

# LỜI GIỚI THIỆU

Giáo trình Tiếng Anh chuyên ngành Kinh tế Nông nghiệp là kết quả của quá trình tìm tòi, chọn lựa những bài có nội dung phù với yêu cầu môn học. Trên cơ sở đó thiết kế những dạng bài tập thích hợp với trình độ sinh viên. Vì trong nhiều năm qua, mặc dù môn tiếng Anh chuyên ngành đã được đưa vào chương trình giảng dạy ở các trường Đại học thành viên của Đại học Huế, nhưng vẫn chưa có một giáo trình cụ thể dành riêng cho chuyên ngành này.

Giáo trình tiếng Anh chuyên ngành Kinh tế Nông nghiệp nhằm cung cấp cho sinh viên vốn từ vựng liên quan đến chuyên ngành của các em, củng cố lại những kiến thức về ngữ pháp cơ bản, giúp sinh viên tiếp tục phát triển những kỹ năng giao tiếp. Từ đó, giúp các em có một số vốn từ chuyên ngành và những kỹ năng giao tiếp cơ bản cho nghề nghiệp tương lai.

Giáo trình Tiếng Anh chuyên ngành Kinh tế Nông nghiệp gồm 12 bài và 1 bài ôn tập, dành cho sinh viên năm thứ 2 và 3, khoa Kinh tế Phát triển Trường Đại học Kinh tế Huế. Số tiết học chính thức tại lớp cho từng bài học từ 4 đến 5 tiết.

# UNIT 1

## AGRICULTURAL ECONOMICS

*In groups, and discuss the following questions:*

1. What do you expect the text to be about?
2. Can you definite what "agricultural economics" is?
3. How many words involving this topic do you know ?

**Read the following text**

### DEFINITION OF AGRICULTURAL ECONOMICS

Agricultural economics is an applied social science that deals with how producers, consumers, and societies use scarce resources in the production, processing, marketing and consumption of food and fiber products.

### WHAT DOES AN AGRICULTURAL ECONOMIST DO?

The application of economics to agriculture in a complex market economy. We can summarize this activity by discussing the activities of agricultural economists at the microeconomic level and macroeconomic level.

### ROLE AT MICROECONOMIC LEVEL

Agricultural economists at the micro level are concerned with issues related to resource use in the production, processing, distribution, and consumption of products in the food and fiber system. Production economists examine resource demand by businesses and their supply response. Market economists focus on the flow of food and fiber through market channels to its final destination and the determination of prices at each stage. Financial economists are concerned with issues related to the financing businesses and the supply of capital to these firms. Resource economists focus on the use and preservation of the nation's natural resources. Other economists are interested in the formation of government programs for specific commodities that will support the incomes of farmers and provide food and fiber products to low income consumers.

### ROLE AT MACROECONOMIC LEVEL

Agricultural economists involved at the macro level are interested in how agriculture and agribusinesses affect domestic and world economies and how the events taking place in other sectors affect these firms and vice versa. For example, agricultural economists employed by the Federal Reserve system must evaluate how changes in monetary policy affect the price of food. Macroeconomists with a research interest may use computer based models to analyze the direct and indirect effects that specific monetary or fiscal policy proposals would have on the farm business sector. Macroeconomists employed by multinational food

companies examine foreign trade relationships for food and fiber products. Others address issues in the area of international development.

### **Key terms**

#### **1. Agricultural economics**

2. **Economics:** a social science that studies how consumers, producers and societies choose among the alternative uses of scarce resources in the process of producing, exchanging, and consuming goods and services

3. **Human resources:** the services provided by laborers and management to the production of goods and services

4. **Macroeconomics:** branch of economics that focuses on the broad aggregates, such as the growth of gross domestic product, the money supply, the stability of prices, and the level of employment.

5. **Microeconomics:** branch of economics that focuses on the economic actions of individuals or specific groups of individuals.

6. **Natural resources:** resources such as land and mineral deposits, which are available without additional effort on the part of the owners.

7. **Scarce resources:** a finite quantity of resources that are available to meet society's needs

### **\* Comprehension questions**

*Read the text quickly and answer the following questions:*

1. What is "agricultural economics"?
2. What are agricultural economists at the micro level concerned with?
3. What do production economists examine?
4. What do resource economists focus on?
5. Are market economists interested in the formation of government programs for specific commodities?
6. What do agricultural economists at macroeconomic level deal with?

### **\*Speaking**

***Work in groups: Discuss the roles of agricultural economists in microeconomic level and macroeconomic level. Give examples to support.***

### **\* Vocabulary excises**

*1. Find the corresponding verbs for the following nouns*

1. finance
2. determination
3. preservation
4. distribution

5. application
6. producer

2. *Fill in the blanks with suitable words from the text*

1. The workers in my factory are.....
2. It was wartime, and food was.....
3. The .....of future policy depends on all members of the company.
4. Economic sanctions will be..... next month.
5. We have measured the car's fuel .....

**\* Translation**

1. *Translate the text into Vietnamese*

2. *Translate into English*

1. Cải cách ruộng đất, phi tập trung hoá và mở rộng lĩnh vực nông nghiệp hướng ra thị trường đã chuyển Việt Nam từ một nước thiếu lương thực nghiêm trọng vào những năm 1980 thành nước xuất gạo thứ hai trên thế giới.

2. Bên cạnh gạo, xuất khẩu thế mạnh của Việt Nam là cà phê, chè, cao su và cá.

3. Song song với việc nỗ lực tăng sản lượng nông nghiệp, Việt Nam cũng đã tìm cách để thành công trong việc tăng sản lượng công nghiệp.

**\* More exercise**

**GDP AND GNP**

In every country, the production of goods and services provide the food, clothing and housing that allow its people to survive and prosper. Some country produce and abundance of raw materials, such as coal and timber while other produce manufactured foods like steel and automobiles. Some countries may concentrate on producing foodstuffs, like rice and butler, while others produce services such as movies, insurance or banking. What wever is not consumed in the country can be sold to other countries as exports.

The size of a country's economy is determined by the total amount of goods and services that it produces. As more and more goods and services are produced, the economy grows and the best way to measure this growth is to put a monetary value on everything bought and sold.

The measure of economic activity that includes all the goods and services bought or sold in a country over the course of a year is called gross domestic product (GDP). GDP measures a country's economic activity, when a country produces more goods and services, its economic activity increases. A healthy economy grows steadily over a relatively long period of time. When growth slows down or stops, the economy is said to be in a "recession".

