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АНГЛИЙСКИЙ ЯЗЫК

**Грамматический курс по чтению
и переводу научной экономической ли-
тературы**

Учебно-методическое пособие

Санкт-Петербург

2017

МИНИСТЕРСТВО ОБРАЗОВАНИЯ И НАУКИ РОССИЙСКОЙ ФЕДЕРАЦИИ
ФЕДЕРАЛЬНОЕ ГОСУДАРСТВЕННОЕ БЮДЖЕТНОЕ ОБРАЗОВАТЕЛЬНОЕ
УЧРЕЖДЕНИЕ ВЫСШЕГО ОБРАЗОВАНИЯ

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ВЫСШАЯ ШКОЛА ТЕХНОЛОГИИ И ЭНЕРГЕТИКИ

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Учебно-методическое пособие посвящено повторению наиболее распространенных грамматических явлений. Особое внимание уделяется грамматическим структурам, встречающимся в научной экономической литературе и вызывающим трудности в переводе.

Предназначено для бакалавров, магистрантов и аспирантов всех направлений подготовки.

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ПРЕДИСЛОВИЕ

Настоящее учебно-методическое пособие предназначено для бакалавров, магистрантов и аспирантов и имеет цель развить навыки чтения и перевода специальной литературы по направлениям «Экономика», «Менеджмент» и смежным специальностям.

Пособие посвящено повторению наиболее распространенных грамматических явлений, встречающихся в литературе по экономике и менеджменту и представляющих трудности в переводе. Рассматриваемые грамматические структуры представлены в виде таблиц. Особенности их перевода связаны с морфологической характеристикой и синтаксической функцией. Упражнения построены на лексике, заимствованной из литературы по специальности.

Прилагаемый словарь содержит слова, встречающиеся в упражнениях в их контекстуальном значении, и облегчает работу над переводом.

Словосочетания с определениями, выраженными существительными («цепочки» существительных, левые определения)

Двучленные или многочленные атрибутивные словосочетания или «цепочки» существительных – это словосочетания, состоящие из существительного и определений, расположенных **слева** от него.

В качестве левого определения могут быть существительные (от одного до пяти или шести). Также в «цепочку» могут входить: прилагательное, причастие, местоимение или числительное, а также сочетания из этих слов, соединённые дефисом.

Внутри такого сочетания *слова не отделены друг от друга ни артиклями, ни предлогами, ни запятыми: market research, money supply, animal farming products.*

Для перевода «цепочки» существительных находим в ней главное слово: *последнее существительное*. Все существительные и другие части речи, стоящие слева от основного слова, являются *определениями* к нему (отвечают на вопросы: «какой?», «какие?», «чего?»). Справа от основного слова, указывая на то, что «цепочка» закончилась, может стоять новый артикль, предлог, местоимение, прилагательное, причастие или глагол-сказуемое с предшествующим наречием или без него.

При переводе двучленных словосочетаний (два существительных) выбираем подходящий вариант (часто подходят несколько вариантов).

1. Перевод начинаем с последнего существительного, а существительное, стоящее слева, переводится *существительным в родительном падеже: agriculture study – изучение сельского хозяйства, resources processing – переработка ресурсов.*

2. «Цепочка», состоящая из двух существительных, первое из которых переводится *прилагательным*: **world economy** – мировая экономика, **tax legislation** – налоговое законодательство.

3. Перевод «цепочки» начинаем с последнего существительного, а первое переводим существительным с предлогом (*в, из, на, для и др.*): **university library** — библиотека в университете, **profit tax** – налог на прибыль.

Перевод многочленных словосочетаний («цепочки» существительных состоят из трёх и более существительных и других частей речи). В целом переводятся так же, как двучленные словосочетания, следует обратить внимание на некоторые приёмы, облегчающие работу.

1. Рекомендуется:

- 1) перевести последнее существительное «цепочки»;
- 2) разбить остальную часть словосочетания на *смысловые группы* и перевести их (внутри смысловой группы анализ проводится слева направо);
- 3) перевести всё словосочетание (всю «цепочку»), следуя *справа налево*:
free market economy – свободная рыночная экономика,
competitive price system – конкурентная система цен,
government farm support programme – правительственная программа поддержки фермеров.

2. Если прилагательное (или существительное, которое переводим прилагательным) предшествует «цепочке» существительных, необходимо определить, *к какому слову оно относится*:

key market indicators – ключевые показатели рынка,
natural resource use tax – налог на использование природных ресурсов.

3. В состав «цепочки» существительных в качестве определения могут входить числительные, местоимения, причастия, существительные в притяжательном падеже и т.д. Следует обратить внимание, *к какому слову эти определения относятся*:

differences showing data – данные, показывающие различия;

price determining factor – фактор, определяющий цену.

4. Часто в перевод необходимо добавить *поясняющие слова (группу слов)*:

tax confusion – путаница, связанная с налогообложением;

agriculture scientist – учёный в области сельского хозяйства;

market research firms – фирмы, проводящие исследования рынка.

Упражнение

Переведите предложения, обращая внимание на особенности перевода определений, выраженных существительными и стоящих перед определяемыми существительными (левое определение).

1. Generally there are three kinds of business: single owner operated business, partnership and corporations.

2. Lloyd's is a world known company in marine insurance business.

3. The change in the purchasing power of money will be reflected on the foreign exchange market, its exchange rate will fall.

4. Government regulations influence price level changes.

5. They also try to protect home industries from competition of foreign goods by high tariff duties, quotas, etc.

6. The gold standard was adopted in eighteenth-century England.

7. Sales and market goals may be combined with profit goals, but they should be consistent.

8. England's commodity price level ceased to fall.

9. Many consumer-goods manufactures make use of more intensive advertising and sales promotional activities.

10. Government deficit results in an increase in the money supply.

Времена глагола в действительном залоге

Время		Утвердительная форма	Вопросительная форма	Отрицательная форма
Simple	Present (настоящее)	I ask. – Я спрашиваю. He (she) asks. – Он (она) спрашивает. We (you, they) ask. – Мы (вы, они) спрашивают.	Do I ask? Does he (she) ask? Do we (you, they) ask?	I do not ask. He (she) does not ask. We (you, they) do not ask.
	Past (прошедшее) 2-я форма глагола/-ed	I asked. – Я спросил. He (she) asked. – Он (она) спросил(а). We (you, they) asked. – Мы (вы, они) спросили.	Did I ask? Did he (she) ask? Did we (you, they) ask?	I did not ask. He (she) did not ask. We (you, they) did not ask.
	Future (будущее) shall/will + 1-я форма глаго- ла	I shall ask. – Я спрошу. He (she) will ask. – Он (она) спросит. We shall ask. – Мы спросим. You (they) will ask. – Вы спросите (они спросят).	Shall I ask? Will he (she) ask? Shall we ask? Will you (they) ask?	I shall not ask. He (she) will not ask. We shall not ask. You (they) will not ask.

Продолжение табл. 1

Время	Утвердительная форма	Вопросительная форма	Отрицательная форма	
Continuous	Present (настоящее) to be + -ing	I am asking. – Я спрашиваю. He (she) is asking. – Он (она) спрашивает. We (you, they) are asking. – Мы (вы, они) спрашиваем (-ете, -ют).	Am I asking? Is he (she) asking? Are we (you, they) asking?	I am not asking. He (she) is not asking. We (you, they) are not asking.
	Past (прошедшее) to be + -ing	I was asking. – Я спрашивал. He (she) was asking. – Он (она) спрашивал(а). We (you, they) were asking. – Мы (вы, они) спрашивали.	Was I asking? Was he (she) asking? Were we (you, they) asking?	I was not asking. He (she) was not asking. We (you, they) were not asking.
	Future (будущее) to be + -ing	I shall be asking. – Я спрошу (буду спрашивать). He (she) will be asking. – Он (она) спросит (будет спрашивать). We shall be asking. – Мы спросим (будем спрашивать). You (they) will be asking. – Вы (они) спросят (будут спрашивать).	Shall I be asking? Will he be asking? Shall we be asking? Will you (they) be asking?	I shall not be asking. He (she) will not be asking. We shall not be asking. You (they) will not be asking.

Окончание табл. 1

Время		Утвердительная форма	Вопросительная форма	Отрицательная форма
Perfect	Present (настоящее) have/has + 3-я форма глагола/-ed	I have asked. – Я спросил. He (she) has asked. – Он (она) спросила. We (you, they) have asked. – Мы (вы, они) спросили.	Have I asked? Has he (she) asked? Have we (you, they) asked?	I have not asked. He (she) has not asked. We (you, they) have not asked.
	Past (прошедшее): had + 3-я форма глагола/-ed	I had asked. – Я спросил. He (she) had asked. – Он (она) спросила. We (you, they) had asked. – Мы (вы, они) спросили	Had I asked? Had he (she) asked? Had we (you, they) asked?	I had not asked. He (she) had not asked. We (you, they) had not asked.
	Future (будущее): will have + 3-я форма глагола/-ed	I shall have asked. – Я спрошу. He (she) will have asked. – Он (она) спросит. We shall have asked. – Мы спросим. You (they) will have asked. – Вы (они) спросите.	Shall I have asked? Will he (she) have asked? Shall we have asked? Will you (they) have asked?	I shall not have asked. He (she) will not have asked. We shall not have asked. You (they) will not have asked.

Упражнение 1

Вспомните три основные формы некоторых неправильных глаголов.

to be – was, were – been – быть, являться

to become – became – become – становиться

to begin – began – begun – начинать

to break – broke – broken – ломать

to bring – brought – brought – приносить

to buy – bought – bought – покупать

to choose – chose – chosen – выбирать

to come – came – come – приходить

to cost – cost – cost – стоить

to cut – cut – cut – резать; снижать

to deal – dealt – dealt – иметь дело

to do – did – done – делать

to eat – ate – eaten – есть

to fall – fell – fallen – падать, снижаться

to feel – felt – felt – чувствовать

to find – found – found – находить

to fly – flew – flown – летать

to get – got – got – получать; становиться

to give – gave – given – давать

to go – went – gone – идти, уходить

to grow – grew – grown – расти

to have – had – had – иметь

to hold – held – held – держать; проводить

to keep – kept – kept – держать; хранить

to know – knew – known – знать

to lead – led – led – вести

to learn – learnt – learnt – учиться, узнавать

to leave – left – left – оставлять, уходить
to lend – lent – lent – давать займы
to let – let – let – позволять
to lose – lost – lost – терять
to make – made – made – делать
to mean – meant – meant – значить; иметь в виду
to meet – met – met – встречать; соответствовать
to pay – paid – paid – платить
to put – put – put – класть, помещать
to read – read – read – читать
to rise – rose – risen – подниматься
to run – ran – run – бежать; руководить
to say – said – said – сказать
to see – saw – seen – видеть
to sell – sold – sold – продавать
to send – sent – sent – посылать
to speak – spoke – spoken – говорить
to spend – spent – spent – тратить
to stand – stood – stood – стоять
to steal – stole – stolen – красть
to take – took – taken – брать
to teach – taught – taught – обучать
to tell – told – told – сказать, говорить
to think – thought – thought – думать
to throw – threw – thrown – бросать
to understand – understood – understood – понимать
to wear – wore – worn – носить, снашивать
to win – won – won – выигрывать
to write – wrote – written – писать

Упражнение 2

Поставьте глаголы в скобках в Present Simple. Предложения переведите.

