初次见面 Study Roadmap

Exercise 1

Once you have practiced the original dialogue multiple times and understand the accompanying vocabulary and materials, create a similar, impromptu dialogue with your classmate by substituting parts from the original dialogue with your own information as well as the vocabulary (especially alternative words and phrases you can use) provided in the vocabulary list while incorporating the following steps:

**步骤一　确认对方的身分以及自我介绍**

A (Person Seeking Potential Business Partnership): 您好! 请问您就是张总经理吗?

B (General Manager at a large, highly reputable company): 正是。请问您是...

A: 我是淳安公司的柯麦可。

**步骤二　对相见表示高兴与荣幸**

B: 柯董事长，您好! 久仰大名! 今天真是幸会了! 很幸运能在此见到您本人。

A: 我也是久闻您的大名，仰慕已久，很荣幸能认识您。

**步骤三　赞美对方与适度地回应来自对方的赞美**

B: 您太客气了! 听闻贵公司近年来业绩亮眼，绩效斐然，您真是经营有才!

A: 您过奖了，令我什感惭愧，跟您这家大公司的资深总经理比起来真是小巫见大巫，日后望您多多指教。

B: 不敢当，不敢当。

**步骤四　找话题「破冰」**

A: 您也是来参观附近的展销会吗?

B: 是啊！来参观参观！您是专程前来的吗？

A: 没错。我是专程来参观展销会的，顺便处理点业务。跑了一天，决定来这间咖啡厅休息一下。

**步骤五　交换名片与邀请对方来访**

B: 您辛苦了! 那我失陪了。这是我的名片，欢迎您日后光临本公司。

A: 谢谢。这是我的名片。届时会向贵公司约定时间登门拜访。

B: 好啊! 我们改天再谈。

A: 好。再见。

Exercise 2

Read the following prompt and try to create an impromptu dialogue with your classmate without looking at resources:

You are the CEO of a newly created company and you are looking for a reputable company in the business to collaborate in hope that it will raise the reputation of your company. Upon a chance encounter, you are able to meet a CEO who is a well-known businessman in your industry. You acknowledge you have heard of their reputation and try to break the ice. By the end of the polite conversation, your goal is to exchange name cards and invite the CEO to visit your company successfully.

Exercise 3

Your turn! Using the vocabulary provided, think of a situation that would require you to apply your business skills in knowing what to say in a first meeting with someone you will potentially work with in the near future. Then create a carefully planned dialogue with your classmate. Think of how you will begin the conversation, how you plan to break the ice, and how you will successfully leave the other person comfortable enough to want to exchange business cards with you and accept an invitation to visit your company.