When the international activities of a country's residents, such as investment abroad are added to GDP, a wider, more complete measure of a country's total economic activity is

created: gross national product (GNP). both measures express more or less the same idea. But GDP concentrates only on the domestic production of goods and services covering the economic activity which takes place within the country's borders, while GNP includes net international trade (exports minus imports) and investment.

**\* Reading comprehension**

*Read the text carefully then answer the following questions:*

1. What are coal and timber examples of?
2. How is the size of a country's economy determined?
3. What is the best way to measure economic growth?
4. What is GDP?
5. What happens in a healthy economy?
6. What is a recession?
7. How is GNP different from GDP?

**\* Vocabulary exercise**

*1. Explain the following words in English:*

1. Survive(v)
2. Raw materials (n)
3. Abundance (n)
4. Measure(v)
5. Foodstuffs(n)
6. Steadily (adv)
7. Growth (n)
8. Investment (n)
9. Domestic (adj)

*2. Complete the blanks with words from the text:*

1. Ninety-five..... sixteen is seventy nine
- 2 ..... is used for making furniture or for building houses
3. They bought health ..... so if they are sick and must go to the hospital they won't have to use their own money to pay the costs.
4. She is living in Vietnam so she is a ..... of Vietnam.
- 5 ..... is an important raw material used in making automobiles and railroads
- f It is very hard to ..... on studying when people are talking or watching TV.
6. If you export ..... you will earn less money than if you make them into a final product to export.

\* *Grammar review***Subject And Verb Agreement**

1. *Choose the correct form of verb, singular or plural. In some sentences, either the singular or plural verb is possible*

1. John, together with twenty friends, (is/are) planning a party.
2. The pictures of the soldiers (brings/bring) back many memories.
3. Neither Bill nor Mary (is/are) going to the play tonight.
4. A number of reporters (was/were) at the conference yesterday.
5. Either John or his wife (makes/make) breakfast each morning
6. Twenty-five dollars (is/are) too much to pay for that shirt.
7. Gymnastics (is/are) my favorite sport.
8. Fortunately, the news ( wasn't/weren't) as bad as we expected.
9. Both Tom and Mary (work/works) hard.
10. The number of pupils in school with reading difficulties (has/have) fallen this year.

2. *Put the verbs in the brackets in the correct forms. Some verbs can be singular or plural.*

1. The police .....(be) coming. I've already called them
2. The number of students in this class right now .....(be) twenty
3. The Japanese .....(have) a long and interesting holiday.
4. Ten minutes .....(be) more than enough time to complete this exercise.
5. How many kinds of birds .....(be) there in the world?
6. Statistics.....(be) a branch of Maths.
7. My family.....(be) going to the beach at weekend.
8. Neither my parents nor my sister.....(want) methodology to be a teacher.
9. What.....(be) the purpose of your studying English ?
10. Writing letters to you .....(make) me happy.
11. A number of students .....(be) worried about the final exam.
12. Each woman .....(have to) finish their work soon.

3. *Most of these sentences are wrong. Correct them where necessary; put "RIGHT" if the sentence is already correct*

1. Many people has given up smoking.
2. There was a policeman standing at the corner of the street.
3. I need more money than that. Ten pounds are not enough
4. The scissors is not very sharp.
5. The number of residents who have been questioned on this matter are quite small.

6. Dieting are very popular today.
7. A number of professors has contributed to the success of this meeting
8. My dog as well as my cats has eaten twice a day.
9. The Swiss are thrifty and hard-working
10. Either his friends or he are calling me tomorrow

## UNIT 3

# VIETNAM AGRICULTURE ACHIEVEMENTS AND DEVELOPMENT ORIENTATION

(Extracted from <http://www.agroviet.gov.vn/en/stories/sectors.asp>)

*In groups, discuss Vietnam agriculture in recent years. What sector of Vietnam agriculture do you think it has changed most? Then, compare with the following text.*

### **Read the following text**

Taking off from an agricultural economy Vietnam agriculture has accounted for 30% of export value and 25% of total national GDP. 76% of population is now living in rural areas. In 1997/1998 period, agriculture, forestry and fishery sector created jobs over 66% of national labor force. Nominal income of rural people has increased by 12% a year from 92/93 to 97/98 with the agricultural contribution of 81%. Agricultural and rural development is considered a foundation for general economic development and the implementation of modernization and industrialization.

Renovation in agriculture is the kick-start for Vietnam economic reform, creating solid background for economic development. Prior to 1988, food security in Vietnam was not fully assured, domestic demand could only be met by importing food from international markets. But in 1990-1999, agriculture sector has experienced great progress with average growth rate of 4.5% year, thanks to right policies on allocating land use right to farmers, developing household economy, liberalizing trade, developing rural credit and providing extensions services.

Over the last ten years, food output has increased averagely 1.2 million tons/year. Rice export in 1999 was 4.5 million tons. Cultivation and livestock sectors have developed in the direction of diversifying products and improving efficiency of land and labor. Specialized zones for several main industrial crops have been established in great number. Output of coffee, rubber, tea and sugar gained 400, 200, 65, thousand tons respectively. Fruit area is about 450 thousand ha with estimated output of 4.5 million tons. Growth rate of livestock sector is 5-6%/year. In 1999, total meat production attained 1.75 million tons, 7.7% higher than 1998 figure.

While the production of livestock products, sugar, fruit and vegetable and etc is mainly for satisfying domestic market demand, many others are for export at high rate such as coffee (95%), cashew (90%), rubber (80-85%), pepper (90%), tea (50%) and etc. form the country in serious shortage of food, Vietnam becomes the second largest rice exporter, the second Arabica coffee exporter, the fourth cashew biggest exporter in the world. In 1999, agricultural export volume was estimated at 3.25 billion USD, an increase of 11%.

Agricultural and rural economic structure has initially changed towards sector and crop diversification, making contribution to transformation national economic structure in the direction of increasing proportion of industry and services. There are now nearly 12 million households in rural areas, including 10 million involving in agricultural production (equivalent to 80.6%). In agricultural sector, the structure of cultivation and livestock changed in the direction of decreasing cultivation proportion (77.6%) and raising livestock ratio (22.5%) while absolute value of each sector has increased. Crop structure has been

diversified; food crops monoculture has been rejected to improve soil efficiency. Livestock sector has been transformed towards increasing quantity and ratio of commercial cattle and milk.