1. The first-year students (to have) lectures, classes and (to work) in the laboratories.
2. The students (to take) notes at the lectures as it will help them to read up for their examinations.
3. We (to offer) you to work in shifts.
4. Our boss always (to recruit) professional staff.
5. This company (not/to advertise) sport cars.
6. A doctor's job (to require) a lot of training.
7. This company occasionally (to employ) external consultants.
8. They (not/to grow) wheat, rye and potatoes in these lands.
9. Economic growth (to require) more investments for the production of more capital goods.
10. He (not/to get) any satisfaction from his present job.
11. This company (to offer) benefits to its employees.
12. Women with children (not/to like) to work full-time.

Упражнение 3

Поставьте глаголы в скобках в Past Simple. Предложения переведите.

1. Last year I (to graduate) from the secondary school and I (to enter) this university.
2. I (to get) interested in mathematics when I (to be) at school.
3. Yesterday it (to take) me an hour to get to the university. I (not/to miss) the first lecture and (to arrive) in time.
4. For three days they (to carry out) this interesting work.

5. They speak English rather well, but last year they (to speak) poorly.
6. What data the economist (to analyze) last year? — He (to analyze) changes in prices for chocolate.
7. I (not/to study) economics last year.
8. My parents (not/ to study) economics at the University, they (to study) medicine.
9. Trade between the two countries (to develop) well last year.
10. What goods this firm (to sell)?
11. They (to make) a correct decision? — No, they
12. Industry (to develop) fast at that time?

Упражнение 4

Поставьте глаголы в скобках в Future Simple. Переведите предложения.

1. My elder sister (to graduate) from our university next year. Her speciality (to be) engineer economist.
2. We usually take notes at the lectures as it (to be) easier to read up for exams.
3. We (to have) our exams in January and then we (to have) vacation.
4. Tomorrow the lecture on physics (to begin) at 9.30.
5. She (to start) her own business after graduation.
6. You (to evaluate) this idea.
7. Who (to buy) your goods and services?
8. His business perhaps (not/to continue).
9. People, who buy shares, (to become) shareholders.
10. Partners (to share) the financial responsibilities of their business.
11. How much money you (to need) to start?
12. He (to call back) later today.

Упражнение 5

Поставьте глаголы в скобках в Present Perfect. Учтите, что это время употребляется для выражения действия, которое уже закончилось к данному моменту, но связано с настоящим. Эта связь часто поддерживается словами *never* – никогда, *already* – уже, *since* – начиная с, *lately* – недавно, *this year/month/week* – в этом году/месяце/на этой неделе и т. п. Переведите предложения.

1. This year I (to enter) the Higher school of technology and power engineering.
2. Our manager (to study) already the crucial problems of our business.
3. The role of the service sector (to increase) lately.
4. Manufacturing industries (to use) intensive technologies for processing industries.
5. Economists (to develop) models to analyze economic problems.
6. He (not/to make) decision yet.
7. Some Asian countries (to reach) a great success in light manufacturing industries recently.
8. These countries (to become) economically independent yet?
9. India (to be) an independent country since 1945.
10. I (not/to finish) my report yet, but I (to find) already the necessary data.
11. You ever (to be) to China?
12. Some African countries (not/to solve) the problem of education for the whole population yet.

Упражнение 6

Поставьте глаголы в скобках в Past Perfect. Учтите, что это время употребляется для выражения действия в прошлом, которое совершилось ранее другого действия в прошлом. Переведите предложения.

1. My friend told me that he (to see) already the new film.
2. She (to prepare) the bills by 12 o'clock yesterday.
3. He bought a new car because he (to win) a large sum of money in the lottery.
4. Before he became a hotel manager, he (to work) as a security guard.
5. By 1997 the national debt (to double).
6. Our company (not/to reach) success before we started new methods of marketing.

Упражнение 7

Поставьте глаголы в скобках в Present Continuous или Past Continuous. Учтите, что времена этой группы показывают длительность действия (действие как процесс). Переведите предложения.

1. Electronics (to become) increasingly important in all branches of production.
2. The Russian scientists (to solve) successfully important problems in mathematics, chemistry, electronics, medicine and biology.
3. During the flight the astronauts (to observe) the earth and the sky.
4. I (to look for) a job now.
5. They (to carry out) an advertising campaign at the moment.
6. The prices for petrol (to increase) at present.

7. Our business (to expand) rapidly because our services were variable at the moment.

8. What overseas market they (to plan) to enter at that time?

9. The two companies (to compete) in the market.

10. Unemployment (to grow) at the moment?

11. When he got a job at this company, it (to develop) a new car model.

12. They haven't sold the goods, they (to sell) them now.

Упражнение 8

Поставьте глаголы в скобках в нужную форму. Переведите предложения.

1. Every day he (to attend) lectures on mathematics.

2. Yesterday they (not/to work) in the laboratory as there was no electricity.

3. He (to pass) his exams well, and now he (to rest).

4. They (to get) good results, which helped them in their work.

5. Many students (to graduate) from the university last year.

6. Next year he (to graduate) from the university and (to leave) Saint-Petersburg for his native town.

7. They (to use) this new device in their work soon.

8. Lately the euro (to become) an alternative to the US dollar as an international currency.

9. The degree of economic interdependence between different countries (to increase) today.

10. This company's goods (to become) cheaper in Russia after they (to establish) a subsidiary in this country.

11. The students (to read up) for examinations.

12. The government (to impose) protective tariffs on imported goods lately.

Страдательный (пассивный) залог

Образуется: глагол to be (в соответствующем времени) + Participle II

Правила и способы перевода	Пример	Перевод
1. Страдательный залог показывает, что действие глагола-сказуемого направлено на лицо или предмет, выраженный подлежащим. В ряде случаев подлежащее переводится прямым или косвенным дополнением и ставится, соответственно, в форме винительного или дательного падежа.	He was given a task.	Ему дали задание.
	We were informed that a new idea had been advanced recently.	Нас информировали, что новая идея была выдвинута недавно.
2. Если после глагола в пассиве есть дополнение с предлогом by или with , то оно указывает, кем или чем производится действие. Предлоги переводятся «путём», «при помощи», «посредством» либо соответствуют творительному падежу и не переводятся.	The calculation is done by computer programs .	Подсчёты делаются компьютерными программами (при помощи компьютерных программ).
	The production line is supplied with raw material .	Производственная линия снабжается сырьём .

Продолжение табл. 2

Правила и способы перевода	Пример	Перевод
<p>3. Сочетанием глагола «быть» с кратким страдательным причастием с суффиксами -н- или -т-. Глагол «быть» в настоящем времени опускается.</p>	<p>The mill is built by the workers. are built was built were built has been built have been built shall/will be built will be built</p>	<p>Фабрика построена рабочими. построены была построена были построены была построена были построены будет построена будут построены</p>
<p>4. Глаголом на -ся в соответствующем времени, лице и числе.</p>	<p>The goods are being sold with profit. were being sold</p>	<p>Эти товары продаются с прибылью. продавались</p>
<p>5. Глаголом действительного залога в 3-м лице множественного числа, в неопределённо-личном предложении.</p>	<p>The company's account is checked. was checked will be checked</p>	<p>Отчёт компании проверяют. проверили будут проверять</p>

Окончание табл. 2

Правила и способы перевода	Пример	Перевод
<p>6. Глаголы с относящимся к ним предлогом, которые переводятся также глаголами с предлогом:</p> <p>to depend on – зависеть от to insist on – настаивать на to look at – смотреть на to rely on – опираться на to speak of (about) – говорить о to refer to – ссылаться на, называть to deal with – иметь дело с и др.</p> <p>переводятся глаголами в неопределённо-личной форме, причём соответствующий русский предлог ставится перед английским подлежащим.</p>	<p>The new plant is much spoken about.</p> <p>This article was often referred to.</p>	<p>О новом заводе много говорят.</p> <p>На эту статью часто ссылались.</p>
<p>7. Глаголы без предлогов, которые переводятся глаголами с предлогом:</p> <p>to affect – влиять на to answer – отвечать на to influence – влиять на to follow – следовать за и др.</p> <p>переводятся глаголами в активном залоге или неопределённо-личной форме, причём соответствующий русский предлог ставится перед английским подлежащим.</p>	<p>The conditions of work are greatly affected by the government.</p>	<p>На условия работы сильно влияет правительство.</p>

Упражнение 1

Переведите предложения, учитывая особенности перевода английского пассивного залога.

A

- 1.** The letter was dictated by the sales manager.
- 2.** The company's account is published in the "Annual Report".
- 3.** The trial order was placed after comparing the offer of Mr. Brown with other offers received.
- 4.** The total amount of money which the company has earned during the year was shown in the profit and loss account.
- 5.** Some money is borrowed by the group, but the group has to pay interest on it.
- 6.** The dividend of the preference shares is guaranteed and is always paid.
- 7.** A part of its profits is kept by the firm as added to reserves.
- 8.** The terms of payment were considered by the client attentively.
- 9.** The price list and the catalogue are referred to in this business letter.
- 10.** This manufacturer can be dealt with.
- 11.** The terms of payment are affected by the economical position of the firm.
- 12.** The profits of the company were referred to by a commercial journal.
- 13.** We are required to examine in details the fundamentals of this phenomenon.

B

- 14.** Under a capitalist system, property resources are owned by private individuals and private institutions rather than by government.
- 15.** The problem of peak traffic hours can be dealt with in several ways.
- 16.** The industry was not competitive; it was dominated by one big firm.

17. Some specific suggestions have been offered recently to deal with the problems of bureaucratic inefficiency.

18. When government makes the decision to build an interstate highway, private concerns are given the responsibility for carrying out this decision.

19. The American economy can be described as mixed capitalism. It is primarily a market economy, but the operation of the price system is influenced by the government in a variety of ways.

20. Many industries are dominated by a small number of large corporations.

21. Economic life is greatly affected by the government.

22. State and local government have been faced with serious fiscal problems.

23. They were told that their morning appointment with the chairman of the Board (председатель совета) had to be postponed (отложить) until the afternoon.

24. Now the customers are required to serve themselves, they do it very often today.

25. During and immediately after the World War II customers in most stores no longer required or were offered sale's help. They either served themselves or were waited on (зд. обслуживаться) by sale's personnel.

26. Difficulties are often met with in solving economic problems.

27. First economic successes were followed by a recession.

28. This economist opinion cannot be much relied upon.

Упражнение 2

Из данных предложений выберите предложения с пассивным залогом и переведите их.

1. Prices are determined in the product market by the interaction of the supply decisions of the competing households. In the resource market, the demand decisions of competing businesses, coupled with supply decisions of competing households, determine prices.

2. Total receipts are found by multiplying product price by the quantity of product sold. Total costs are found by multiplying the price of each resource used and the amount employed and summing the cost of each.

3. Consumer sovereignty dominated a competitive market economy.

4. The functioning of the private sector through the price system is modified in a variety of ways by public sector.

5. The government modified the operation of the price system.

6. The basic services provided by government include the use of police powers to maintain internal order.

7. Different measures are provided by the government to prevent fraudulent (мошеннический) activities on the part of producers and, simultaneously, to increase the public's confidence in the integrity of the price system.

8. Monopolists are not regulated by the will of society as are competitive sellers.

9. The government regulated prices and service standards by creating public commissions.

10. Society's total income is divided among individual households. Households divide their total incomes among personal taxes, saving and consumer goods.

11. The part of corporate income which is paid out of dividends is taxed twice. It is first taxed under the corporate income tax and it is taxed again as personal income to stockholders.

