gentle	他說話很斯文。 He speaks very gently and politely.
心軟	xīnruǎn	soft-hearted	我太心軟了，每次都說好。 I'm too soft-hearted: I say yes every time.

有心人	yǒuxīnrén	someone who really tries	天下無難事，只怕有心人。 Nothing is hard if you set your heart on it.
朝氣	zhāoqì	youthful energy, vigour	這家公司的員工都很年輕，很有朝氣。 The staff here are all young and full of energy.
有為	yǒuwéi	promising, accomplished	他年輕有為，三十歲就當了經理。 Young and accomplished, he was a manager at thirty.
他人	tārén	other people, others	做事不能只想到自己，也要想到他人。 Don't think only of yourself: think of others too.
等候	děnghòu	wait (formal)	請在這裡等候，我們馬上來。 Please wait here: we'll be right with you.
默默	mòmò	silently, quietly	他每天默默地{de-tw3}幫大家倒垃圾。 Every day he quietly takes out the rubbish for everyone.

pattern 會 + adjective (taiwan): 會很貴嗎? 會不會冷?

something | **會 / 會不會** | **(很 / 太) + adjective** | **?**

In Taiwan, 會 before an adjective often just asks or states how something is, now: 會冷嗎? "Are you cold?", 不會啊 "No, not at all." It is softer than a bare adjective. The mainland would say 冷不冷? or 辣嗎?

這道菜會很辣嗎？ **zhè dào cài huì hěn là ma** Is this dish very spicy?

你穿這樣會不會冷？ **nǐ chuān zhèyàng huì bu huì lěng** Aren't you cold dressed like that?

坐計程車去會不會太貴？ **zuò jìchéngchē qù huì bu huì tài guì** Would a taxi be too expensive?

dialogue hot pot with the gang

meiling 阿傑，第一次跟我們吃飯，會不會緊張？
Ājié dì yī cì gēn wǒmen chī fàn huì bu huì jǐnzhāng · Ajie, first dinner with us: nervous?

ajie 不會。志明說你們都很明理，也很斯文。
bú huì Zhìmíng shuō nǐmen dōu hěn mínglǐ yě hěn sīwén · Not at all. Zhiming says you're all very reasonable, and very refined.

david 斯文？那是因為你還不認識我們家的佳人：美玲。
sīwén nà shì yīnwèi nǐ hái bú rènshì wǒmen jiā de jiārén Měilíng · Refined? That's because you haven't met our fair lady yet: Meiling.

meiling 大衛！「高雄阿傑」這個名號，我早就聽志明說過了。阿傑，這個火鍋會很辣喔，你小心一點。
Dàwèi Gāoxióng Ājié zhè ge mínghào wǒ zǎo jiù tīng Zhìmíng shuō guo le Ājié zhè ge huǒ guō huì hěn là ō nǐ xiǎoxīn yìdiǎn · David! Ajie, I've heard about "Ajie from Kaohsiung" from Zhiming for ages. This hot pot is pretty spicy, careful.

anna 阿傑，臺北的冬天會不會比高雄冷很多？
Ājié Táiběi de dōngtiān huì bu huì bǐ Gāoxióng lěng hěn duō · Ajie, are winters in Taipei much colder than in Kaohsiung?

ajie 會。不過我早就準備好了，帶了兩件外套。
huì búguò wǒ zǎo jiù zhǔnbèi hǎo le dài le liǎng jiàn wàitào · They are. But I came prepared: I brought two jackets.

zhiming 阿傑話不多，一點派頭也沒有。他第一天上班，等都沒等我，就默默地把一個大問題修好了。
Ājié huà bù duō yìdiǎn pàitóu yě méiyǒu tā dì yī tiān shàngbān děng dōu méi děng wǒ jiù mòmò de bǎ yí ge dà wèntí xiū hǎo le · Ajie doesn't say much and puts on no airs. On his first day he didn't even wait for me: he quietly fixed a big problem.