**\* Comprehension questions**

1. *Work in pairs, answer the following questions:*

1. How many percentages has Vietnam agriculture accounted for export value and for total national GDP?
2. What is agricultural and rural development considered?
3. What is the kick-start for Vietnam economic reform?
4. How could domestic demand in Vietnam prior to 1988 be met?
5. What was the average growth rate of agriculture sector?
6. What did agricultural sector in 1990-1999 experienced great progress thanks to ?
7. How many tons of rice was exported in 1999?
8. What is the growth rate of livestock sector per year?
9. Does Vietnam become the third largest rice exporter?
10. How has soil efficiency improved?

2. *These statements are True (T) or False (F)*

- .....1. In 1997-1998 period, agriculture sector created jobs for over 66% of national labor force.
- .....2. Agricultural and rural development is considered a foundation for general economic development.
- .....3. Investment and the growth of industry is basis for Vietnam economic reform.
- .....4. Specialized zones for several main industry sector have been established in great number over the last 10 years.
- .....5. In 1999, total meat production attained higher than 1998 figure.
- .....6. In 1999, there was a decrease in agricultural export volume.

**\* Vocabulary exercises**

1. *Fill in the blanks with the words from the text*

1. The state of the domestic.....is very worrying.
2. ....production has rapidly increased in recent years.
3. My college is closed for..... because it is very old.
4. The average .....of the factory is 20 cars a day.
5. ....for skilled workers is high; but there was no .....for unskilled ones
6. Tax is payable on all.....over \$ 2000.
7. The signing of such a treaty would be a major .....towards world peace.
8. Imperfect articles are .....by our quality control.
9. She used to be terribly shy, but a year abroad has completely.....her.
10. Vietnam has a ..... of people
11. Lack of water will stunt the plant's .....
12. The city suffers from a shortage of building.....

13. .... is a cropping system in which fields of single crops are cultivated.

2. Give corresponding types of words for the given words

1. Renovation (n).....(v)?
2. Improve (v).....(n)?
3. Transform (v).....(n)?
4. Efficiency (n).....(adj)?
5. Involve (v).....(n)?

### \* Grammar Review

#### The Present Perfect Tense

1. You are asking your friend about things she/he has done in his life. Use the words in brackets to make your questions.

1. (you ever/be/ to South America?)
2. (you/read/ any/English books?)
3. (how many times/you/be/in love?)
4. (you ever/speak /to a famous person?)
5. (you/ever/ have/ a nightmare?)

2. Rewrite each of the following sentences in such a way that it means exactly the same as the sentence provided

1. Laurence hasn't seen his sister since she left for Japan  
Laurence last.....
2. I haven't been here before  
It's the first time.....
3. It's ages since my sister was last here  
My sister hasn't.....
4. I haven't spoken to her for two weeks.  
The last time.....
5. They have worked in that company since 1987  
They began.....
6. I started worked for the company a year ago  
I have.....
7. The last time it rained was a fortnight ago  
It .....
8. How long has Jeanne been engaged?  
When.....
9. It's the first time he has failed an exam  
He's .....
9. She has just finished the job  
She finished.....

### \*Writing

*Write a short essay about what you think/hope about Vietnam Agriculture.*

***\*Translation***

*1. Translate the paragraphs 1,2, and 5 into Vietnamese*

*2. Translate into English:*

1. Tăng trưởng trong lĩnh vực nông nghiệp có ý nghĩa quan trọng không những đối với tăng trưởng chung của nền kinh tế mà còn đối với việc tạo công ăn việc làm và xoá đói, giảm nghèo.

2. Đời sống đa số nông dân được cải thiện rõ rệt, tốc độ tăng thu nhập đạt trên 10% thời kỳ 1995 đến nay. Trừ một số vùng có thiên tai, vùng sâu, vùng cao, tình trạng thiếu lương thực trên diện rộng đã được khắc phục.

1. Mục tiêu phát triển dài hạn về nông nghiệp là xây dựng một nền nông nghiệp hàng hoá đa dạng, và mạnh, dựa trên cơ sở phát huy các lợi thế so sánh, áp dụng công nghệ mới, có khả năng cạnh tranh trong nước và quốc tế.

2. Xây dựng nông thôn mới có cơ cấu kinh tế phù hợp, cơ cấu nông nghiệp-công nghiệp-dịch vụ cùng phát triển, được công nghiệp hoá; hiện đại hoá gắn với đô thị hoá, mọi người có việc làm, có cuộc sống sung túc, không còn đói nghèo, xã hội nông thôn dân chủ, công bằng văn minh, giữ gìn bản sắc văn hoá dân tộc.

# UNIT 4

## SUPPLY

(Extracted from *English in Economics and Business*, Ha Noi Economics University, NXBGD)

*In groups, discuss what you know about the term “SUPPLY”*

### Read the following text

In ordinary speech the term “supply” may have any several different meanings. It may mean the total amount in existence. The term is often used in this sense when the total stock cannot be increased, or can be increased by only small percentage, during the next year or two. Thus the supply of Picasso paintings may mean all the paintings ever painted by Picasso and known to still be in existence. The world supply of gold may mean the total amount of gold which has been extracted from the mines and rivers is still in existence.

The supply of anything which is currently produced may mean the normal output per unit of time. Thus it may be said that the world’s supply of wheat is over 200 million tons a year. The term is more likely to be used in this sense if stocks are small, as stocks of wheat, compared with annual output.

But supply may also mean the amount offered for sale per unit of time. In this sense, the concept of supply parallels that of demand. Just as the law of demand deals with the behavior of consumers as it is reflected in the relationship between price and quantity purchased, so the law of supply deals with the behavior of producers ( sellers), as it is reflected in this relationship. The law of supply states: in a short-run time period, in a given markets other things being equal, the quantity of an item which is offered for sale varies directly with prices.

### \* *Comprehension questions*

*Answer the following questions*

1. How many meanings of the term “supply” are mentioned in the passage? What are they?
2. What is the meaning of “the supply of coal”?
3. Give an example of when the term “supply” means the normal output per unit of time.
4. What relationship is mentioned in the law of supply?
5. What is the law of supply?
6. Does the law of supply say that the price is only thing that changes the supply?