Таблица 3

Модальные глаголы

Модальные глаголы и их эквиваленты	Значение	Времена		
		Present	Past	Future
can to be able to	могу, умею	can work am (is, are) able to work – могу /может /умеет рабо- тать	could work was (were) able to work – мог /умел работать	— shall (will) be able to work – сможет / сумеет работать
may to be allowed to	могу, можно, разре- шено	may work am (is, are) allowed to work – могу/ можно/ разрешено работать	might work was (were) allowed to work – мог / было разрешено работать	— shall (will) be allowed to work – смогу / будет можно работать
must to have to	должен, надо, нужно	must work have (has) to work – дол- жен / приходится работать	— had to work – дол- жен был работать	— shall (will) have to work – должен буду работать
to be to	должен, предстоит (обусловлено заранее намеченным планом)	The group is to spend a great amount of money. Фирма должна потратить много денег.	The group was to start a new produc- tion line. Фирме предстояло запустить новую производственную линию.	—

Окончание табл. 3

Модальные глаголы и их эквиваленты	Значение	Времена		
		Present	Past	Future
should + инфинитив без “to”	должен, должен бы, следует, следовало бы (наставление, совет, предпологаемое или ожидаемое действие в настоящем или в будущем)	They should pay the loan immediately. Им следует выплатить ссуду немедленно.	They should have paid the loan immediately. Им следовало выплатить ссуду немедленно. (А они это не сделали) Сожаление, упрёк.	This company should get good profit. Компания, должно быть, получит хорошую прибыль (Должна получить...).
ought to	должен, следует (совет, моральный долг)	The company ought to publish its annual report. Компания должна публиковать свой ежегодный отчет.	They ought to have warned the wholesalers. Им следовало предупредить оптовиков. (А они этого не сделали: упрёк, порицание.	There ought to be no difficulties. Не должно быть никаких трудностей. (Предположение, ожидание).
will	придаёт будущему действию оттенок желания намерения, настойчивости, согласия, просьбы			We will be interested in your answer. Мы крайне заинтересованы в Вашем ответе.
would	форма вежливости для выражения просьбы, желания	Would you send this bill. Будьте любезны, пришлите этот счёт.		

Упражнение

Переведите предложения, учитывая значение модальных глаголов.

A

1. These stores had to be closed last year with a loss of nearly 3 m.p.
2. The group must pay interest on any money which it has borrowed.
3. The holders of preference shares are able to get dividend each year.
4. We would be glad to have you as our customers.
5. The group owes current liabilities which it will have to pay out later
6. We must be able to predict in order to control efficiently.
7. The owners of the corner shops have to sell their stores to big companies. Their experience of neighbourhood (знание ближайшего окружения) was to become useful for big companies.
8. Suitable jobs should be available for all who are willing and able to work.
9. There are five fundamental questions which must be answered in studying the use of scarce resources: 1. How much is it to be produced? 2. What is it to be produced? 3. How is it to be produced? 4. Who is to receive it? 5. How should the system be adapted to change?
10. We'll offer these goods on receipt of your order.

B

11. Basic understanding of economics is essential if we should be well-informed citizens.
12. We will keep your catalogue for further reference, but think your product too highly priced for this market.
13. No workers should be involuntary (против желания) out of work; the economy should provide employment for all who are willing and able to work.

14. We must emphasize that a change in either technology or resource prices may cause the firm to shift from (зд. отказаться от) the technology now employed.

15. Government should increase its own spending on public goods and services, on the one hand, and reduce taxes in order to stimulate private spending, on the other.

16. The government has a legitimate role to play in market failure: it has to provide public goods and services, diminish income inequality etc.

17. During a depression, some firms have to close down. Consumers have fewer decisions to make because their income is now very small.

18. Finances of a sole proprietor are usually limited to what this proprietor has on his bank account and to what he is able to borrow.

19. A general impression of the size and growth of governmental role in the economy can be achieved by comparing government purchases of goods and services with national output.

20. If you wish us to undertake shopping arrangements, we will gladly do so.

C

21. It will be a pleasure for us to answer all your questions if you will write to us.

22. Both the full employment and the full production of available resources are essential if their administration is to be efficient.

23. Because of inflation, government has to spend larger and larger amounts of given goods and services.

24. Your reply by return would be appreciated.

25. The size of population and its geographic location are to become an important factor of government's role.

26. Customers do not have to please retailers, but retailers, to be successful, must study their customers and choose the way to please them.

27. Nothing annoys (раздражать) a customer more than having to wait for something.

28. Businesses should synchronize their production choice with consumer choices.

29. We will hold our goods in reserve for you, as we feel sure, you would not wish to miss such an opportunity.

30. The government is to augment private demand so that total demand (private and public) will be sufficient to generate full employment.

31. Payment is to be effected in LBP under an irrevocable divisible letter of credit established by the Buyers within the first class bank correspondent of Barclays Bank, London, against the following shipping documents...

32. The letter of Credit (аккредитив) is to be valid for 60 days for shipment and presentation of the documents.

33. The Letter of Credit is to be opened within 10 days after receipt by the Buyers of the Seller's advice of readiness of the goods for shipment.

34. Most telephoned and telegraphed communications have to be confirmed in writing.

35. A good letter should be as long as is necessary to say what has to be said.

36. Polite forms to help the introduction of a good letter must not be too long.

37. If we place orders with you we will have to insist on prompt delivery. Can you guarantee delivery within three weeks of receiving orders?

38. Our annual requirements for your product are considerable, and we may be able to place substantial orders with you if your prices are competitive and your deliveries prompt.

Таблица 4

Глагол “to be”

Функция в предложении и значения	Примеры	Перевод
1. Смысловой глагол « быть », « являться », « находиться ».	Crop and animal farming are the main branches of agriculture.	Животноводство и растениеводство – это две основные отрасли сельского хозяйства.
2. Вспомогательный глагол для образования сложных глагольных форм (группа времен Continuous, страдательный залог). Самостоятельно не переводится.	They are planning a new project now. The goods are sold at a high price.	Они сейчас планируют новый проект Эти товары продаются по высокой цене.
3. Модальный глагол (в сочетании с инфинитивом с частицей “to”) со значением долженствования.	The economists were to give recommendations to the government.	Экономисты должны были дать рекомендации правительству.
4. Конструкция “ there be ” играет в предложении роль сказуемого и переводится « есть », « имеется », « существует ».	There is a tendency for grow of trade between the two countries.	Есть тенденция роста торговли между этими двумя странами.

Упражнение

Переведите предложения, учитывая разные функции и перевод глагола "to be".

1. We are ready to start a new business.
2. There were no disputes about the company strategy.
3. He said they were to make the payment by a letter of credit.
4. There are many bank deposits which keep pace with inflation.
5. Their relations are stable and mutually beneficial.
6. There will be a steady demand for such products.
7. He is presenting the new company structure at next month's meeting.
8. There is no public ownership of land in that country.
9. The company is not required to report to parliament.
10. Their machines have been exported to Europe.
11. The seller was to deliver the goods as soon as the buyer paid for them.
12. The contract is always signed by both parties.
13. The department is presently undergoing major reorganisation.
14. This industry is dominated by a single firm.
15. Today they are to prepare all the documentation for tomorrow's meeting.
16. The system is complicated by the involvement of three different ministries: finance, transportation and trade.
17. Some workers were trying to find alternative work, when most went on strike.
18. Even before this summer there were reports that prices were falling across many parts of this sector.

Таблица 5

Глагол “to have”

Функция в предложении и значение	Примеры	Перевод
1. Смысловой глагол « иметь » (чаще переводится: «у... есть »).	The more customers the bank gets the higher profits it has .	Чем больше клиентов получает банк, тем больше у него доход.
2. Вспомогательный глагол для образования сложных форм глагола (группа времен Perfect). Самостоятельно не переводится.	We have already changed over to the new version.	Мы уже перешли на новую версию.
3. Модальный глагол (в сочетании с инфинитивом с частицей “to”) со значением долженствования (см. табл. 3).	The firm has to buy new equipment, because it cannot use old machines.	Фирме приходится закупать новое оборудование, потому что она не может использовать старые машины.

Упражнение

Переведите предложения, учитывая разные функции и перевод глагола "to have".

1. This company has always spent a large part of its annual budget on the improvement of its products.
2. The company will have to reduce prices for its goods if the demand falls.
3. Nations with large territories but which are not too large in population may have a relatively high degree of economic security.
4. They have to buy raw materials and sell their products in the world market.
5. The bank announces that it will have to cut jobs and to restructure its business.
6. For centuries most nations had high tariffs and many restrictions on international trade.
7. Belgium had to specialize only in some manufactured goods, for example, in cars.
8. With its large territory, the United States has always been interested in the development of domestic market.
9. These changes have affected employment in engineering and agriculture.
10. When the University had some financial difficulties, it got support from the government.
11. There has been a significant increase in the importance of Japan as a source of imports.
12. Each country has its economic problems and has to develop its own policy in order to make progress.
13. Before he joined the company he had worked in marketing.
14. When they started doing business, foreign investments had already doubled.
15. If an economist has two different models, he chooses the model that predicts the results more accurately.

Упражнение

Переведите предложения, учитывая особенности перевода степеней сравнения прилагательных и наречий.

1. More than 90 percent of the nation's total trade has recently been done on its territory.
2. And the more countries adjust their economies to cope with inflation, the closer they come to hyperinflation.
3. Most of the lands in the North of the country have not been used yet.
4. Consumers are interested in cheaper goods of as high quality as possible.
5. Hospitality industry is one of the fastest-growing industries now.
6. The longer inflation continues, the more the economy learns to live with it.
7. The problem of economic independence is the most essential for developing countries.
8. Command economy relies more on planning than on prices.
9. Knowledge of foreign languages is much more important now than it was some 40 years ago.
10. Government intervention in Sweden is as low as in Denmark or, probably, lower.
11. Land quality is more important for agriculture than for other industries.
12. If we want to have a clearer picture of economic life in the country, we must have more reliable information.
13. In the 18th century the greatest part of national income in most European countries came from import and export tariffs. These days they play a less role.
14. Governments can influence for whom goods are produced most effectively in economies with higher levels of government regulation.
15. If other things are equal, this firm will do the work better than the others.

Многофункциональное слово “one”

Функция, значение	Примеры	Перевод
1. Числительное «один», «одна», «одно».	We have received only one letter. This store is one of the oldest.	Мы получили только одно письмо. Этот магазин – один из старейших.
2. Формальное подлежащее в неопределенно-личных предложениях, самостоятельно не переводится.	One knows (известно) One believes (считают) One can (можно) expect One must (нужно) expect One may (можно) expect } that this mill makes good profits.	Известно, Считают, Можно ожидать, Нужно ожидать, Можно ожидать, } что этот завод имеет большие прибыли.
3. Слово-заменитель. Переводится тем существительным, которое заменяет, или опускается в переводе.	The new way of transporting goods differs from the old one .	Новый путь перевозки товаров отличается от старого (пути).
4. В форме притяжательного падежа: one's отвечает на вопрос «чей?»	It is difficult to predict one's behaviour during the recession.	Трудно предсказать своё (чьё-либо) поведение во время экономического спада.

Упражнение

Переведите предложения, учитывая разные функции “one”.