david 年輕有為，又不狂妄。志明，你找到寶了。
niánqīng yǒuwéi yòu bù kuángwàng Zhìmíng nǐ zhǎo dào bǎo le · Young, capable and not arrogant. Zhiming, you've found a treasure.

ajie 我是外婆帶大的。她很堅忍，一個人開小店。她常說：做事不能只想到自己，也要想到他人。
wǒ shì wàipó dài dà de tā hěn jiānrěn yí ge rén kāi xiǎo diàn tā cháng shuō zuòshì bù néng zhǐ xiǎngdào zìjǐ yě yào xiǎngdào tārén · I was brought up by my grandma, my mum's mum. She was tough: she ran a little shop on her own. She always said, "Don't think only of yourself: think of others too."

anna 難怪你做事沒有私心。志明是老闆，可是也願意放下身段，你們一定合得來。
nánguài nǐ zuòshì méiyǒu sīxīn Zhìmíng shì lǎobǎn kěshì yě yuànyì fàng xià shēnduàn nǐmen yídìng hédelái · No wonder you're so selfless. And Zhiming is the boss but happy to muck in: you two will get on fine.

write it trace the grey, then write your own

負
fù
bear, take on; owe; minus

志
zhì
will, aim

鬥
dòu
fight



辛
xīn
hard, bitter



勤
qín
diligent

good to know · 會 + adjective is Taiwan speech: 會冷嗎？ 不會啊。 On the mainland people say 冷不冷? or 冷嗎？, and 會 points to the future (明天會冷). New meaning: 乘 (to ride) is also “to multiply”: 三乘五是十五 (three times five is fifteen).

You can now ask questions the Taiwan way and size up anyone’s spirit and style, from 朝氣 to 派頭. Do this day interactively, with audio and games, free at **wishyou.today/learning**

day 8 mission: zhiming finds a partner

Follow a whole story about choosing a business partner, and use every word and pattern of unit 1.

Character words only come alive in a story: here they decide whether Zhiming's company gets its partner.

chapter 1 decision day

auntie wang 志明，你看你，又一個人坐在這裡想事情，早餐都冷了。
Zhìmíng nǐ kàn nǐ yòu yí ge rén zuò zài zhèlǐ xiǎng shìqíng zǎocān dōu lěng le · Zhiming, look at you, sitting here alone thinking again. Your breakfast has gone cold.

zhiming 阿姨，阿傑來了整整三個月了。今天我要決定，要不要請他當正式的夥伴。
āyí Ājié lái le zhěngzhěng sān ge yuè le jīntiān wǒ yào juédìng yào bu yào qǐng tā dāng zhèngshì de huǒbàn · Auntie, Ajie has been with us three whole months. Today I have to decide whether to make him a full partner.

auntie wang 他為人怎麼樣？作風跟你合不合？做事會不會想到他人？
tā wéirén zěnmeyàng zuòfēng gēn nǐ hé bu hé zuòshì huì bu huì xiǎngdào tārén · What's he like as a person? Does his way of working fit yours? Does he think of others?

zhiming 說真的，他很務實，處事很穩健，學東西很刻苦，反應也很敏捷。客人有問題，他看都不看時間，半夜也會幫忙。
shuō zhēnde tā hěn wùshí chǔshì hěn wěnjiàn xué dōngxi hěn kèkǔ fǎnyìng yě hěn mǐnjié kèrén yǒu wèntí tā kàn dōu bú kàn shíjiān bànyè yě huì bāngmáng · Honestly, he's practical and steady, he works hard at learning and he's quick. When a customer has a problem, he doesn't even look at the clock: he helps in the middle of the night.

anna 他也很謙遜，從來不自滿，也不狂妄。他的舉止很有分寸，對客人很恭敬，態度很端正。
tā yě hěn qiānxùn cónglái bú zìmǎn yě bù kuángwàng tā de jǔzhǐ hěn yǒu fēncùn duì kèrén hěn gōngjìng tàidù hěn duānzhèng · He's modest too, never complacent or arrogant. He knows how to behave, he's respectful to customers and his attitude is just right.