### \* *Vocabulary exercises*

*1. Find words from the text that have the same meaning as:*

1. to get something out with effort or by force (**a verb**)
2. at the present time (**an adverb**)
3. a person who buys goods or uses services (**a noun**)
4. to be equal or similar to sth (**a verb**)
5. to show the image of sb/sth on the surface of sth such as a mirror, water or glass (**a verb**)

2. *Fill in the blanks with suitable words from the text:*

1. Vietnam must import.....because it is needed to make bread and very little is grown in Vietnam.
2. The .....of the Vietnamese population living in the cities is lower than that living in the countryside.
3. She had a toothache so the dentist .....her tooth.
4. Income doesn't always .....how hard someone works, sometimes it depends on luck.
5. She is .....a student, but next year after she graduates she will be doctor at Bach Mai hospital.
6. When a company tries to sell a product it must understand what the .....will find attractive and advertise appropriately.
7. The development of the stock market in Vietnam.....the development of the one in Philippines
8. The .....of a highly educated population makes Vietnam a very attractive place for investment.
9. That's the first time she has.....left Vietnam in her life.
10. There are many gold.....in the mountains of Vietnam.

**\* Grammar review****Conditional Clauses**1. *Complete the following sentences:*

1. If we had started earlier.....
2. If I were President.....
3. I would be very happy if.....
4. Had we known that you were here.....
5. You would speak perfectly if.....
6. He would give you money if.....
7. I will lend you a book if.....
8. Unless you hurry.....
9. If the doctor doesn't come immediately.....
10. If it didn't rain heavily.....

2. *Rewrite these sentences with a conditional form:*

1. The reason I went was because Stephen was there  
If.....
2. Would you like me to move my car.  
I.....
3. The taxi went the wrong way so Kate missed her flight  
If.....
4. I opened the door slowly. Otherwise, I could have hit someone  
If.....
5. You don't do any exercise and that's why you put on weight.

- If.....
6. I didn't know you back from holiday so I didn't phone  
If.....
7. You should book your seats soon, otherwise they'll all be sold out  
If.....
8. If the firemen don't get here soon, there won't be a house to save  
Unless.....
9. If it doesn't rain soon, millions of pounds worth crops will be lost  
Unless.....
10. You had better go out with him  
If.....

***\*Translation***

*1. Translate into Vietnamese*

**EXPORT TO CANADA**

*(Extracted from Saigon Times)*

1. Canada is one of the biggest markets in North America. According to Francis Uy, Canada regards Vietnam as a politically safe country for long-term investment and cooperation. Uy adds that Canada needs to import from Vietnam items such as cashew nuts, foodstuff, textiles, garments, footwear, wood product and traditional interior decorations. In 2000, Vietnam exported seafood to Canada totaling US \$ 29.67 million.

2. Vietnamese businesses can propose the Commercial Bureau under the Canadian Consulate General in HCM City supply information on Canadian companies specializing in several trading areas in North America. Another information channel on Canadian business is the monthly English-mails from Canadian chambers of commerce. All questions will get free reply within 48 hours.....

3. Currently, visas into Canada are yet to granted in Vietnam but in Thailand. Each month, representatives of the Canadian Embassy come to Vietnam to undertake direct interviews and grant visas. To save time it is better for local businesses to contact the International Organization of Migration at 1 B Pham Ngoc Thach Students, Dist. 1, HCM City, to receive guidance on visa application.

*2. Translate into English*

1. Năm nay bộ Nông nghiệp và Phát triển nông thôn đặt kế hoạch ngành nông lâm nghiệp đạt kim ngạch xuất khẩu là 6 tỷ đô.

2. Để đạt được mục tiêu này, bên cạnh gia tăng sản lượng, cần thiết phải nâng cao chất lượng hàng hoá hạn chế xuất khẩu nguyên vật liệu thô và đảm bảo an toàn vệ sinh thực phẩm

3. Trong năm 2006, cùng với việc củng cố và tăng thêm các hoạt động thương mại, hoạt động xuất khẩu gạo ở Việt Nam nên hợp tác để phát triển và bảo vệ thương hiệu cho các mặt hàng nông lâm sản.

*\*More exercise**1. Matching*

|                      |  |
|----------------------|--|
| 1. Supply (v)        | a. money paid to a worker for work done  |
| 2. Specialize(v)     | b. a standard of living that only just provides the basic necessities  |
| 3. Wealth (n)        | c. concern for one's own interests, benefits or personal advantage   |
| 4. Allocate (v)      | d. an amount by which money received is greater than money spent   |
| 5. Subsistence (n)   | e.. to become an expert in a particular subject  |
| 6. Hypothesis (n)    | f. to make a suggestion that is based on known facts and is used as a basis for reasoning or further investigation |
| 7. Trade (n)         | g. a large amount of goods, money or property  |
| 8. Self-interest (n) | h. buying and selling  |
| 9. Wage (n)          | i. to provide enough of something for a need   |
| 10. Surplus (n)      | j. to distribute something officially to somebody for a special purpose  |

*2. Choose the best answer and blacken A, B, C or D*

1. ....the total business done by an organization in a give period  
A. Turnover      B. Income      C. Outcome      D. Output
2. The employees who are responsible for seeing that the finished goods are well made are the .....  
A. packers      B. quality controllers      C. financial staff      D. counters
3. The capital needed to run a business is provided by.....  
A. gain      B. risk      C. investment      D. income
4. Sales .....since we reduced the price to \$ 9,99  
A. handed over      B. shot up      C. write off      D. headed up
5. He's never going to pay this bill; you'll have to just.....it.....  
A. call/off      B. write/off      C. take/off      D. go/into
6. He needs an.....secretary to look after him  
A. efficient      B. absolute      C. official      D. oversea
7. Mr. Turner rang and made.....to see you next week.  
A. a date      B. an appointment      C. a promise      D. a need
8. A company that is controlled by another company is the .....  
A. subsidiary      B. staff      C. headquarter      D. head office

9. Large companies may be organized into several large departments, sometimes even.....
- A. executive      B. staff      C. divisions      D. charges
10. We will..... the invoice to your company next Tuesday
- A. make      B. send      C. write      D. pay
11. Our .....discount is 20%, but we offer 5 % extra for rapid settlement
- A. basic      B. mainly      C. important      D. first
12. The company has a (an) .....monopoly of imports of French wine
- A. main      B. export      C. official      D. absolute
13. Valuable items can be sent by..... mail
- A. careful      B. secret      C. registered      D. fast
14. A company with subsidiaries in many countries is a .....
- A. multinational      B. corporation      C. firm      D. division
15. Email is the way of sending messages between .....
- A. computers      B. companies      C. staff      D. managers