1. The manager can work with just one important client.
2. A regressive tax is one which rate declines as income increases.
3. One can avoid paying value-added tax by saving rather than consuming.
4. There is no scientific way of measuring one’s ability in pay taxes.
5. Specialization and mutual interdependence (взаимозависимость) vary directly with one another.
6. The relationship between price and quantity supplied is a direct one.
7. According to the law of supply, the relationship between production cost and supply is an intimate one.
8. One must distinguish economic facts from noneconomic.
9. One has to study the role of foreign investment which is not the only solution for achieving overall privatisation.
10. The incentives of high-income individual will be diminished because taxation reduces one’s income.
11. The use of one’s resources for the production of drugs is prohibited by law.
12. When a large number of buyers and sellers are present in a particular market, no one buyer or seller will be able to demand or offer a quantity of the product sufficiently large to influence its price.
13. Its economic profit is an evidence that this industry is a prosperous one.
14. One may see that the market system of the private sector is by no means perfectly efficient.
15. One can practice selectively (избирательно) in the market system of the private sector, using one’s income to buy precisely what one chooses and rejecting unwanted commodities.
16. One might channel a part of one’s income to the purchase of securities.

17. One inevitable (неизбежный) consequence of the lack of growth in American productivity (out per worker) is the stagnation of growth of real income.

18. One suggests to “reindustrialize” this economy, that is to make massive new investments in machinery and equipment.

19. A business letter should have a suitable ending – one that is not long but makes the reader feel that his point of view is being considered.

20. One cannot yet clearly define the new property rights. Restructuring and governance problems have to be solved before one can speak of a “standard” private market economy.

21. This example, like the one on the previous page, contains all the necessary information about the firm n.

22. A very common type of enquiry is one in which a customer asks a supplier for a special product line which the supplier may not already be producing.

23. You conclude your letter with one or two lines encouraging the customer to place orders and assuring him of good service.

24. Let us consider the firm which wants to increase sales, or one which is putting a new product on the market.

Многофункциональные слова “that”, “those”

Функция, значение	Примеры	Перевод
1. Местоимения «этот», «эти», «тот», «те».	Those stores are the most popular.	Эти магазины самые популярные.
2. Слова-заменители. Переводятся тем существительным, которое они заменяют, или опускаются при переводе.	The prices of this store are high compared with those of supermarket.	Цены в этом магазине высокие по сравнению с ценами супермаркета.
3. “that” – союзное слово «который».	The product that arrived in the shop was of high quality.	Продукт, который поступил в магазин, был высокого качества.
4. “that” – союз «что», «чтобы».	One can say that this advertisement is very efficient.	Можно сказать, что эта реклама очень эффективная.
5. Часть выделительной конструкции « It is... that/which/who... ». Переводится «именно», «это» и т. д.	It was in our laboratory that the new experiment was carried out.	Именно в нашей лаборатории провели новый эксперимент.

Упражнение

Переведите предложения, учитывая разные функции многозначных слов “that”, “those”.

A

1. Economic principles are less certain and less precise than those of the laboratory sciences.

2. Any buyer who is willing and able to pay this price for this product will be able to acquire it; those, who are not, will not.

3. When supply increases and demand decreases, the result will be a price fall greater than that which would result from isolated change.

4. The possibility that supply and demand will be both changed in a given period of time is probable.

5. Those goods and services which can be produced at a profit will be produced, and those which production entails losses will not.

6. Historically the most recent and the most important function of government is that of stabilizing the economy.

7. The fact that income tax rates are progressive means that tax collection will rise at a more rapid rate than incomes.

8. Since 1970's retail buyers have had to do with a new buying problem, that of material shortage.

9. Wholesalers today realize that their very existence depends on the retailers' ability to dispose of merchandise.

B

10. Those who supply human resources attempt (пытаться) to obtain the highest possible incomes from their employment

11. The distinction between a change in supply and a change in the quantity supplied parallels that between a change in demand and a change in the quantity demanded.

12. Resources are continually reallocated (перераспределяться) from industries whose productive techniques are relatively less efficient to those whose techniques are relatively more efficient.

13. The bulk of personal saving that occurs in American economy is done by those households which are in high income brackets (зд.: группа).

14. Those who benefit from good roads pay the cost of those roads.

15. Progressive taxes are those which bear down (ложиться на) most heavily on the rich; regressive taxes are those which hit (поражать) the poor hardest.

16. Studying customer's shopping preferences compare outside trend figures with those in your store.

17. Because manufacturers are constantly turning out (производить оборот) goods, their merchandise is usually fresher and has more customer appeal than that bought from wholesalers.

18. The book studies the main difficulties that were encountered during the period of transition from socialist economy to market economy.

19. Experience has shown that privatization is costly even when assets are sold rather than given away.

20. All kinds of service activities were developed, especially those for which the main input was human capital: consulting, private teaching etc.

21. The phrases written in a foreign language may have quite a different meaning from that intended.

22. When writing a letter you should remember that simplicity of word usually gives the impression of sincerity.

23. The letter gives the information asked for, and this is basically all that is wanted.

Таблица 9

Многофункциональное слово “it”

Функция, значение	Примеры	Перевод
1. Личное местоимение «он», «она», «оно» (заменяет неодушевленное существительное).	A new consignment arrived at the store. It will be sold off quickly.	Новая партия товаров поступила в магазин. Она будет распродана быстро.
2. Указательное местоимение «это» (заменяет предыдущее предложение).	The prices are rising. It means that demand can fall.	Цены растут. Это означает, что спрос может упасть.
3. Формальное подлежащее безличного предложения. Самостоятельно не переводится.	It is impossible It is important It is expected It is common practice	Невозможно Важно Ожидается Обычно принято
	} to use this method.	} использовать этот метод. (использование).
4. Формальное дополнение после некоторых глаголов. Самостоятельно не переводится.	The method makes it possible to obtain good productivity.	Метод делает возможным получение хорошей производительности.
5. Часть выделительной конструкции “ it is...that (which) ”. Переводится «именно», «это» и т.д. (См. табл. 8, стр. 37).	It is the customers will that is the most important. It was not until 1950 that the new equipment entered into practice.	Именно желание покупателей наиболее важно. Только в 1950 году новое оборудование вошло в употребление.

Упражнение

Переведите предложения, учитывая разные функции “it”.

A

1. Macroeconomics examines the forest, not the trees. It gives us a bird's-eye view of the economy.

2. It is evident that our economy is faced with a very fundamental choice.

3. Consumers, in purchasing a given product, try to obtain it at the lowest price.

4. It is the competition which is a basic regulatory force in capitalism.

5. It is the money which is a medium of exchange.

6. Most modern economies find it convenient to use pieces of paper as money.

7. It is assumed that markets are competitive, that is, there are large numbers of independently acting buyers and sellers in the market.

8. It is in the interest of resources owners to supply more of particular resource at a high price than at a low price.

9. It is essential to recognize the role of competition as the mechanism of control.

10. It takes a few days for the documents to arrive.

B

11. It is quite fashionable today to be critical of advertising. In fact, businesses could not exist without it.

12. With competition, it is the supply and demand decisions of many sellers and buyers which determine market price.

13. It is important that we carefully state and fully understand the facts providing a foundation for the field of economics.

14. It must be emphasized that private ownership and reliance on the market system do not always go together.

15. It is through the price system that the allocation of resources and distribution of the resulting output are carried out.

16. Under pure capitalism it is competition coupled with freedom of choice and with self-interest which provides the means for achieving a rapid rate of technological advance.

17. Strange as it may first seem, two exchanges – surplus product for money and then money for a wanted product – are simpler than bartering: single product-for-product exchange.

18. It is correct to examine demand from the point of view of quantity, that is, we can ask what prices can be got from consumers for various quantities of goods.

19. Businesses tend to buy less of a given resource, as its price rises, and they tend to substitute other relatively low-priced resources for it. Entrepreneurs will find it profitable to substitute low for high-priced resources.

20. It should be stressed that the competitive market is an extremely powerful and versatile (гибкий) tool for economic understanding.

21. Price supports make it necessary for government to buy and store surplus output.

22. It is competition which forces businesses and resource suppliers to make appropriate decision.

23. It is self-interest which causes changes in society's wants.

24. It is impossible to translate all business phrases literally as each language has its own characteristic idiom.

25. In foreign trade the use of forms in writing letters is a necessity; it facilitates many problems.

Причастия

Вид причастия	Функция в предложении и перевод		
	часть сказуемого	определение	обстоятельство
1. Participle I Active voice selling writing	<p>He is selling his goods. Он продаёт свои товары.</p> <p>(Для образования времен группы Continuous. Самостоятельно не переводится).</p>	<p>The merchant selling his goods pays a profits tax. Торговец, продающий свои товары, платит налог с прибыли.</p> <p>The seller examined the letter containing an interesting offer. Продавец изучил письмо, содержавшее интересное предложение.</p> <p>(Причастие на -щий, -вший).</p>	<p>(When, while) selling his goods, the merchant pays a profits tax. Продавая свои товары, торговец платит налог с прибыли.</p> <p>(Деепричастие на -а, -я).</p>
2. Participle I Passive voice being sold being written	<p>The goods are being sold. Товары продаются.</p> <p>(Для образования группы времен Continuous пассивного залога. Самостоятельно не переводится).</p>	<p>The goods being sold were foreign made. Продаваемые товары были произведены за границей.</p> <p>(Причастие на -емый, -имый).</p>	<p>(While) being moved the goods are insured against all risks. Когда их перевозят (во время перевозки) товары страхуются против всех рисков.</p> <p>(Придаточное обстоятельственное предложение; существительное с предлогом).</p>

Вид причастия	Функция в предложении и перевод		
	часть сказуемого	определение	обстоятельство
3. Participle II Passive voice sold written	1) He has sold his goods. Он продал свои товары. (Для образования времен Perfect. Самостоятельно не переводится). 2) The goods are sold . Товары проданы. (Для образования пассивного залога. Самостоятельно не переводится).	The goods sold gave substantial profit. Проданные товары принесли существенную прибыль. The problem discussed yesterday is very important. Проблема, обсуждавшаяся вчера, очень важна. (Причастие на -щийся, -мый, -ный, -тый, -вшийся).	If sold , the goods will give substantial profit. Если их продать , товары принесут существенную прибыль. (Обстоятельственное придаточное предложение).
4. Perfect Participle active voice having sold having written	—	—	Having sold his goods he got substantial profits. Продав свои товары, он получил существенную прибыль. (Деепричастие на -ив, -ав).
5. Perfect Participle Passive voice having been sold having been written	—	—	Having been sold , the goods gave substantial profit. После того как товары были проданы , они принесли существенную прибыль. (Придаточное обстоятельственное предложение).

Упражнение 1

Переведите, учитывая разные функции причастий.

1. The merchandise is ordered in large quantity. The merchandise ordered arrived yesterday.

2. The budget is controlled. Controlled merchandise budget is reliable.

3. The goods should be paid. Having paid the manufacturer, the seller put his goods in stock.

4. The business is conducted according to a very strict code of conduct. The business conducted according to a very strict code of conduct was successful.

5. The sellers modifying the correspondence make it closer to the spoken language. These sellers are modifying the style of their correspondence.

6. The control established by the retailers was useful. A control was established by the retailers. The retailers established a strict control.

7. The goods delivered yesterday are perfect. These goods are delivered from New York.

Упражнение 2

Переведите предложения, учитывая особенности перевода причастий.

A

1. Agricultural products can be produced with varying combinations of resources.

2. Generally speaking the industrially advanced economies of the world differ essentially.

3. Various societies having different cultural and historical background (основа) give different answers to the fundamental questions of obtaining economical efficiency.

