

and simplified print, as well as Chinese computer display and typing.

Part I is in 20 Modules and 60 sub-modules. Each sub-module introduces 5 new characters and builds words and sample sentences. Part II is vocabulary and expressions from the 300 characters learned. Part III is Background Knowledge of the language.

It is designed for teaching beginners and for self-study.

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New business Chinese textbook shows students how to “Close the Deal” in Chinese

Boston, Mass. — Preparing a course in advanced business Chinese? *Close the Deal: Advanced Chinese for Creative and Productive Business*, a new book by the team of Harvard University’s Yu Feng, teaches fluency in commercial Chinese.

Close the Deal provides specialized content, task-oriented activities, and an energetic corporate feel that enables higher-level learners to expand their Chinese language skills to the business arena. This highly relevant book offers a cutting-edge language curriculum that closely approximates real-world commercial projects and challenges: Marketing Surveys, Human Resources, Seeking a Business Partner, Mergers and Acquisitions, Contract Disputes, and more.

To explore these subject areas, *Close the Deal* employs practical projects that require both conversational and written skills. Students have to draw upon all their language and business resources to complete assignments, which include everything from role plays and routine correspondence to Internet research and full-scale proposals. Also included are extensive vocabulary lists, including idiomatic phrases that are a key component of professional fluency. *Close the Deal* will be a particularly dynamic learning experience in and beyond the classroom, thanks to companion audio CDs and online supplementary resources that will be periodically updated at www.webtech.cheng-tsui.com/resources/closethedeal.

But *Close the Deal* is much more than a language textbook. It contains essential business cultural information that will allow students’ fluency to make the leap from passable to persuasive. Formal Chinese language, social etiquette, and many other fine points of language and culture are addressed in copious notes.

Close the Deal is the most recent work spearheaded by Dr. Yu Feng, lead editor and compiler of *Pop Chinese: A Cheng & Tsui Handbook of Contemporary Colloquial Expressions* (Cheng & Tsui, 2005). Dr. Feng, of Harvard University’s Chinese Language Pro-

gram, has taught advanced Chinese in a variety of specialized subjects for years, and polished *Close the Deal* with rigorous testing in his Advanced Business Chinese course. The result speaks for itself in this innovative, systematic approach to the acquisition of truly professional business Chinese.

Title: *Close the Deal: Advanced Chinese for Creative and Productive Business*

Author: Yu Feng, Xiaoxue Dai, and Miranda Chen Tahnk

ISBN#: 0887274374

Pages: 288

BINDING: PAPERBACK

Trim Size: 6” x 9 ¼”

List Price: \$39.95

Availability: From bookstores or directly from:

Cheng & Tsui Company

25 West St.

Boston, MA 02111-1213 USA

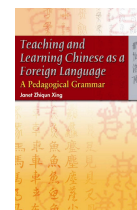
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TEACHING AND LEARNING CHINESE AS A FOREIGN LANGUAGE: A PEDAGOGICAL GRAMMAR

BY JANET ZHIQUN XING

HONG KONG UNIVERSITY PRESS 2006



The book provides a research-based account of how to teach and learn Chinese as a foreign language. In addition to the discussion of relevant second/foreign language research, this volume gives detailed information on ways to develop a pedagogical model that is uniquely suited to teaching Chinese in five key areas: pronunciation, characters and words, sentences, discourse and pragmatic competence, and cultural competence. Specially written for Chinese language teachers, student teachers and applied linguists, this is the first book written in English that systematically addresses all major aspects involved in teaching and learning Chinese as a foreign language.

Janet Zhiqun Xing is an associate professor of Chinese and linguistics at Western Washington University.

'(A) highly valuable reference book for Chinese language professionals and students.' - Audrey Yen-hui Li, *University of Southern California*