## UNIT 5

# AGRICULTURE AND RURAL DEVELOPMENT PLAN 2004 AND DEVELOPMENT VISION 2004-2005

(Extracted <http://www.agroviet.gov.vn/en/stories/default.asp>)

*In groups, discuss the role of agriculture sector in Vietnam economy.*

**Read the following text.**

### **1. Implementing the program for agricultural production restructuring**

#### *Food production*

The agriculture sector provides guidance on shifting paddy-farming land, especially one-crop land with low and unstable yield into land area for aquaculture and other productive crops. Simultaneously, it is planning to apply intensive cultivation methods in order to raise productivity of rice and maize and to expand the farming area of new cassava seeds, especially in material-centered zones adjacent to cassava-processing factories. In 2004 it is striving for a rice yield of 34.5 million tons including 4 million tons for export; a maize yield of 2.8 million tons and a cassava yield of 5.5 million tons.

#### *Industrial trees*

**Coffee:** according to the 2003-2004 forecast, the world coffee sector can free itself from the crisis, although the price will still remain low. Therefore, due attention should be paid to tendering and rehabilitating Robusta coffee gardens and speeding up the development and high-tech processing of wet coffee.

**Rubber:** As forecasted, there will be a continuous increase in global rubber consumption in 2004. thus, it is important to put a premium on intensive cultivation of rubber; improvement of processing industry in order to raise the quality of rubber latex; mainly new cultivation of rubber on substitute land area and implementation of small-scale rubber projects

**Tea:** as forecasted, the world tea market continues to face difficulties since supply exceeds demand. Therefore, the sector is planning to focus on intensive cultivation of existing tea area, substitute plantation of new high-yield seeds; expansion of Shan Tuyet tea and acclimatized-tea seeds with high quality.

**Pepper:** according to the 2004 forecast, the supply of pepper still exceeds demand in the world market. Thus, an increase in pepper price is impossible. Therefore, the sector is planning to maintain its farming land of 45,000 ha, productivity of 80,000 tons and higher quantity of processed pepper for purpose of higher selling price in 2004

**Cashew:** As estimated in 2004, the world market for cashew remains prosperous, especially European and Chinese markets. Thus, it is necessary to replace old cashews with new high-yield and high-quality seeds; newly plant 10 thousand hectares of cashews in land area adjacent to processing establishments in the central area and Southeast area, with aims to obtain a productivity of 137,000 tons.

**Sugar cane:** The sector is planning to review material;-centered zones, while priority is given to the construction of hydraulic works and introduction of new seeds. This is in order to develop material zones foe 44 sugar production factories, and includes 235,000 ha for the intensive cultivation Of high-yield and high-quality sugar cane.

Factories shall have to enter into investment contracts with farmers and promptly purchase their products at a reasonable price. Each factory shall establish its own propagation center in order to supply high-quality seed for sugar planters.

## ***2. Rural development program***

The Rural Development Program plans to fulfil the objectives of the Poverty Reduction Program, the employment program and Program 135; It also hopes to integrate Poverty Reduction Program into socio-economic development programs and target national program to promote socialization of poverty reduction, to reduce the number of poor households to 11%; to encourage the establishment small and medium-sized industrial zones, traditionally occupational villages in consistent with the land-use planning based on capital sources from localities and enterprises. The program also aims to encourage economic sectors to invest in industrial development with different scales, to pay attention on developing small and medium-scale industries involved in all economic sectors (that are without State prohibition), especially production of consumption goods and exports. Alongside this efforts to develop the industry for processing agricultural products are planned, particularly for exports as well as plans dramatically reduce production costs in order to increase productivity. Rural occupations and new job opportunities are required. As is a shift in the agricultural labor force into non-agricultural labor force; job opportunities for around 1 million people will be the target of this program, as well as to make the best use of 77-78% of the free time of labor force in rural areas.

### ***\* Comprehension questions***

#### *1. Answer the following questions*

1. According to agriculture and rural development plan 2004, how many tons of rice will be exported.
2. What is going to be done in order to raise productivity of rice and maize?
3. Will the price still low according to the 2003-2004 forecast?
4. What will be done to raise the quality of rubber latex?
5. Why does the world tea continue to face difficulties?
6. What is the tea sector planning to do?
7. What is the pepper sector is planning to do?
8. In the sugar cane sector, what is the priority?
9. What are the aims of the Rural Development Program?

#### *2. These statements are true (T) or false (F)*

- .....1. Land area for aquaculture will be shifted into one –crop land with low and unstable yield.
- .....2. In 2006 it is striving for 4 million tons of rice for export.
- .....3. The price of the world coffee will still increase slightly.
- .....4. The supply of tea still exceeds demand.
- .....5. According to the 2005 forecast, there will be an increase in pepper price
- .....6. In 2006, the pepper sector is planning to maintain the productivity of 80,000 tons
- .....7. In the sugar cane sector, priority is given to infrastructure such as construction of factories, roads; and to the introduction of new seeds.

.....8. The rural development program hopes to reduce the number of poor households to 11%.

.....9. The rural development program pays attention on developing small and medium-scale industries involved in some major economic sectors.

.....10. The rural development also aims to provide job opportunities in rural areas.

### **\* Vocabulary exercises**

*1. From the text, Find the words that have the same meaning as the following phrases/explanations:*

1. The action of manufacturing, growing things in large quantities ....(a noun)
2. To make something greater in size, number or importance..... (a verb)
3. To stay in the same condition.....(a verb)
4. Concentrating all one's effort on a specific area .....(an adjective)
5. A statement that predicts something with the help of information....(a noun)

*2. Fill in the blanks with words from the text*

1. The political situation is highly ..... because people haven't decided who they will vote for.

2. In times of .....it's good to have a friend to turn to.

3. My brother has a large tea .....in Southeast central area.

4. According to the weather.....it will be sunny tomorrow.

5. We .....his income at about \$ 8000 a year.

6. The size of the crop depends on the .....of the soil.

7. Life in ..... Vietnam is very peaceful and quite.

8. She had been worn down by .....and illness.

9. I grew up as part of a large .....

10. The meat was declared unfit for human.....

11. The government gave top .....to reforming the legal system.

12. He is sowing a row of .....

### **\* Speaking**

***Apart from what is mentioned about the tea sector above, according to you what should we do to promote its position in the world market***

#### **\*Grammar review**

#### **The Passive Voice**

***Turn the active into the passive***

1. People say that he is the best doctor in this town

.....