- 4.** The economists are dealing not only with facts, but also with values.
- 5.** There are situations wherein the sellers cannot influence total supply and therefore the price of the commodity being sold.
- 6.** Consumption, being a form of spending, induces (порождать) production and employment.
- 7.** Having determined the level of resource utilization which it desires, society must then achieve that level of resource use.
- 8.** The creation of specific policy designed to achieve the broad economic goal of our society is no simple matter.
- 9.** When examining these data, we observe that consumption varies directly with after tax income.
- 10.** Economic principles are the bases for the formulation of economic policy designed to solve problems and control the situation.
- 11.** This profit compensates you for the risks involved in purchasing corporate stock.
- 12.** Approximations (приближение) of models, when properly handled, can be very useful.
- 13.** Capitalism may be characterized as an automatic self-regulating system motivated by the self-interest of individuals and regulated by competition.
- 14.** It is evident that at this price quantity demanded is in excess of quantity supplied.
- 15.** The largest source of income for households are the salaries paid to workers by the business and governmental units hiring them.

B

- 16.** When economists say that the average household earned an income of about \$ 2,390 in 1981 they are making a generalization.

17. When the economy is operating at full employment and achieving full production it shows the best efficiency.

18. In the pure capitalist system there are many independently acting buyers and sellers of each product and resource.

19. A high price of the product means that the consumer, being on the paying end of this price, will buy a relatively small amount of the product.

20. Sellers may withhold (придержаться) some products from the market, anticipating a higher price in the future.

21. The equilibrium price clears the market, leaving no surplus for sellers and shortage for potential buyers.

22. We may analyze the effect of a change in demand assuming that supply is constant. Then reverse the procedure and analyze the effect of a change in supply on price, assuming that demand is constant.

23. The fact that corporations, constituting only 14 % of the business population, produce 2/3 of total business output proves the dominant role of large corporations in American economy.

24. Price and quantity supplied are directly related. As price increases, the quantity supplied increases. As price declines, so does the quantity supplied.

25. Specialization and an advanced technology based on the extensive use of capital goods are features common to all modern economies.

26. Having compared the national income account over a period of time, we could realize the long-run course which the economy has been following.

27. Closely related to private ownership of property is freedom of enterprise and choice.

28. Beginning in the mid-1970s, concern over the growth and size of the Federal deficit and its impact upon the economy has mounted.

29. When operating properly, the monetary system is the lifeblood (источник жизненной силы) of the flows of income and expenditure.

Независимый причастный оборот

Примеры	Перевод
Независимый причастный оборот в начале предложения (переводим с союзами « так как » или « когда »)	
1. <i>The problem being difficult, they worked hard.</i>	<i>Так как задача была трудная, они работали много.</i>
2. <i>The buyer showing his interest in new goods, the manufacturer gives him the necessary information.</i>	<i>Когда покупатель проявляет интерес к новым товарам, производитель даёт ему всю необходимую информацию.</i>
3. <i>With prices being particularly favorable, suppliers regularly make special offers of goods.</i>	<i>Когда (если) цены особенно благоприятны, поставщики регулярно делают специальные предложения товаров.</i>
Независимый причастный оборот в конце предложения (переводим с союзами « причём », « при этом », « и », « а »)	
4. <i>The services of the bank are paid for, but they are not expensive, the bank coming into every transaction at some stage or another.</i>	<i>Услуги банка оплачиваются, но они не дорогие, при этом банк участвует в каждой сделке на том или ином её этапе.</i>

Упражнение

Переведите предложения, учитывая особенности перевода независимого причастного оборота.

A

1. A product becoming unusually scarce, its price will rise.
2. Production cost declining, producers will sell more products.
3. Fewer oranges are offered for sale, their price having decreased in retail markets.
4. An increase in demand, supply being equal, has a price-increasing effect and a quantity-increasing effect.
5. Consumers acting rationally, the first dollar of their income is spent upon basic high-urgency goods.
6. The retailers beginning to bypass (обгонять) the wholesalers, the latter developed a number of techniques to keep alive.
7. About four-fifth of the total output of American economy is provided by the market system, the remaining one-fifth being produced under the sponsorship (финансовая поддержка) of government.
8. During periods of depression, saving is an economic vice (зд. просчёт), the reason being that too much saving is the cause of unemployment or depression.
9. Households having only limited amounts of resources to supply to business, the money incomes of consumers will be limited.
10. Resources being not equally productive in all possible uses, the shifting of resources from one use to another increases their cost.

B

11. The equilibrium price is the price at which farmers are willing to produce and the supply in the market is identical with the amount that consumers are willing to buy, equilibrium meaning “in balance” or “at rest”.

12. The oil embargo by Arab members of the Organization of Petroleum Exporting Countries sharply increasing world petroleum prices, US began to control energy prices and supply allocations (зд. обеспечение).

13. Capitalism being an individualistic system, it is not surprising that primary driving (движущий) force of such economy is the promotion of one's self-interest.

14. A fundamental characteristic of demand is this: price falling, the corresponding quantity demanded rises, or alternatively: price increasing, the corresponding quantity demanded falls.

15. There is an inverse relationship between a change in supply and the resulting change in equilibrium price, the relationship between a change in supply and the resulting change in equilibrium quantity being direct.

16. The proprietor's profit income depending upon the enterprise's success, there is strong and immediate incentive to manage the affairs of the business efficiently.

17. The majority of consumers having money and wishing to spend, they buy durable (длительного пользования) merchandise.

18. Customers shopping products changing so rapidly, you should take notice of months, days and times of days in which most of your customers like to shop.

19. Money being the most liquid of all assets, it is a very convenient form in which to store wealth.

20. Other things being equal, increases in money supply tend to increase total spending.

21. The prices being particularly favourable, suppliers regularly make special offers of goods.

22. The next consignment being rather useful, we recommend you to take advantage of this offer.

Таблица 12

Герундий

Функция в предложении	Примеры	Перевод
1. Подлежащее	Chartering of ships is very important for shipments of goods.	Фрахтование кораблей (фрахтовать корабли) очень важно для перевозки товаров. (Инфинитив, существительное).
2. Часть сказуемого	The main task is keeping customer's accounts.	Главная задача – хранение счетов клиентов (хранить счета клиентов). (Существительное, инфинитив).
3. Прямое дополнение	The situation requires controlling the supply.	Ситуация требует управлять (управления) поставками. (Инфинитив, существительное).
4. Определение (обычно с предлогом of, for после существительного)	The ability of influencing the commerce is studied attentively.	Способность влиять (влияния) на торговлю изучается внимательно. (Существительное, инфинитив).
5. обстоятельство (обычно с предлогами: in – при, в то время как, on (upon) – по, после, after – после, before – перед, by – творит. падеж, instead of – вместо того чтобы, for – для и т.д.	He is able to discuss the terms of an order without receiving our special authorization.	Он может обсуждать условия заказа без получения (не получая) нашего специального разрешения на это. (Существительное с предлогом, деепричастие с отрицанием).

Упражнение 1

Переведите предложения, учитывая разные функции герундия.

A

- 1.** Knowing what to buy is only one third of the buying operation.
- 2.** A knowledge of economics may be helpful in running a business or in managing one's personal finances.
- 3.** Deriving principles from facts is called "economic theory" or "economic analysis".
- 4.** Economic resources – the means for producing goods and services – are limited.
- 5.** Material wants for goods and services of the society are incapable of being completely satisfied.
- 6.** By controlling supply the producer can command the market on his behalf.
- 7.** The price system operates as a mechanism for communicating and coordinating individual free choices.
- 8.** The price system is incapable of registering all social or collective wants.
- 9.** Economics is the study of man's behaviour in producing, exchanging and consuming the material goods and services.
- 10.** The general knowledge of economic behaviour can be used in formulating policies for correcting or avoiding the problem studied.

B

- 11.** Principles and theories bring order and meaning to a number of facts by tying these facts together, putting them in correct relationship to one another and generalizing upon them.
- 12.** Simple two-dimensional graphs (график) are a convenient and clear way of visualizing and manipulating different relationships between the price of a specific product and the quantity of it which consumers buy.

13. Economics is based upon facts concerning the activities of individuals and institutions in producing, exchanging and consuming goods and services.

14. Allowing price competition would be the fastest way to weaken the ability of this organization to coordinate production and price.

15. On reflecting (размышлять) we realize that we indeed buy many goods for the services which they render.

16. Capital goods satisfy our wants indirectly by permitting more efficient production of consumer goods.

17. In American economy government plays an active role in promoting economic stability and growth, in providing certain goods and services which would be underproduced or not produced at all by the market system etc.

18. The safety and convenience of using checks have made checking accounts the most important type of money in US.

19. Adjusting to given changes is one thing, initiating changes, particularly desirable changes, is something else.

20. Limited liability eases the corporation's task in acquiring money capital.

Упражнение 2

Переведите предложения, учитывая разные функции слов на -ing.

1. Government alters the distribution of income by modifying the prices established by market forces.

2. Governmental fiscal actions can exert (оказывать) important stabilizing influence upon the economy.

3. The Federal government uses all practicable means to promote free competitive enterprises and create possibility of full employment including employment for those able and willing to work.

4. Discount houses becoming competitive, traditional stores were forced to review their markup (наценка) policy.

5. Any effort made or any device employed in attracting customers to your store are considered sales promotions.

6. Customers varying from season to season, month to month, week to week and even day to day, your sales promotion planning must be flexible enough to follow these variations.

7. The seller knowing how much he is going to spend on promotion, his planning the various promotional activities must be very accurate.

8. A prestige factor being important for some customers determines the high price of goods.

9. Looking at your stock once a year does some good. By taking a proper inventory, you know where you are going and how much your merchandise is worth at a definite time.

10. Merchandise in your store earns nothing until it is sold at a profit.

11. The need for thought in writing is clear when you realise that in speaking the reaction to the spoken word can be seen or heard immediately but reaction to a letter is not known until the answer is received.

12. Everyone has a characteristic way of writing, but it must be remembered that the subject of the routine business letter lacks variety.

13. The growing use of the telephone and telegraph is reducing correspondence in this age. Another factor is the increasing personal contacts in international trade.

Инфинитив

Функция в предложении	Примеры	Перевод
1. Подлежащее	To acknowledge the receipt of the order is necessary.	Подтвердить получение заказа необходимо (подтверждение). (Инфинитив, существительное).
2. Часть сказуемого: а) После глагола-связки “is” с существительными “aim”, “purpose”, “idea” и т.д. б) После модального глагола to be+to, to have+to и др.	а) Their aim is to augment the profit. б) You have to augment the profit.	а) Их цель – (состоит в том, чтобы) увеличить прибыль. (Инфинитив). б) Вы должны увеличить прибыль. (Инфинитив).
3. Дополнение	The operator prefers to use the new equipment.	Оператор предпочитает использовать (использование) новое оборудование. (Инфинитив, существительное).
4. Определение	а) They have the possibility to make an enquiry. б) The documents to be used in the transaction have just been received. в) The firm was the first to publish its annual account.	а) У них есть возможность сделать запрос. (Инфинитив, существительное). б) Документы, которые должны быть использованы при сделке , только что получены. (Определительное придаточное предложение со сказуемым, выражающим действие, которое должно быть или будет совершено). в) Фирма первой опубликовала свой годовой отчет.
5. обстоятельство	The manager arrived at the airport to meet his partner.	Менеджер приехал в аэропорт, чтобы встретить своего партнёра. (Инфинитив с союзами чтобы, для того чтобы).

Упражнение

Переведите предложения, учитывая функции инфинитива

A

1. The problem to consider is concerned with classification of resource categories.

2. To be efficient, any economic system must provide for high and stable levels of employment.

3. To maintain efficiency in the use of scarce resources is the aim of every economy.

4. To gather the facts we began to study published government documents.

5. The question to be faced is this: which price will prevail at the market?

6. To act otherwise would be to risk bankruptcy over a period of time.

7. It was the first significant factor to be studied.

8. In the modern capitalistic society to exist is to incorporate (объединяться).

9. The banks work very hard to get new customers.

10. The Bank of England can intervene (вмешаться) to make sure that the exchange rate is stable.

B

11. The available human and property resources are used to produce goods and services.

12. The job of these economists is to gather and interpret economic information upon which rational business decisions can be made.