zhiming 不瞞你們說，我有點怕。我先後面試了十幾個人，才找到他。創業的夥伴就像家人，選錯了，公司跟名聲都完了。
bù mán nǐmen shuō wǒ yǒudiǎn pà wǒ xiānhòu miànshì le shí jǐ ge rén cái zhǎo dào tā chuàngyè de huǒbàn jiù xiàng jiārén xuǎn cuò le gōngsī gēn míngshēng dōu wán le · To be honest with you, I'm a bit scared. I interviewed over a dozen people, one after another, before I found him. A business partner is like family: choose wrong, and the company and your reputation are finished.

auntie wang 我開店三十年，什麼人都見過：有的很貪心，有的很蠻橫，有的說話很刻薄。看一個人，要看他的本性，不是看他的臉龐跟儀表。
wǒ kāi diàn sānshí nián shénme rén dōu jiàn guo yǒude hěn tānxīn yǒude hěn mánhèng yǒude shuōhuà hěn kèbó kàn yí ge rén yào kàn tā de běnxìng bú shì kàn tā de liǎnpáng gēn yíbiǎo · I've run this shop for thirty years and seen every kind of person: greedy ones, bullying ones, ones with cutting tongues. To judge someone, look at their true nature, not their face or how they dress.

zhiming 阿傑的性情很溫和，可是也很剛強。他的志向跟我的一樣。
Ājié de xìngqíng hěn wēnhé kěshì yě hěn gāngqiáng tā de zhìxiàng gēn wǒ de yíyàng · Ajie is gentle by temperament, but strong-willed too. And his goals are the same as mine.

auntie wang 我們家老頭子也說，你這麼精明，不會草率決定的。做決定要從長遠來看。他有沒有私心，你心裡最清楚。
wǒmen jiā lǎotóuzi yě shuō nǐ zhème jīngmíng bú huì cǎoshuài juédìng de zuò juédìng yào cóng chángyuǎn lái kàn tā yǒu méiyǒu sīxīn nǐ xīn lǐ zuì qīngchǔ · My old man says so too: you're sharp, you won't decide hastily. Take the long view. Whether he's in it just for himself, you know best.

zhiming 您說得對。可是我還想看看，他遇到大問題的時候會怎麼做。
nín shuō de duì kěshì wǒ hái xiǎng kànkan tā yùdào dà wèntí de shíhòu huì zěnme zuò · You're right. But I still want to see what he does when a big problem comes along.

chapter 2 who decides?

ajie 志明，客戶要的這個功能，我們真的要優先做嗎？我覺得邏輯有問題。
Zhìmíng kèhù yào de zhè ge gōngnéng wǒmen zhēnde yào yōuxiān zuò ma wǒ juéde luójí yǒu wèntí · Zhiming, this feature the client wants: do we really have to do it first? I think the logic is off.

zhiming 客戶要的，當然要做！你別這麼固執。
kèhù yào de dāngrán yào zuò nǐ bié zhème gùzhí · If the client wants it, of course we do it! Don't be so stubborn.

ajie 不是我說你，你太急躁了。客戶要什麼，我們都輕易答應，最後什麼都做不完。
bú shì wǒ shuō nǐ nǐ tài jízào le kèhù yào shénme wǒmen dōu qīngyì dāyìng zuìhòu shénme dōu zuò bu wán · I hate to say it, but you're too impatient. We say yes to everything clients ask for, and in the end none of it gets finished.

zhiming 你看你，又說不行。
nǐ kàn nǐ yòu shuō bù xíng · Look at you, saying no again.

ajie 我不是懦弱，不是懶惰，也不是挑剔。我只是想確保我們做的東西真的有用。我們的時間跟人都很有限。
wǒ bú shì nuòruò bú shì lǎnduò yě bú shì tiāotī wǒ zhǐshì xiǎng quèbǎo wǒmen zuò de dōngxi zhēnde yǒuyòng wǒmen de shíjiān gēn rén dōu hěn yǒuxiàn · I'm not being weak, or lazy, or picky. I just want to make sure what we build is really useful. Our time and our people are limited.