2. They believed that John the murder left for Hong Kong

.....

3. They are going to build a new sugar factory here.  
.....
4. You ought to finish your assignment before going to school  
.....
5. It is supposed that John and Mary were gold diggers.  
.....
6. It was said that the economy was in a recession  
.....
7. I don't want people to look at me curiously.  
.....
8. They expect that the economy grows 5% this year.  
.....
9. Nobody told me that George was ill.  
.....
10. His friends gave him a present when he retired.  
.....
11. I think they should have offered Tom the job.  
.....
12. I don't like people telling me what to do  
.....

**\* Translation**

*1. Translate into English*

1. Với gần 70% dân số sống ở khu vực nông thôn, phát triển kinh tế nông thôn được đánh giá là nhân tố quan trọng nhất đảm bảo sự phát triển bền vững của đất nước.
2. Sau gần 15 năm thực hiện cải cách kinh tế, ngành phát triển nông nghiệp và nông thôn đã đạt được những bước tiến quan trọng.
3. Kế sinh nhai/thu nhập của phần lớn nông dân được cải thiện một cách đáng kể. Thu nhập của các hộ nông dân đã tăng hơn 10% từ năm 1995, đặc biệt từ 7.7 triệu đồng Việt Nam năm 1993 đến 9.8 triệu đồng năm 1998.
4. Vấn đề an toàn lương quốc gia được giữ vững. Tỷ lệ nghèo đói giảm từ 30% năm 1992 xuống còn 13% năm 1999, tương ứng với mức trung bình là 2% mỗi năm.
5. Cơ sở hạ tầng nông thôn đã được cải thiện một cách đáng kể với 84% đất trồng lúa được tưới tiêu, 93% xã có đường ô tô dẫn đến trung tâm xã, có gần 70% số xã có điện dùng, 98% các xã có trường tiểu học, 92% có trạm xá, và 40% xã có nguồn nước đạt tiêu chuẩn.

6. Chương trình xoá đói giảm nghèo và chương trình phát triển nông thôn cho những xã đặc biệt khó khăn và những xã vùng sâu vùng xa, như chương trình 327, chương trình 133, chương trình 135 với những dự án định cư, mở rộng nông lâm nghiệp, xây dựng cơ sở hạ tầng, văn hoá - giáo dục - xã hội đã đóng góp rất lớn cho việc cải thiện bộ mặt nông thôn.

*2. Translate into Vietnamese*

1. Key tasks of the sector between 2004 and 2005 are to make planning for agro-forestry in provinces, districts and communes, serving as a tool to adjust agricultural economic and rural structure and to ensure national food security.

2. There are plans to develop and produce advantageous agricultural exports and import substitutes; to develop processing industry, occupations, services and rural industries.

3. Also the application of advanced science and technology to agricultural production is a key task, as is the development of the processing industry in combination with material zones and mechanized production activities.

4. The sector hopes to link agricultural production and the processing industry with consumption market for the purpose of raising competitiveness of products and to put a premium on education and training, especially occupational training for farmers.

***\* Writing***

***Write a short essay about your own ideas about the Agricultural and Rural Development Plan 2004***

## UNIT 6 DEMAND

*(Extracted from English in Economics and Business, Ha Noi Economics University, NXBGD)*

***In groups, discuss the question: Does “DEMAND” and “DESIRE” have the same meaning or not? Give examples.***

### **Read the following text**

The demand for anything, at a given price, is the amount which will be bought at that price. Demand always means demand at a price. The term has no significance unless a price is stated or implied. The simple statement that so many thousand cars a year, or so many million tons of coal a year are demanded in Great Britain may be intended to mean that for some years the prices of cars and coal have been fairly stable and that every year the volume of sales in Great Britain has been very near the figure reported. But such a statement, taken literally, does not make sense, for the volume of sales that is demand would be different if the prices were different. There is no doubt that if the prices of cars could be reduced enough, twice as many would be sold, and that if their prices went high enough, their sales would be halved. The amount bought of anything will vary and may vary considerably, with its price. In other words, the demand at once price is usually different from the demand at another price. Clearly demand must mean demand per unit of time, per year or per month or per week or per day.

Demand, it may be noted, is not the same as desire or need. There is no doubt that many people who cannot afford a car would like one, and also that many children need more milk than they get. But unless desire or need is backed up by ability and willingness to pay, it does not affect the volume of sales. The demand for a thing at a given price is the amount which would, in fact, be bought at that price.

### **\* Comprehension questions**

#### **1. Answer the following questions:**

1. What is the definition for demand at a given price?
2. Why do we always have to state or imply a price when we mention the demand for something?
3. What is the difference between demand, desire and need?
4. What does demand depend upon?
5. What is necessary for desire or need to become demand?

#### **2. These statement are True (T) or False (F)**

- .....1. The demand for anything is the amount which will be bought at any price
- .....2. “Demand” has significance when a price is stated.
- .....3. The different prices results in the different demand.
- .....4. The amount bought of anything will vary with its quality
- .....5. “Demand” and “desire” have the same meaning.
- .....6. You desire a flat, and you can afford and are willing to pay it. It means that your desire becomes demand.
- .....7. Desire affects the volume of sales

\* *Vocabulary exercises*1. *Give corresponding types of word*

1. Significance (n).....(adj)?
2. Intend (v).....(n)?
3. Desire (n).....(v)?
4. Imply (v).....(n)?
5. Stable (adj).....(n)?

2. *Fill in the blanks using suitable words from the text*

1. She is too poor, she cannot even .....to buy new clothes.
2. Although he didn't say it directly, he .....that he would lift the trade embargo soon.
3. A car hit her motorcycle so she.....down the license number on the back, so that she could tell the police.
4. He .....clearly that he would kill his wife if she did not divorce him.
5. After her library card was stolen she had to .....it to the library officials so she could get a new one.
6. His .....to buy a new motorcycle was very strong so he worked very hard to save enough money to buy one.
7. After he graduates from the university he.....to find a job in international trade.
8. The president's strong .....about protecting the environment was not back up by money so the policy was not effective.
9. He was a good politician because he always .....his words with action.
10. His .....to travel on the job makes him more desirable than the man who wants to stay near his family.