13. To be meaningful (значимый), the facts must be systematically arranged, interpreted and generalized upon.

14. Economists study the efficient use of scarce resources in the production of goods and services to satisfy material wants.

15. Like all scientific laws, economic laws are established to make successful prediction of the outcome (зд. результат) of human actions.

16. Pure capitalism is characterized by the private ownership of resources and the use of a system of markets and prices to coordinate and direct economic activity.

17. In the command economy the plan specifies the amounts of resources to be allocated (предоставлять) to each enterprise, so that it might realize its production goals.

18. The basic point to be emphasized is that there are no unique or universally accepted answers to all the fundamental economic questions.

19. Private business enterprises are free to obtain economic resources, to organize these resources in the production of a good or service of the firm's own choosing, and to sell it in the market of their choice.

20. A barterer can use inventories (запасы), that might otherwise go unsold, to secure other goods or services.

21. The price of the product to be offered will fall immediately in these circumstances.

22. The point to note is that, like land, labour and capital, entrepreneurial ability is a scarce resource.

23. The losses force businesses and resource suppliers to channel (направлять) their efforts in accordance with the wants of consumers.

24. To be in complete control of an enterprise forces the proprietor to carry out all basic management functions.

25. To measure total output accurately, all goods and services produced in any given year must be counted regularly.

26. The policy to be followed is based upon some changes in the supply.

27. There were many additional problems to be overcome when composing a production possibilities table.

Инфинитивные обороты.

I. Сложное подлежащее

Примеры			Переводится двумя способами:	
			1. Простым предложением с вводным словом, соответствующим сказуемому английского предложения.	
The consignment	is known is likely is certain is found is reported is assumed is considered is expected appears seems proved	to arrive today.	Известно, Вероятно, Несомненно, Обнаружено, Сообщают, Допускается, Считается, Ожидается, Оказывается, Кажется, Доказано,	что партия товаров прибывает сегодня.
(2)	(1)	(3)	(1),	(2) (3)
			2. Дополнительным придаточным предложением с союзами «что», «чтобы», «как». Инфинитив переводится личной глагольной формой.	
The consignment is known to arrive today.			Партия товаров, как известно, прибывает сегодня	
(2)	(1)	(3)	(2)	(1) (3)

**Инфинитивные обороты.
II. Сложное дополнение**

Примеры	Перевод
1. They want (like) <i>these goods to be sold</i> . 2. * They see (hear) <i>the manager leave the store</i> . 3. * They order, allow (let), cause, force (make) <i>this goods to arrive (arrive) immediately</i> .	1. Они хотят, чтобы эти товары были проданы. 2. Они видят (слышат), что менеджер уходит из магазина. 3. Они приказывают (позволяют, заставляют), чтобы эти товары прибыли немедленно.
* После глаголов чувственного восприятия (see, hear, feel и т. д.), а также глаголов let, make, have используется инфинитив без частицы "to".	Переводится придаточным предложением с союзами «что», «чтобы», «как». Инфинитив переводится личной глагольной формой.

Упражнение

Переведите предложения, учитывая особенности перевода инфинитивных оборотов.

A

1. The merchant wants the transport system to be as safe, quick and cheap as possible.

2. Containers are known to transport almost all the products and to give a door-to-door service for exporters and importers.

3. Transport by sea or inland waterways proved to be the cheapest way of transporting goods.

4. Before taking the goods from the ship the consignee (получатель) ordered the cargo to be verified.

5. Consignment notes are reported to be in order, so the goods may be unloaded.

6. 6) The control was likely to change the price problems facing oil consumers.

7. This seller happens to be unique in the market.

8. If government's taxes raise, we can expect purchases of private goods and services to decline.

9. The result was expected to agree with theoretical predictions.

10. The theory suggested by the economists is reported to fit (соответствовать) real facts.

B

11. A farmer who is fortunate (преуспевающий) enough is likely to realize that his resulting income is larger than usual.

12. A competitive capitalistic economy is thought to be very efficient in the use or allocation of its resources.

13. The capitalistic framework (структура) is considered to be highly effective to develop new products and improved techniques of production.

14. The capitalistic system is sometimes said to be characterized by consumer sovereignty because of the strategic role of consumers in determining the types and quantities of goods produced.

15. A particular allocation of resources which is now the most efficient for a given pattern of consumer tastes can be expected to become inefficient as consumer preferences.

16. The competitive price system seems to contain the incentive for technological advance.

17. Where demand and supply do not reflect all the benefits and all the cost of production, the price system can not be expected to bring about the best allocation of resources.

18. Public sector is found to have important deficiencies in fulfilling its economic functions.

19. Corporations are more likely to provide banks with profitable accounts than other types of business organizations.

20. Bonds are considered to be less risky than stocks.

21. The Chairman of Board was known to be very meticulous (аккуратный) about keeping appointments.

22. They consider this bank's failure to be caused by the fact that all the possibilities of its financial improvement have not been exploited.

23. The history proved this policy to be very helpful.

24. I would like my prospective supplier to send me a catalogue, a price list and discounts.

25. If you require the item urgently, we will arrange for them to be sent by air.

Глагол “should”

Функция в предложении и значение	Примеры	Перевод
I. Вспомогательный глагол 1) Для образования Future-in-the-past изъявительного наклонения для 1 л. ед. и мн. числа.	We decided that we should finish the work in time.	Мы решили, что закончим работу вовремя. (Глагол в будущем времени).
2) Для образования сослагательного наклонения с придаточным условным для 1 л. ед. и мн. числа.	If – если бы Provided – если бы In case – в случае если Unless – если бы не } the task were difficult I should help you	Если бы задача была трудной, я помог бы вам. (Глагол в прошедшем времени с «бы»).
3) Для образования сослагательного наклонения в условных придаточных, действие которых не вполне реально и относится к будущему (со всеми лицами).	If he should see her tomorrow he would give her the book.	Если бы он увидел ее завтра, он дал бы ей книгу. (Глагол в прошедшем времени с «бы»).

Окончание табл. 16

Функция в предложении и значение	Примеры	Перевод
4) Для образования сослагательного наклонения в бессоюзных условных придаточных предложениях (со всеми лицами).	Should the client be interested the manufacturer would give him the necessary information	Если бы клиент был заинтересован, производитель дал бы ему необходимую информацию. (Глагол в прошедшем времени с « бы »).
5) Для образования сослагательного наклонения в придаточных предложениях после безличных оборотов типа it is necessary (со всеми лицами).	It is necessary that the letter should be written with care.	Необходимо, чтобы письмо было написано тщательно (Глагол в прошедшем времени).
II. Модальный глагол со значением долженствования (со всеми лицами).	The order should be sent by telephone.	Заказ нужно послать по телефону.

Упражнение

Переведите предложения, учитывая разные функции глагола “should”.

1. We should be glad to fulfil your order if you confirmed it by a special letter.
2. We assured them that we should be able to dispatch the goods by the next ship.
3. We should be obliged if you passed the necessary credit.
4. When you have written a letter, you should read it through carefully.
5. A business letter should begin with sentences that will introduce the matter without delay.
6. It is necessary that the letter should be sent as soon as possible.
7. Should an enclosure accompany the letter, this fact would be indicated.
8. Provided you followed all the advices about composing business letters, we should understand you more rapidly.
9. If you should send details of your product, your client would be grateful.
10. Should you supply the goods required, payment would be made in accordance with usual terms of business.
11. If your products and terms were competitive we should be interested in a long-term contract with you.
12. It is important that delivery should be guaranteed within 3 weeks of receiving instructions.
13. You should grant special terms for these orders.
14. The goods should be dispatched by 1 November at the least.
15. A question frequently asked is: “How long should a good letter be?”
16. Foreign learners of English commercial correspondence should beware (остерегаться) of drawing a sharp distinction between British and American style.

Таблица 17

Глагол “would”

Функция и значение	Примеры	Перевод
I. Вспомогательный глагол 1) Для образования Future-in-the-past изъявительного наклонения для 2 ч. 3 л. ед. и мн. числа.	They said that they would come tomorrow.	Они сказали, что придут завтра. (Глагол в будущем времени).
2) Для образования сослагательного наклонения с придаточным условным для 2 и 3 л. ед. и мн. числа.	If – если бы Provided – если бы In case – в случае Unless – если бы не } the task were difficult they would help you	Если бы задача была трудной, они помогли бы вам. (Глагол в прошедшем времени с « бы »).
3) Для образования сослагательного наклонения в простых предложениях, когда условие подразумевается.	It is a pity he is busy. He would help us.	Жаль, что он сейчас занят. Он помог бы нам. (Глагол в прошедшем времени с « бы »)
II. Модальный глагол для выражения: – просьбы (форма вежливости); – желания (форма вежливости).	Would you kindly help me? We would be glad to send the goods by ferry on receipt of your order.	Будьте любезны , помогите мне, пожалуйста . Мы были бы рады послать товары паромом при получении вашего заказа.

Упражнение

Переведите предложения, учитывая разные функции глагола “would”.

1. It would be better for you to address another manufacturer.
2. To accept your order would seriously interrupt our normal production.
3. We would like to be able to supply your order from stock as we did years ago.
4. Your customers would like our new material, a sample of which we send you with this letter.
5. Unless you received special instructions from the agent, you would not use export containers.
6. Provided consignment were sent to you, transshipment at the port N. would be necessary.
7. In the case of isolated transaction, payment would be required either before delivery or on delivery of the goods.
8. We would like to ask you to grant us open account terms.
9. Provided the seller did not receive a reply to his request, he would not send the consignment.
10. The work of the travel agent today would not be possible without the help of modern technology.
11. The bank would pay his client provided the documents of the shipment were in order.
12. Unless you sent us price-lists and catalogues for all products manufactured by your company, our trade connections would be impossible.
13. We would appreciate a prompt answer.
14. If a firm decided to send a letter requesting payment, the style and tone of the letter would depend on the kind of customer for whom it was intended.

15. If you had a checking account worth \$ 100, this would mean that your bank is indebted to you for that number of dollars.

16. Now nobody would put a large sum of money in an envelope (конверт) and drop it in a mailbox to pay a debt. But to write and mail a check for this sum is commonplace.

17. Without an acceptable medium of exchange, the economy would revert (возвращаться) to inefficient barter.

18. Constitutional amendment (поправка) would oblige the Congress to balance the Federal budget each year.

19. Would you give us your fob (фоб, свободно на борту – условия поставки) prices now?

20. If you mention future contracts there is a question I would like to ask you.

21. It was decided that joint ventures (совместные предприятия) would contribute to further development of the country's trade, economic, scientific and technical cooperation.

22. We have seen your advertisement in last Sunday's Observer, and would be grateful if you would let us have details of your product.