zhiming 好，你說得有道理。我太貪心了，什麼都想要。
hǎo nǐ shuō de yǒu dàolǐ wǒ tài tānxīn le shénme dōu xiǎng yào · OK, you have a point. I'm too greedy: I want everything.

ajie 我們可以先做小店最需要的，隨後再慢慢加。我會單獨跟客戶談，表明我們的想法。跟客戶說話，姿態要低一點。
wǒmen kěyǐ xiān zuò xiǎo diàn zuì xūyào de suíhòu zài mànmàn jiā wǒ huì dāndú gēn kèhù tán biǎomíng wǒmen de xiǎngfǎ gēn kèhù shuōhuà zītài yào dī yìdiǎn · We can build what small shops need most first, and add the rest bit by bit. I'll talk to the client myself and explain our thinking. With clients, you have to be humble.

ajie 我也會應他們的要求，先做一份簡報，請設計師安娜幫忙改。
wǒ yě huì yìng tāmen de yāoqiú xiān zuò yí fèn jiǎnbào qǐng shèjìshī Ānnà bāngmáng gǎi · And at their request, I'll put together a presentation first and ask Anna, our designer friend, to help polish it.

zhiming 你很有主見，很有魄力，也敢擔當。可見我沒看錯人。這個專案就交給你了。
nǐ hěn yǒu zhǔjiàn hěn yǒu pòlì yě gǎn dāndāng kějiàn wǒ méi kàn cuò rén zhè ge zhuānàn jiù jiāo gěi nǐ le · You've got a mind of your own, you're bold and you take responsibility. Which shows I wasn't wrong about you. This project is yours.

ajie 好。我之所以想當你的夥伴，就是因為你願意聽別人的話。
hǎo wǒ zhīsuǒyǐ xiǎng dāng nǐ de huǒbàn jiù shì yīnwèi nǐ yuànyì tīng biérén de huà · Good. The reason I want to be your partner is exactly that you're willing to listen.

chapter 3 what makes a good partner?

meiling 志明，你今天有跟阿傑談嗎？
Zhìmíng nǐ jīntiān yǒu gēn Ājié tán ma · Zhiming, did you talk to Ajie today?

zhiming 有。我們吵了一架，可是吵完以後，我更確定了。他遇到大問題的時候很鎮定。
yǒu wǒmen chǎo le yí jià kěshì chǎo wán yǐhòu wǒ gèng quèdìng le tā yùdào dà wèntí de shíhòu hěn zhèndìng · I did. We had an argument, but afterwards I was even more sure. When a big problem comes up, he stays calm.

david 吵架會不會不好？夥伴吵架，聽起來很麻煩。
chǎojià huì bu huì bù hǎo huǒbàn chǎojià tīngqǐlái hěn máfan · Isn't arguing a bad sign? Partners fighting sounds like trouble.

zhiming 不會。他說話很直接，可是沒有惡意。他心胸很寬，吵完就忘了。
bú huì tā shuōhuà hěn zhíjiē kěshì méiyǒu èyì tā xīnxiōng hěn kuān chǎo wán jiù wàng le · No. He's blunt, but he doesn't mean any harm. He's big-hearted: once it's over, he forgets it.

david 我們公司上個月也面試了一個小夥子，很有創意，可是說話很粗魯，舉止也很幼稚。經理說，素質比本事更重要。
wǒmen gōngsī shàng ge yuè yě miànshì le yí ge xiǎohuǒzi hěn yǒu chuàngyì kěshì shuōhuà hěn cūlǔ jǔzhǐ yě hěn yòuzhì jīnglǐ shuō sùzhí bǐ běnshì gèng zhòngyào · Our company interviewed a young guy last month too: very creative, but rude, and childish in how he behaved. The manager said character matters more than skill.

anna 而且阿傑很有毅力，也很執著。好的夥伴，不一定要跟你想得一樣。
érqiě Ājié hěn yǒu yìlì yě hěn zhízhuó hǎo de huǒbàn bù yídìng yào gēn nǐ xiǎng de yíyàng · And Ajie is persevering and dedicated. A good partner doesn't have to think the same as you.

