

Lesson 3 Quality

第三单元：质量



Vocabulary 词汇

- Seem [si:m] vi. 似乎;好像
- Reliable [ri'laɪəbl] adj. 可靠的;可信赖的
- Suppose [sə'pəʊz] vt. 假设;认为;
- Frank [fræŋk] adj. 坦白的, 直率的
- Faith [feiθ] n. 信仰;信念;信任
- Nothing ['nʌθɪŋ] pron. 无事;无物, 什么都没有
- Guarantee [ˌgærən'ti:] vt. 保证;担保
- Real [ri:l] adj. 实际的;真实的;实在的
- Fake [feɪk] adj. 伪造的, 假的
- Top [tɒp] n. 顶部, 顶端; adj. 最高的, 头等的
- Brand [brænd] n. 商标, 牌子;
- Warranty ['wɒrənti] n. 保修
- Lifelong ['laɪflɒŋ] adj. 终身的
- Service ['sɜ:vɪs] n. 服务
- Provide [prəu'vaɪd] vt. 提供
- Timely ['taɪmlɪ] adj 及时的 adv. 及时地;
- After-sale [seɪl] 售后的
- Satisfaction [ˌsætɪs'fækʃən] n. 满意, 满足
- Satisfactory [ˌsætɪs'fæktəri] adj. 满意的;
- Regular ['regjələ] adj. 定期的; adv. 定期地;
- Bit [bɪt] adj. 很小的;微不足道的 adv. 有点儿
- Higher ['haɪə] adj. 更高的, 较高的(high 的比较级)
- Superior [sju:'piəriə] adj. 上级的;优秀的, 出众的
- Pay [peɪ] vt. 支付
- Attention [ə'tenʃən] n. 注意力;关心;
- Ensure [ɪn'fʊə] vt. 保证, 确保;
- Plastic ['plæstɪk] adj. 塑料的; n. 塑料
- Polyester [ˌpɒli'estə] n. 聚酯
- Crystal ['krɪstəl] n.水晶 adj. 水晶的;透明的



Stainless steel [ˈsteɪnlɪs][sti:l] n. 不锈钢

Acryl [ˈækri:l] n. 亚克力

Ceramic [siˈræmɪk] n. 陶瓷 adj.陶瓷的

Cotton [ˈkɒtən] n. 棉花;adj. 棉的;棉制的

Wood [wud] n. 木材;木制品;

Resin [ˈrezɪn] n. 树脂

Silk [sɪlk] n. 丝绸;蚕丝,adj.丝绸的;丝制的

Aluminum alloy [əˈlu:mɪnəm] [ˈæləɪ] n.铝合金

Defective [diˈfektɪv] adj. 不合格的, 有缺陷的

Arrival [əˈraɪvəl] n. 到来, 到达

Damaged [ˈdæmɪdʒd] n.被损坏的

Delivery [diˈlɪvəri] n. 交货

Responsible [rɪˈspɒnsəbl] n. 负责的, 有责任的

Replace [rɪˈpleɪs] vt. 替换, 更换



Useful expressions 常用短语

Please let me know.....

请让我知道.....

May I have an idea of.....

我可以了解一下.....

How do you feel like.....

你觉得.....怎么样?

What do you think of.....

你认为.....怎么样?

It seems that.....

似乎, 看来好像.....

To be frank.....

.....坦率的说.....

.....Have faith in.....

.....相信.....

.....Care about nothing but.....

.....只关心.....

Your satisfaction is guaranteed.

包你满意.....

As long as

只要.....

.....Pay attention to.....

.....注意, 重视.....

What if.....

如果.....会怎样.....

.....Be responsible for.....

对.....负责.....

Key sentences 关键句

- Please let me know your quality?
- May I have an idea of your quality?
- The quality is high/good.
- Our products are in high/good quality.
- Our products are of high/good quality.
- How do you feel like the quality?
- What do you think of the quality?
- It seems that your quality is reliable.
- To be frank, your quality is not as good as I suppose.
- We always have faith in the quality of your products.
- I care about the quality more than the price.
- I care about nothing but quality.
- We can guarantee the quality of the products
- Our quality is the best in the market.
- Our products are real not fake.
- Our products are of China top brand.
- One year free warranty, life-long service.
- Low price, quality guarantee, life-long warranty.
- We can provide a timely after-sale service.
- Your satisfaction is guaranteed.
- If the quality of your products is satisfactory, we may place regular orders.
- As long as the quality is good, it is all right if the price is a little bit higher.
- Our quality is superior and the price is reasonable.
- We pay attention to the quality of the products. Good quality ensures a good sale.
- What's it made of?
- It's made of plastic/polyester/ crystal/ stainless steel/ acryl/ ceramic
- The material is cotton/ wood/ resin/silk/ aluminum alloy.
- Where is it made in?
- It's made in Yiwu/Guangzhou/ China/ USA.
- Our product is not made in Yiwu, it's made in Guangzhou.
- What if the products are defective on arrival?
- What if the products are damaged when I take delivery of the goods?
- We will replace the damaged goods.
- We are responsible for replacing the defective goods.

Conversations 对话

Dialogue 1

Buyer: May I have an idea of your quality?

Seller: Our products are in high quality. What do you think of the quality?

Buyer: It seems that your quality is reliable

Seller: Thanks, we can guarantee the quality of the products.

Buyer: If the quality of your products is satisfactory, we may place regular orders. As long as the quality is good, it is all right if the price is a little bit higher.

Seller: Our quality is superior and the price is reasonable and we pay attention to the quality of the products. Good quality ensures a good sale.

Buyer: What's it made of?

Seller: It's made of stainless steel.

Buyer: Where is it made in?

Seller: Our product is not made in Yiwu, it's made in Guangzhou.

Buyer: What if the products are defective on arrival?

Seller: Don't worry. We are responsible for replacing the defective goods.



QUALITY
IS OUR PASSION.
QUALITY
IS OUR BUSINESS.