



- Waiter:** Would you like to see the menu?
- Tom:** Err, yes please.
- Waiter:** I was asking the lady actually.
- Tom:** Oh, right.
- Narrator:** 大家好， Anna 和 Tom 终于能坐下来，在一家意大利比萨店共进晚餐了。可怜的 Tom 胳膊还没好呢，吃东西的时候用刀叉可能不方便。他脑子里还想着浪漫，不过 Anna 的心已经不在晚餐上了。Are you feeling nervous Anna?
- Anna:** Nervous? Why?
- Narrator:** 你现在可是单独和 Tom 在一起。What are you going to talk about?
- Anna:** Don't worry. I can handle this, besides I want Tom's ideas about developing a new plastic vegetable.
- Narrator:** 一个塑料蔬菜！哦！Good luck.
- Tom:** So this is nice. Finally, us together, on our own, me and you, pizza, red wine... expensive red wine, actually.
- Anna:** Lovely, Tom. You know Tom, Paul wants me to develop a new idea – plastic vegetables – I thought, maybe, you might like to help me?
- Tom:** Come on Anna, we're not here to talk business. Tell me about you – the real Anna. Have had many... err, many boyfriends before?
- Anna:** That's a bit personal. What do you think about plastic peas?
- Tom:** Err? Can you not switch off from work for one minute?
- Anna:** Tom. I think you and me are very similar – we're a good team. If we could come up with a great idea for Paul then who knows... we may get to travel the world selling it... together.
- Tom:** Oh, I see. I hadn't thought of it like that. Right well...
- Waiter:** Your pizzas... madam... sir. *(Putting plates on the table)*
- Anna:** Thanks. Tom, I think you'll need some help cutting that.

**Tom:** Thanks. Mmm, you smell nice... or is that the pizza?

**Anna:** I've got it!

**Tom:** What?

**Anna:** Plastic aubergines!

**Tom:** Plastic aubergines?

**Anna:** Yes. Plastic aubergines. They would look great on this table – a sort of decoration.

**Tom:** Yeah! And you could put sauces inside or salt and pepper. You could be on to something here.

**Anna:** We need to put a proposal together, to give it to Paul. But what should we say?

**Narrator:** Anna, 你的提议应该简短但目标明确。需要有激励人心的一些词汇, 比如: 特别好 exceptional, 超棒 fantastic, 高质量 quality, 还要提到对公司业务的帮助, 比如: 利润 profit, 效率 efficiency, 物有所值 value for money. 祝你好运!

**Tom:** Are you OK Anna?

**Anna:** Yes. Just writing some things down.

**Tom:** OK, well write down how we could target restaurants and cafes. They'll be begging for our vegetables. Oh this is so exciting... let's drink to our... succ... (*Bottle knocked over*) Oh!

**Anna:** Tom! What have you done?! You've knocked red wine all over me... and my notebook.

**Tom:** Erm, sorry. We had better get you out of that dress.

**Narrator:** Hmm, 浪漫晚餐泡汤了! 不过说不定一个成功商业计划就在眼前。让我们看看晚上在 Tom 家到底发生了什么事情...

**Anna:** ...this exceptional product has fantastic potential...

**Tom:** Say 'demand for this plastic aubergine will reach melting point!' My little joke!

**Anna:** ...by making the production more efficient, our customers will get value for money and our profits will increase. There, done.

**Tom:** Great. We can pitch this to Paul first thing on Monday morning. So now, maybe we can get back to our date? Look I saved some of that pizza.

**Anna:** It's all cold! (*Walking away*) Anyway, I had better go. It's late and I want to tidy up this proposal. But it's been great. I can't wait till next time.

**Tom:** Bbbut...

(*Door slams closed*)

**Tom:** Next time?

**Narrator:** Well, 看来情况不错! 虽然意大利馅饼都冷了, 但 Anna 和 Tom 的商业计划进行得红红火火。让我们再回顾一下在准备一份专业的商业计划时可以用到的词汇:

*Exceptional!*

*Fantastic!*

*Quality.*

*Profit.*

*Efficiency.*

*Value for money.*

**Narrator:** 书面的东西都准备好了, 接下来得看 Tom 和 Anna 能不能说服 Paul, 这就意味着要去投标。我们下期节目再看进展如何。再见!

### **Listening Challenge 听力挑战:**

What is Anna's 'brilliant' new idea? Anna 超棒的新想法是什么?

Answer: plastic aubergines 答案: 塑料茄子。