23. We would be glad to receive specifications of your new product.

24. A product of this type would have a large sale in our country.

25. We would be grateful for your preliminary comments as soon as possible.

26. Perhaps you would like to let me know whether my visit is convenient.

Типы условных предложений

Реальные условия, относится к будущему времени	Не вполне реальные условия, БЫ , от- носится к настоящему времени	Нереальные условия, БЫ , относится к прошедшему времени
1. С союзами if – если; unless – если (бы) не; provided (that), providing (that), supposing (that), on condition (that) – при условии что		
If they offer me the job, I will take it . Если они предложат мне эту ра- боту, я соглашусь . Времена: после союза – Present Simple, в главном – Future Simple.	If they offered me the job, I would take it . Если бы они предложили мне эту ра- боту, я бы согласился. Времена: после союза – Past Simple, в главном – would + Infinitive	If they had offered me the job, I would have taken it . Если бы они предложили мне эту ра- боту, я бы согласился. Времена: после союза – Past Perfect, в главном – would + have + Participle II.
2. Бессоюзные (с инверсией – в начале предложения: had, were, could, should)		
	Could he speak English, he would get this job. Если бы он умел говорить по-английски, он бы полу- чил эту работу.	

Упражнение

Переведите условные придаточные предложения, исходя из типа выраженного в них условия и значения условного союза или его отсутствия.

1. Provided that the capital was used to pay wages, the rate of return would be fabulous.

2. If someone borrows from the bank, he or she will become a debtor to the bank.

3. If two countries were on full gold standard, the problem of balancing international payments would become very easy.

4. Had I known what would happen, I would never have allowed this experiment.

5. The banking system will become dangerous to the society, only if it fails to maintain the confidence of depositors.

6. If the company loses money, the stockholders will not make a profit or the value of their shares will drop.

7. If you buy more goods, we will make a discount on the price.

8. If immigration barriers were eliminated in advanced countries, wages of resident workers in them would fall.

9. It won't be possible to make any substantial savings unless there is a major change of policy.

10. Provided the managers had considered all aspects of business activity thoroughly, the company would have earned more revenue.

11. If the total expenses exceeded the total revenues during the period, the difference would be the net loss of the company.

12. No decision is implemented unless it is supported by the majority.

13. If demand had been sufficient, there would have been a high level of economic activity.

- 14.** If prices are above the equilibrium price, there will be excess supply.
- 15.** Provided the company couldn't generate sufficient cash to finance its activities, it would be necessary to borrow money and it should be indicated in the statement.
- 16.** If too much money is available, its value will decrease and it will result in inflation.
- 17.** If the company hadn't earned a reasonable profit, the share price would have fallen and it would have been difficult to attract additional capital.
- 18.** The company will achieve a higher sales level if the retail price is decreased.
- 19.** Preparing the trial balance at the end of the year the bookkeeper would make the necessary adjustments, provided there were changes in tax rates.
- 20.** If the company had introduced a new product, it would have increased the company's future cash flows.
- 21.** The production cost would be lower provided the obsolete equipment were replaced.
- 22.** If governments reduced restrictions and tariffs, it would promote the expansion of world trade.
- 23.** If the output decreases, the company's costs per unit of the goods produced will go up.
- 24.** If the wage paid in a certain industry rises, workers will be attracted from other industries.
- 25.** Provided this computer program for bookkeeping had been more convenient, it would have been adopted.
- 26.** Many companies will lose their stable position in the market if recession (спад производства) continues.

Бессоюзные придаточные предложения

Вид предложения	Примеры	Перевод
1. Дополнительные придаточные предложения	The manager thinks <i>he may sell this merchandise.</i>	Менеджер считает, что он может продать этот товар.
2. Определительные придаточные предложения	Speed is one of the advantages <i>modern business trip is known by.</i>	Быстрота – одно из преимуществ, которыми известна современная деловая поездка.
3. Условные придаточные предложения с инверсией с глаголами were, had, could, should	Were it possible , he could buy this consignment.	Если бы это было возможно, он смог бы купить эту партию товаров.

Упражнение

Переведите сложные предложения с бессоюзными придаточными.

A

1. We value (ценить) economic principles for the knowledge they contain.
2. Resource suppliers and businesses are not really “free” to produce goods and services consumers do not desire.
3. Businesses combine resources they have obtained to produce and supply goods and services.
4. Demand shows the amounts consumers will buy at various possible prices.
5. Were the demand great enough to provide a normal profit, businesses would produce the necessary product.
6. Could the households efficiently produce different goods which consumers want, the income earned would be high.
7. Your staff must be prepared to answer accurately specific questions about merchandise they are trying to sell.
8. Should you sell your bonds prior to maturity (до наступления срока), you might receive less for them and thereby suffer a capital loss.
9. The time of day or night your customers like to shop is just as important as their monthly or daily preferences.
10. You pay the goods you ordered and pay for them as they are delivered.

B

11. The economists try to generalize the way individuals and institutes actually behave.
12. Let us list those goods and services we want but do not possess. If we take time to think about our unfulfilled material wants, our list will be impressive (впечатляющий).

13. Capitalism in practice has not been self-regulating to the degree economists once supposed.

14. The vast majority of consumers produce virtually none of the goods and services they consume, and consume little or nothing of what they produce.

15. Were it not that competitive prices accord supply and demand, government control would be necessary to avoid shortages or surplus of product.

16. Were the innovations (нововведения) successful, great profit income could be achieved.

17. Most people like bargains. Buying a bargain permits them to use their “savings” to purchase something else they need.

18. Retailers have to be more selective about the items and the quantities they buy.

19. Should a retailer learn to use the wholesaler’s services properly, he would be able to operate his store with a maximum profit.

20. Should the assets of an unsuccessful proprietor be insufficient to satisfy the claims of creditors, those creditors could file claims against the proprietor’s personal property.

21. The form in which a business letter appears has not been standardized in the United Kingdom to the extent it has in the USA and most European countries.

22. There is a great demand here for high-quality sport shirts of the type you manufacture.

СЛОВАРЬ

Сокращения: части речи

сокращение	означает	перевод
a (adj)	adjective	имя прилагательное
adv	adverb	наречие
cj (conj)	conjunction	союз
n	noun	имя существительное
part	participle	причастие
pl	plural	множественное число
prep	preposition	предлог
pron	pronoun	местоимение
v	verb	глагол

ability, n	ə'bilɪtɪ	способность
accept, v	ək'sept	принимать
accord, v	ə'kɔ:d	согласовать
according to, prep	ə'kɔ:diŋ tə	согласно
account, n profit and loss account	ə'kaʊnt	счёт, отчёт результативный отчёт
acquire, v	ə'kwairə	приобретать
activity, n	ək'tɪvɪtɪ	деятельность
adapt, v	əd'æpt	приспосабливать
add, v	æd	добавлять, приписывать
adjust, v	ədʒʌst	приводить в соответствие
advance, n	əd'vɑ:ns	продвижение вперёд, развитие
advertising, n	'ædvɛtaɪzɪŋ	рекламирование
advice, n	əd'vaɪs	совет
advise, v	əd'vaɪz	советовать, извещать
allocation, n	,ælə'keɪʃən	размещение
allow, v	ə'laʊ	позволять, разрешать
amount, n	ə'maʊnt	количество, общий объём
anticipate, v	æn'tɪsɪpeɪt	предвидеть
appeal, n	ə'pi:l	привлекательность
appointment, n	ə'pɔɪntmənt	встреча
appropriate, a	ə'prəʊpɪət	соответствующий
arrangement, n	ə'reɪndʒmənt	приготовление, меры
arrive, v	ə'raɪv	прибывать, приезжать
assets, n, pl	'æsəts	активы
assume, v	ə'sju:m	допускать
augment, v	ɔ:g'ment	увеличить

authorization, n	,ɔ:əraɪ'zeɪʃən	разрешение
available, a	ə'veɪləbl	доступный, имеющийся
average, a	'ævərɪdʒ	средний
avoid, v	ə'vɔɪd	избегать
balance, n	'bæləns	равновесие
bargains, n, pl	'bɑ:gɪnz	товары по сниженным ценам
bartering, n	'bɑ:tərɪŋ	бартер, меновая торговля
become, v	bɪ'kʌm	становиться
behalf, n on (his) behalf	bɪ'ha:f	от (его) имени
behave, v	bɪ'heɪv	вести себя
behavior, n	bɪ'heɪvjə	поведение
believe, v	bɪ'li:v	верить, считать
benefit, v	'benɪfɪt	извлекать пользу
bond, n	bɒnd	облигация
borrow, v	'bɒrəʊ	брать взаймы
bulk, n	bʌlk	объём
business, n to run a business	'bɪznɪs	дело, бизнес; предприятие вести дело, управлять предприя- тием
buy, v	baɪ	покупать
buyer, n	'baɪə	покупатель
cargo, n	'kɑ:gəʊ	груз
carry out, v	'kæri aʊt	производить, осуществлять
cause, v n	kɔ:z	вызвать, причинять причина
change, v	tʃeɪndʒ	изменять(ся)
channel, v	tʃænl	распределять, отправлять
charter, v	tʃɑ:tə	фрахтовать (судно)
cheap, a	tʃi:p	дешёвый
choice, n	tʃɔɪs	выбор
choose (chose, chosen), v	tʃu:z	выбирать
circumstance, n	'sɜ:kəmstəns	обстоятельство
claim, n	kleɪm	претензия, жалоба
clear, a v	klɪə	светлый, прозрачный выяснять; очищать
collection, n	kə'leɪʃn	сбор
commodity, n	kə'mɒdɪtɪ	товар
commonplace, a	'kɒmənpleɪs	банальный, общераспростра- нённый
competition, n	,kɒmpɪ'tɪʃən	конкуренция
competitive, a	kəm'petɪtɪv	конкурентный, соревнующийся

concern, v n	kən'sɜ:n	касаться озабоченность, интерес
conclude, v	kən'klud	заключать, завершать
conduct, n v	'kɒndʌkt kən'dʌkt	ведение операций вести дела
confidence, n	'kɒnfɪdəns	доверие, вера
confirm, v	kən'fɜ:m	подтверждать
consequence, n	'kɒnsɪkwəns	следствие
consider, v	kən'sɪdə	рассматривать
consideration, n under consideration	kən,sɪdə'reɪʃn	обсуждение рассматриваемый
consignment, n	kən'saɪnmənt	партия товаров
constitute, v	'kɒnstɪtju:t	составлять
consume, v	kən'sju:m	потреблять
consumption, n	kən'sʌmpʃən	потребление
contain, v	kən'teɪn	содержать
convenient, a	kən'vi:njənt	удобный
cost, n production cost	kɒst	стоимость, затраты издержки производства
costly, a	'kɒstli	дорогостоящий
couple, v	kʌpl	сочетать
create, v	kri'eɪt	создавать
customer, n	'kʌstəmə	клиент
data, n, pl	'deɪtə	данные
debt, n	det	долг
decision, n to make a decision	dɪ'sɪʒn	решение принять решение
decline, v	dɪ'klaɪn	уменьшаться
decrease, n v	'di:kri:s di:k'ri:s	уменьшение уменьшать(ся)
deficiency, n	dɪ'fɪʃənsɪ	недостаток
define, v	dɪ'faɪn	определять
delay, n	dɪ'leɪ	отсрочка
deliver, v	dɪ'lɪvə	поставлять
delivery, n	dɪ'lɪvəri	доставка
demand, n v	dɪ'mɑ:nd	спрос спрашивать
derive, v	dɪ'raɪv	выводить (из)
design, v	dɪ'zaɪn	предназначать
desire, v	dɪ'zaɪə	желать
determine, v	dɪ'tɜ:mɪn	определять
differ, v	'dɪfə	отличаться
diminish, v	dɪ'mɪnɪʃ	уменьшать(ся)