meiling 對。你很爽快，他很從容；你很感性，他很深沉；你很心軟，他很明理。對比很明顯，可是剛好合得來。
duì nǐ hěn shuǎngkuài tā hěn cōngróng nǐ hěn gǎnxìng tā hěn shēnchén nǐ hěn xīnruǎn tā hěn mínglǐ duìbǐ hěn míngxiǎn kěshì gānghǎo hédelái · Right. You're quick to decide, he's unhurried; you're emotional, he keeps things inside; you're soft-hearted, he's level-headed. You couldn't be more different, but you fit together just right.

meiling 他也不像那些上班族，每天只想著下班。他是個有出息的人。
tā yě bú xiàng nàxiē shàngbānzú měi tiān zhǐ xiǎng zhe xiàbān tā shì ge yǒu chūxi de rén · And he isn't like those nine-to-fivers who only think about clocking off. He's going places.

david 我只有一個問題：他會不會太嚴肅了？他常常眉頭深鎖，看起來很嚴肅。
wǒ zhǐyǒu yí ge wèntí tā huì bu huì tài yánsù le tā chángcháng méitóu shēn suǒ kànqǐlái hěn yánsù · I've only got one question: isn't he a bit too serious? He's always frowning: he looks so stern.

meiling 大衛，不是我說你，你看人太膚淺了。他笑起來很斯文的。
Dàwèi bú shì wǒ shuō nǐ nǐ kàn rén tài fūqiǎn le tā xiàoqǐlai hěn sīwén de · David, I hate to say it, but you judge people too superficially. When he smiles, he's very gentle.

chapter 4 an email to every customer

zhiming 安娜、阿傑，你們聽聽，這是我要寄給所有客戶的信：

Ānnà Ājié nǐmen tīng ting zhè shì wǒ yào jì gěi suǒyǒu kèhù de xìn · Anna, Ajie, listen: this is the email I'm sending to all our customers:

zhiming 「親愛的客戶：感謝大家一年來的支持，也感謝團隊每一位夥伴辛勤的工作。我們是一個小團隊，但一直力求把服務做到最好。今天我很高興告訴大家：工程師阿傑將成為公司的新夥伴。阿傑是個很有抱負的工程師，前後做了十年，做事果斷，為人誠懇，在高雄有「最忠實的工程師」的稱號。公司現在處於很重要的階段，我們預測明年會有五百家小店使用我們的服務。我們崇尚簡單、務實的設計，我們的使命依舊不變：讓每一家小店都能用好的科技。新功能上線的時候，如果給您帶來不便，請寫信告訴我們（例：店名、時間、問題），我們會馬上採取行動。誠摯感謝大家！陳志明」

qīnài de kèhù gǎnxiè dàjiā yì nián lái de zhīchí yě gǎnxiè tuánduì měi yí wèi huǒbàn xīnqín de gōngzuò wǒmen shì yí ge xiǎo tuánduì dàn yìzhí lìqiú bǎ fúwù zuò dào zuìhǎo jīntiān wǒ hěn gāoxìng gàosù dàjiā gōngchéngshī Ājié jiāng chéngwéi gōngsī de xīn huǒbàn Ājié shì ge hěn yǒu bàofù de gōngchéngshī qiánhòu zuò le shí nián zuòshì guǒduàn wéirén chéngkěn zài Gāoxióng yǒu zuì zhōngshí de gōngchéngshī de chēnghào gōngsī xiànzài chǔyú hěn zhòngyào de jiēduàn wǒmen yùcè míngnián huì yǒu wǔbǎi jiā xiǎo diàn shǐyòng wǒmen de fúwù wǒmen chóngshàng jiǎndān wùshí de shèjì wǒmen de shǐmìng yījiù bú biàn ràng měi yì jiā xiǎo diàn dōu néng yòng hǎo de kējì xīn gōngnéng shàng xiàn de shíhòu rúguǒ gěi nín dàilái búbiàn qǐng xiě xìn gàosù wǒmen lì diàn míng shíjiān wèntí wǒmen huì mǎshàng cǎiqǔ xíngdòng chéngzhì gǎnxiè dàjiā Chén Zhìmíng · "Dear customers, thank you for a year of support, and thank you to every member of our team for their hard work. We are a small team, but we have always strived to give the best service we can. Today I am happy to tell you that our engineer Ajie will become a partner in the company. Ajie is an ambitious engineer with ten years' experience in all: he is decisive and sincere, and in Kaohsiung he was known as 'the most loyal engineer'. The company is at an important stage: we forecast that five hundred small shops will use our service next year. We value simple, practical design, and our mission is unchanged: good technology for every small shop. When new features go live, if they cause you any inconvenience, please write to us (e.g. shop name, time, problem) and we will act at once. With heartfelt thanks, Chen Zhiming"