\* *Grammar review***SO and SUCH**1. *Use either SO or SUCH in these sentences as appropriate:*

1. The sun shone.....brightly that Maria had to put on her sunglasses.
2. Dean was.....a powerful swimmer that he always won the races.
3. There were.....few students registered that the class was cancelled.
4. We had .....wonderful memories of that place that we decided to return.
5. We had .....good a time at the party that we hated to leave.
6. The benefit was.....great a success that the promoters decided to repeat it.
7. There were .....many people on the bus that we decided to walk.
8. We stayed in the sun for .....a long time that we became sunburned
9. Ray called at .....an early hour that we weren't awake yet
10. The program was .....entertaining that nobody wanted to miss it.

2. *Rewrite the following sentences without changing their original meaning. Begin with the given words.*

1. We couldn't answer the question because it was very hard

- It.....
2. The girl danced so well that she won the price  
She.....
3. The book was so good that I couldn't put it down  
It.....
4. She made himself ill because she worked very hard  
She worked so.....
5. She bought so much food that she had to hire a taxi to bring it home  
She.....
6. He lives so far from his office that he often gets up early to catch the bus to go to work on time.  
He .....

**\* Translation**

1. Translate the text into Vietnamese
2. Translate into English:

**Phát Triển Kinh Tế Bền Vững**

1. Do điều kiện tự nhiên và đặc điểm sinh thái đã tạo cho Krông Bông những tiềm năng như: Phát triển kinh tế lâm nghiệp, đất nông nghiệp thích nghi với nhiều loại cây trồng vật nuôi, có thể phát triển sản xuất nông nghiệp theo hướng hàng hoá, tạo thành vùng nguyên liệu cho ngành công nghiệp phát triển.

2. Huyện cũng có vị trí thuận lợi về giao thông nối Quốc lộ 26 và Quốc lộ 27 đi các tỉnh Tây Nguyên và đồng bằng, tạo lợi thế về giao lưu văn hoá.

3. Ngoài ra còn có các khu du lịch như: Khu du lịch sinh thái Krong Kma, khu hang đá lịch sử Dăk Tuôr hàng năm đón hàng vạn khách du lịch đến tham quan du lịch.

4. Để phát triển nông nghiệp được bền vững và phát huy tiềm năng, huyện tập trung mọi nguồn lực đầu tư để tạo sự chuyển biến mạnh mẽ về kinh tế.

5. Chuyển dịch cơ cấu kinh tế: Nông Lâm – Công nghiệp và Thương mại dịch vụ theo hướng công nghiệp hoá, hiện đại hoá.

**\* More exercise**

1. Fill the blanks using the given words in the box

**INFLATION**

|              |        |      |          |      |
|--------------|--------|------|----------|------|
| as           | could  | rid  | consumer | does |
| continuously | rather | keep | hold     | to   |

It is commonly observed that although money incomes .....(1).....going up over the years, we never seem to become much better off. Prices are rising.....(2)..... This condition is called inflation. The money supply is becoming inflated so that each unit of it becomes less valuable. (In recent years we have gotten used .....(3).....higher and higher rates of inflation. What .....(4).....be bought twenty years ago for \$1 now costs well over

\$2. Present trends indicate that this rate of inflation is tending to rise .....(5).....than to fall).

If in the real world our money incomes go up at the same rate .....(6).....prices, one might think that inflation doesn't matter. But it.....(7)..... When money is losing value, it lacks one of the necessary qualities of money- stability of value. It is no longer acceptable as a store of value, and it becomes an unsuitable standard of deferred payments. Nobody wants to .....(8).....an asset that is losing value, so people try to get .....(9).....of money as quickly as possible. Inflation therefore stimulates .....(10).....spending and discourages saving.

**\* *Comprehension questions***

*2. Answer the following questions:*

1. If our income is increasing, does it always mean that we are better off?
2. What is inflation?
3. If our increase at the same rate as prices, does inflation matter?
4. What do people do with cash when there is a high inflation?
4. Why does inflation discourage saving?

## UNIT 7

### VIETNAM AGRICULTURE BEFORE 1986

#### Read the following text

Agriculture production, the backbone of Vietnam's development strategy, varied considerably from year to year following national reunification in 1975. A particularly strong performance in agriculture was recorded in 1976- up more than 10% from 1975- but production dropped back to approximately 95% of the 1976 level in 1977 and 1978 and recovered to a level higher than that of 1976 only in 1979.

Vietnamese crop and live stock production offset agricultural performance during this period. For example, an 8-percent increase in the value of livestock production in 1977 balanced an 8-percent decrease in value of crop production ( mainly the result of a 1-million – ton decline in the rice harvest). In 1978 the reverse occurred: a steep decline in livestock output countered a significant increase in grain production. The value of crop production, however, averaged four times the value of livestock output at this time.

Foremost among Vietnam's agricultural troubles was exceptionally adverse weather, including a drought in 1977 and major typhoons and widespread flooding in 1978. the drought overtaxed Vietnam's modest irrigation systems, and the floods damaged them. In addition, the floods reportedly reduced cattle herds by 20%. The size of this loss was indirectly confirmed in Vietnamese statistics that showed a leveling off of growth in livestock inventories (particularly of cattle) between 1978 and 1980. throughout the Second Five-year Plan, and especially in the late 1970s, chemical fertilizers, pesticides and spare parts for mechanical equipment were in short supply.

Despite their troubles having occurred, for the most part, fairly early in the plan period, the severe reversals in agricultural sector greatly diminished hopes of achieving self-sufficiency in food production by 1980. the 1980 grain target eventually was lowered from 21 million tons to 15 million tons, but even that amount proved unattainable.

The agricultural policies promulgated from 1976 through 1980 had mixed results. Pragmatic measures that encouraged the planting of more subsidiary food crops (such as sweet potatoes, manioc, beans, and corn) led to an increase of these crops from a level of less than 10 percent that of grain production in 1975 to a level that that was more than 20 percent of grain output by the late 1970s. improved incentives for farmers in 1978 and 1979 included efforts to boost availability of consumer goods in the countryside and to raise state procurement prices. They were reinforced by adoption of a contract system that sought to guarantee producers access to agricultural inputs in exchange for farm products. Even so, bureaucratic inefficiencies and shortages of agricultural supplies prevented complete success.