discount, n	dɪs'kaʊnt	скидка
dispatch, v n	dɪs'pætʃ	отправить отправка
dispose, v	dɪs'pəʊz	распоряжаться
distinction, n	dɪs'tɪŋkʃn	различие
distinguish, v	dɪs'tɪŋɡwɪʃ	различать
distribution, n	ˌdɪstrɪ'bjuːʃən	распределение
divide, v	dɪ'vaɪd	делить
early, a	ˈɜːli	ранний, быстрый
earn, v	ɜːn	заработать
earnings, n	ɜːnɪŋz	доходы, прибыль
emphasize, v	ˈemfəsaɪz	подчёркивать
employment, n	ɪm'plɔɪmənt	1) работа 2) занятость 3) использование
enclosure, n	ɪn'kləʊzə	приложение, вложение
encounter, v	ɪn'kaʊntə	встречать
entail, v	ɪn'teɪl	влекать за собой
enterprise, n	ˈentəpraɪz	предприятие
entrepreneurial, a	ˌɒntrəprəʊ'nɜːrɪəl	предпринимательский
equilibrium, n	ˌiːkwɪ'brɪəm	равновесие
equipment, n	ɪ'kwɪpmənt	оборудование
establish, v	ɪs'tæblɪʃ	установить
event, n	ɪ'vent	событие, факт
evidence, n	ˈeɪdəns	доказательство
examine, v	ɪg'zæmɪn	изучать, рассматривать
except, prep	ɪk'sept	исключая
excess, n	ɪk'ses	избыток
exchange, n	ɪks'tʃeɪndʒ	обмен
existence, n	ɪg'zɪstəns	существование
expect, v	ɪks'pekt	ожидать
expenditure, n	ɪks'pendɪtʃə	расход
expose, v	ɪks'pəʊz	подвергать
face, v	feɪs	стоять перед
failure, n market failure	ˈfeɪlə	неудача проявление неэффективности рыночного механизма
fall, n	fɔːl	падение
fashionable, a	ˈfæʃənəbl	модный
feature, n	ˈfiːtʃə	черта
feel, v	fiːl	чувствовать
figure, n	ˈfiːgə	цифра
force, v	fɔːs	заставлять

foundation, n	faʊn'deɪʃən	фундамент
freedom, n	'fri:dəm	свобода
fulfill, v	fʊl'fɪl	выполнять
gather, v	'gæðə	собирать
generalize upon, v	'dʒenərəlaɪz	обобщать
goal, n	gəʊl	цель
goods, n, pl	gʊdz	товар
governance, n	'gʌvənəns	управление
grant, v	grɑ:nt	предоставить
grateful, a	'greɪtful	благодарный
growth, n	grəʊθ	рост
handle, v	'hændl	регулировать, управлять
highway, n	'haɪweɪ	шоссе
hire, v	'haɪə	нанимать
hold, v	'həʊld	держать, удерживать
household, n	'haʊshəʊld	домохозяйство; индивидуальное хозяйство
impact, n	'ɪmpækt	влияние, воздействие
improvement, n	ɪmp'ru:vmənt	развитие, совершенствование
incentive, n	ɪn'sentɪv	побудительный мотив
include, v	ɪn'klu:d	включать
income, n after-tax income	'ɪnkəm	доход доход после уплаты налогов
increase, v	ɪn'kri:s	возрастать
indebted, a	ɪn'detɪd	обязанный, должный
inequality, n	,ɪni:k'wɒlɪtɪ	неравенство
influence, v	'ɪnfluəns	влиять на
initiate, v	ɪn'ɪʃɪət	начать, приступать к
inland, a	'ɪnlənd	внутренний
input, n	'ɪnpʊt	вводимый ресурс
insure, v	ɪn'ʃʊə	страховать
intend, v	ɪn'tend	предназначать
interest, n	'ɪntrɪst	проценты
intimate, a	'ɪntɪmɪt	тесный, близкий
involve, v	ɪn'vɒlv	1) включать в себя 2) вызывать (повлечь за собой)
joint: joint stock company	dʒɔɪnt	биржа
lack, n	læk	недостаток
level, n	'levəl	уровень
liability, n current liability	,laɪə'bɪlɪtɪ	ответственность, обязательства краткосрочные обязательства

list, n v	list	список перечислять
loss, n	lɒs	потеря
maintain, v	meɪn'teɪn	поддерживать, утверждать
majority, n	mə'dʒɔrɪtɪ	большинство
manage, v	'mænɪdʒ	управлять
mean, v	mi:n	означать
means, n by means of by no means	mi:nz	средство посредством ни в коем случае
measure, n	'meɪʒə	мера
medium, n	'mi:djəm	средство
merchandise, n	'mɜ:ʃəndaɪz	товары
merchant, n	'mɜ:ʃənt	торговец
miss, v	mɪs	упустить
multiply, v	'mʌltɪplaɪ	умножать
notice, n to take a notice, v	'nəʊtɪs	наблюдать, примечать
oblige, v	əb'lɑɪdʒ	вынуждать, обязывать
obtain, v	əb'teɪn	получать
occur, v	ə'kɜ:	происходить
offer, v n	'ɒfə	предлагать предложение
operation, n	,ɒpə'reɪʃn	работа, операция
opinion, n	ɒ'pɪnjən	мнение
opportunity, n	,ɒpə'tju:nɪtɪ	возможность
order, n trial order in order to	'ɔ:də	заказ, порядок пробный заказ чтобы
output, n	'aʊtpʊt	выход продукции, объём про- изводства
overcome, v	,əʊvə'kʌm	преодолеть
owe, v	əʊ	быть должным, быть обязан- ным
owner, n	'əʊnə	владелец
ownership, n	'əʊnəʃɪp	собственность
particular, a	pə'tɪkjələ	особый, отдельный
payable, a	'peɪəbl	подлежащий оплате
perfect, a	'pɜ:fɪkt	совершенный
permit, v	pə'mɪt	позволять
possibility, n	,pɒsə'bɪlɪtɪ	возможность
precise, a	pri'saɪs	точный
precisely, adv	pri'saɪsli	точно

predict, v	pri'dikt	предсказывать
preference, n	'prefərəns	предпочтение
prevent, v	pri'vent	предупредить
price, n equilibrium price	praɪs	цена равновесная цена
principle, n	'prɪnsəpl	закон, принцип
probable, a	'prɒbəbl	вероятный
product, n surplus product	'prɒdʌkt	продукт прибавочный продукт
productivity, n	,prɒdʌk'tɪvɪtɪ	производительность
profit, n	'prɒfɪt	прибыль
prohibit, v	prə'hɪbɪt	запрещать
promotion, n	prə'məʊʃn	поощрение, продвижение
prompt, a	prɒmpt	быстрый
property, n	'prɒpəti	собственность
proprietor, n	prə'praɪətə	собственник, владелец
prosperous, a	'prɒspərəs	процветающий
provide, v	prə'vaɪd	обеспечить
purchase, n v	'pɜ:ʃəs	покупка покупать
quantity, n	'kwɒntəti	количество
rate, n tax rate	reɪt	тариф налоговая ставка
realize, v	'riələɪz	понимать
receipt, n n, pl	ri'si:t	получение приход
recently, adv	'ri:səntli	недавно
recession, n	ri'seʃn	спад, снижение спроса
recognize, v	'rekəɡnaɪz	признавать
reduce, v	ri'dju:s	уменьшать, сокращать
reference, n	'refrəns	указание, справка
reject, v	ri'dʒekt	отбрасывать
relate, v	ri'leɪt	связывать
relationship, n	ri'leɪʃənʃɪp	связь
relatively, adv	'relətɪvli	относительно
reliable, a	ri'laɪəbl	надёжный
reliance, n	ri'laɪəns	опора
remain, v	ri'meɪn	оставаться
request, n	ri'kwest	запрос
require, v	ri'kwaɪə	требовать
reply, n	ri'plai	ответ
responsibility, n	rɪs,pɒnsə'bɪlɪtɪ	ответственность
rest, n	rest	покой

result, v	ri'zʌlt	происходить в результате, проистекать
retail, n	ri'teɪl	розничная продажа
return, n by return	ri'tɜ:n	возвращение обратной почтой
reverse, v	ri'vɜ:s	перевортывать
rise, v	raɪz	расти
sample, n	sæmpl	образец
satisfy, v	'sætɪsfaɪ	удовлетворять
save, v	seɪv	накоплять
scarce, a	'skɛəs	редкий
secure, v	sɪ'kjʊə	охранять
securities, n	sɪ'kjʊərɪtɪz	ценные бумаги
self-interest, n	'self'ɪntrɪst	личная заинтересованность, выгода
sell, v sell away sell off	sel	продавать распродавать распродавать
service, n to render service	'sɜ:vɪs	услуга оказывать услуги
share, n preference share	'ʃeə	акция привилегированная акция
sharply, adv	'ʃɑ:pli	резко
shift, v	ʃɪft	переместить, сдвинуть
shipment, n	'ʃɪpmənt	перевозка, отгрузка
shop, n v corner shop	ʃɒp	магазин, лавка покупать мелочная лавка
shopkeeper, n	'ʃɒpkɪ:pə	владелец магазина, лавочник
shortage, n	'ʃɔ:tɪdʒ	нехватка
simultaneously, adv	,sɪməl'teɪnjəsli	одновременно
solution, n	sə'lu:ʃən	решение
solve, v	sɒlv	решать
sovereignty, n	'sɒvrəntɪ	самостоятельность, независи- мость
specify, v	'spesɪfaɪ	определять
spend, v	spend	тратить
staff, n	stɑ:f	персонал
state, v	steɪt	констатировать
stock, n stock exchange	stɒk	1) склад 2) материалы, сырьё 3) акции биржа

store, n	stɔ:	магазин
strange, a	streɪndʒ	странный
stress, v	stres	подчеркнуть
substitute, v	ˈsʌbstɪtju:t	заменять
suffer, v	ˈsʌfə	терпеть, страдать, испытывать
suggest, v	səˈdʒest	предлагать
suitable, a	ˈsju:təbl	соответствующий, подходящий
supplier, n	səˈplaɪə	поставщик
supply, n v	səˈplaɪ	снабжение, предложение снабжать
support, n	səˈpɔ:t	поддержка
suppose, v	səˈpəʊz	предполагать
sure, a to make sure, v	ʃʊə	верный убедиться
surplus, n a	ˈsɜ:pləs	избыток добавочный
tax, n v profits tax progressive tax regressive tax value-added tax	tæks	налог облагать налогом налог с прибыли прогрессивный налог регрессивный налог налог на добавленную стои- мость
taxation, n	tækˈseɪʃən	обложение налогом
tend, v	tend	иметь тенденцию, стремиться
terms, n, pl	tɜ:mz	условия
tie, v	taɪ	связывать
traffic, n	ˈtræfɪk	движение
transaction, n	trænsˈækʃn	сделка
transition, n	trænˈzɪʃn	переход
transshipment, n	trænsˈʃɪpmənt	перегрузка
trend, n	trend	тенденция
try, v	traɪ	пытаться
undertake, v	ˌʌndəˈteɪk	предпринимать
unload, v	ʌnˈləʊd	разгружать
urgency, n	ˈɜ:dʒənsɪ	срочность
value, n	ˈvælju:	стоимость, цена
verify, v	ˈverɪfaɪ	проверять
view, n from the point of view	vju:	1) поле зрения 2) точка зрения с точки зрения
virtually, adv	ˈvɜ:tʃʊəli	фактически

wages, n	ˈweɪdʒɪz	заработная плата
want, n	wɒnt	нехватка
way, n	weɪ	способ, путь
weaken, v	ˈwi:kən	ослаблять
wealth, n	weə	богатство, состояние
wholesaler, n	ˈhəʊlseɪlə	оптовый торговец
will, v	wɪl	желать
n		желание

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