anna 寫得很體面，也很誠摯。可是你有問過阿傑嗎？

xiě de hěn tǐmiàn yě hěn chéngzhì kěshì nǐ yǒu wèn guo Ājié ma · It's very proper, and heartfelt. But did you ask Ajie?

ajie 他問都沒問我。不過我沒意見，我是誠心來的。只是「最忠實的工程師」可以拿掉，太誇張了。

tā wèn dōu méi wèn wǒ búguò wǒ méi yìjiàn wǒ shì chéngxīn lái de zhǐshì zuì zhōngshí de gōngchéngshī kěyǐ ná diào tài kuāzhāng le · He didn't even ask me. But I don't mind: I came here meaning it. Only, you can take out "the most loyal engineer": it's too grand.

zhiming 你看你，又那麼謙遜。好，我拿掉。

nǐ kàn nǐ yòu nàme qiānxùn hǎo wǒ ná diào · Look at you, modest as ever. OK, I'll take it out.

anna 說實在的，你們兩個真像。我們每次討論，都圍繞著客人。一個一心想著客人，一個默默地把事情做好。

shuō shízài de nǐmen liǎng ge zhēn xiàng wǒmen měi cì tǎolùn dōu wéirào zhe kèrén yí ge yìxīn xiǎng zhe kèrén yí ge mòmò de bǎ shìqíng zuò hǎo · Honestly, you two are so alike. Every discussion we have revolves around the customers. One of you thinks only of them, the other quietly gets things done.

chapter 5 celebration

meiling 恭喜你們！今天志明很慷慨，火鍋他請客！

gōngxǐ nǐmen jīntiān Zhìmíng hěn kāngkǎi huǒ guō tā qǐngkè · Congratulations, you two! Zhiming is feeling generous tonight: the hot pot is on him!

zhiming 沒問題。說實在的，我今天別提多高興了。跟阿傑一起工作，我很有勁，鬥志又回來了。

méi wèntí shuō shízài de wǒ jīntiān bié tí duō gāoxìng le gēn Ājié yìqǐ gōngzuò wǒ hěn yǒu jìn dòuzhì yòu huí lái le · No problem. Honestly, you can't imagine how happy I am today. Working with Ajie, I've got my energy back, and my fighting spirit too.

david 阿傑，你現在也是老闆了。會不會開始有派頭了？

Ājié nǐ xiànzài yě shì lǎobǎn le huì bu huì kāishǐ yǒu pàitóu le · Ajie, you're a boss too now. Going to start putting on airs?

ajie 不會。我還是每天坐捷運，自己買便宜的早餐。我外婆說，做人要節儉，要自立。

bú huì wǒ háishì měi tiān zuò jiéyùn zìjǐ mǎi piányí de zǎocān wǒ wàipó shuō zuòrén yào jiéjiǎn yào zìlì · No. I'll still take the MRT every day and buy my own cheap breakfast. My grandma says to live frugally and stand on your own feet.

david 你的生平可以拍成電影了：一個英勇的高雄工程師，被困在臺北的火鍋店裡。

nǐ de shēngpíng kěyǐ pāi chéng diànyǐng le yí ge yīngyǒng de Gāoxióng gōngchéngshī bèi kùn zài Táiběi de huǒ guō diàn lǐ · Your life story could be a film now: a brave engineer from Kaohsiung, trapped in a Taipei hot-pot restaurant.

ajie 我沒那麼威風。我只是想爭氣一點，不想讓外婆失望。

wǒ méi nàme wēifēng wǒ zhǐshì xiǎng zhēngqì yìdiǎn bù xiǎng ràng wàipó shīwàng · I'm not that impressive. I just want to do my grandma proud, not let her down.

anna 志明，你做了一個很明智的決定。你們兩個年輕有為，一個很有朝氣，一個很機警，大家都看好你們的前程。

Zhìmíng nǐ zuò le yí ge hěn míngzhì de juédìng nǐmen liǎng ge niánqīng yǒuwéi yí ge hěn yǒu zhāoqì yí ge hěn jījǐng dàjiā dōu kàn hǎo nǐmen de qiánchéng · Zhiming, you've made a very wise decision. You're both young and capable, one full of energy, the other sharp as anything: everyone expects great things of you.

zhiming 謝謝大家。不瞞你們說，我剛創業的時候，很多人說我是傻瓜。

xièxie dàjiā bù mán nǐmen shuō wǒ gāng chuàngyè de shíhòu hěn duō rén shuō wǒ shì shǎguā · Thank you, everyone. To be honest with you, when I first started the business, lots of people called me an idiot.

ajie 天下無難事，只怕有心人。你是有心人，所以我來了。

tiānxià wú nán shì zhǐ pà yǒuxīnrén nǐ shì yǒuxīnrén suǒyǐ wǒ lái le · Nothing is hard if you set your heart on it. You set your heart on it: that's why I came.

meiling 我好感動喔！志明高興得像個孩子似的。快吃吧，這個火鍋會很辣，大衛別哭。

wǒ hǎo gǎndòng ō Zhìmíng gāoxìng de xiàng ge háizi sìde kuài chī ba zhè ge huǒ guō huì hěn là Dàwèi bié kū · I'm so touched! Zhiming is as happy as a child. Eat up: this hot pot is spicy, David, don't cry.

chapter 6 we're hiring

ajie 我們是一個年輕的創業團隊，為小店設計訂位系統。現在，我們要找一位工程師。
wǒmen shì yí ge niánqīng de chuàngyè tuánduì wèi xiǎo diàn shèjì dìngwèi xìtǒng xiànzài wǒmen yào zhǎo yí wèi gōngchéngshī · We're a young start-up team that builds booking systems for small shops. We're now looking for an engineer.

ajie 我們希望你做事務實、穩健，反應敏捷，也有自己的主見。
wǒmen xīwàng nǐ zuòshì wùshí wěnjiàn fǎnyìng mǐnjié yě yǒu zìjǐ de zhǔjiàn · We hope you're practical and steady in your work, quick to react, and have a mind of your own.

ajie 經驗不是最重要的，新手也歡迎。
jīngyàn bú shì zuì zhòngyào de xīnshǒu yě huānyíng · Experience isn't the most important thing, and newcomers are welcome.

ajie 工作不輕鬆，有時候半夜也得幫忙。可是我們的使命很簡單：讓每一家小店都有好用的科技。
gōngzuò bù qīngsōng yǒushíhou bànyè yě děi bāngmáng kěshì wǒmen de shǐmìng hěn jiǎndān ràng měi yì jiā xiǎo diàn dōu yǒu hǎo yòng de kējì · The work isn't easy: sometimes you have to help out in the middle of the night. But our mission is simple: good technology for every small shop.

ajie 有興趣的人，請寄一封信給我們，介紹你自己，也談一談你的志向。
yǒu xìngqù de rén qǐng jì yì fēng xìn gěi wǒmen jièshào nǐ zìjǐ yě tán yi tan nǐ de zhìxiàng · If you're interested, please send us a letter introducing yourself and telling us about your ambitions.

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