The program undertaken in mid-1977 to expedite unification of North and South by collectivizing Southern agriculture met strong resistance. The reportedly voluntary program was designed to be implemented by local leaders, but Southern peasants were mainly freeholders- not tenants- and, aside from forming production teams for mutual assistance (an idea that won immediate acceptance), they resisted participation in any collective program that attenuated property rights.

Failure to collectivize agriculture by voluntary means led briefly to the adoption of coercive measures to increase peasant participation. It soon became apparent, however, that such harsh methods were counterproductive.

In the North, formation of cooperatives had begun in 1959 and 1960, and by 1965 about 90% of peasant households were organized into collectives. By 1975 more than 96 % of peasant households belonging to cooperatives were classified as members of “ high – level cooperatives”, which meant that farmers had contributed land, tools, animals, and labor in exchange for income.

Between 1976 and 1980. agricultural policy in the North was implemented by newly established government district offices in an effort to improve central control over planting decisions and farm work. The lax enforcement of state agricultural policies adopted during the war years gave way to a greater rigidity that diminished cooperative members’ flexibility to undertake different tasks. Labor productivity fell as a result, a study by an overseas Vietnamese who surveyed ten rice-growing cooperatives found that, despite an increase in labor and area cultivated in 1975, 1976 and 1977, production decreased while costs increased when compared with production and costs for 1973 through 1974. although the study failed to take weather and other variables into account, the findings were consistent with conclusions reached by investigators who have studied the effects of collectivization in other countries. Moreover, the study drew attention to the North’s poor agricultural performance as a reason for Vietnam’s persistent food problem

State investment in agriculture under the Third Five-Year Plan remained low, and the sector was severely troubled throughout the plan period and into 1986 and 1987 as well. Only modest food-grain increases of 5 percent were generated annually. Although this was enough to outpace the 2.3 percent annual rate of population growth during the 1980s, it remained insufficient to raise average annual per capita food consumption much above the official subsistence level of 300 kilograms. One official Vietnamese source estimated in 1986 that farm families devoted up to 80 percent of their income to their own food needs.

At the conclusion of the Third Five-Year Plan, agricultural yields remained less than required to permit diverting resources to the support of industrial development. In 1986 agriculture still accounted for about 44 percent of national income (the figure for developed nations is closer to 10 percent). The agricultural worker had slipped during the plan period, falling even farther behind the increasing output per worker in industry. In 1980 more than three agricultural workers were needed to produce as much national income as a single industrial or construction worker. By 1985 an industrial worker produced more than six times as much as an agricultural worker.

In December 1986, Vo Van Kiet, vice chairman of the Council of Ministers and member of the Political Bureau, highlighted most of the major problems of Vietnamese agriculture in his speech to the Twelfth Session of the Seventh National Assembly. While mentioning gains in fisheries and forestry, he noted that nearly all farming subsectors-constituting 80 percent of the agricultural sector- had failed to achieve plan targets for 1986. Kiet blamed state agencies, such as the Council of Ministers, the State Planning Commission, and the Ministry of Foreign Trade, for their failure to ensure appropriate “material conditions” (chiefly sufficient quantities of chemical fertilizers and pesticides) for the growth of agricultural production. Kiet also blamed the state price system for underproduction of key “industrial crops” that Vietnam exported, including that of cattle, poultry, buffalo, and hogs, was reported by the government to have continued its growth and to have met or exceeded targets, despite unstable prices and shortages of state-provided animal feed.

***\* Comprehension questions***

*Answer the following questions.*

1. What was the percent of production in agriculture in 1976?
2. Did this level continue increasing in 1977 and 1978?
3. What was Vietnamese agricultural performance offset by? Give an example?
4. What happened in 1978?
5. What was one of Vietnam's agricultural troubles mentioned in the text?
6. In 1980, what was the grain target?
7. Did the agricultural policies promulgated from 1976 to 1980 have any results? Give an example?
8. Was the program undertaken in mid-1977 to expedite unification of North and South by collectivizing approved?
9. Did the program succeed?
10. When were cooperatives formed in the North?
11. Who was a member of "high-level cooperatives"?
12. How was state investment in agriculture under the Third Five-Year Plan?
13. What percent of food-grain was increased per year under the Third Five-Year Plan?
14. At the end of the Third Five-Year Plan, were agricultural yields high?
15. By 1985, how many times did an industrial worker produce, comparing with an agricultural worker?

**\* Vocabulary exercises**

*1. Give corresponding types of word*

1. Performance (n).....(v)?
2. Accept (v).....(n)?
3. Investigator (n).....(v)?
4. Participation (n).....(v)?
5. Reinforce (v).....(n)?

*2. Read the paragraphs 1,2,3 and fill in the blanks with ONE suitable word:*

1. It cost .....\$300. I can't remember exactly
2. He put up his prices to .....the increases cost of materials.
3. There are few.....of rice in the bowl
4. The boss .....his strength, so he was seriously ill.
5. They are going to dig .....canals to prevent the drought
6. Bone-meal and nitrates are common.....

*3. Read the paragraphs 6,7,8,9,10 and fill in the blanks below*

1. She has .....the organization of the whole scheme since she worked as a secretary.
2. We are .....friends
3. It's .....to be too tough: it just makes the staff resentful.
4. The books in the library are.....by subject.
5. What is our present ..... on immigration?
6. Nothing can .....her enthusiasm for the project.
7. Did the medicine have a good .....

8. She is .....about her achievements
9. The case was dismissed because of .....evidence.
10. This factory produces cars at a .....of 50 per week.

**\* Translation**

1. Translate the paragraph 11,12 into Vietnamese.

2. Translate the following text into English

**NÔNG NGHIỆP VIỆT NAM: THÀNH TỰU VÀ THÁCH THỨC**

1. Phát triển nông nghiệp và nông thôn được xem như là nền tảng để phát triển kinh tế và tiến hành công nghiệp hoá và hiện đại hoá. Đổi mới trong nông nghiệp là cú hích đầu cho công cuộc cải cách kinh tế của Việt Nam, và tạo nền móng vững chắc cho phát triển nông thôn nói chung.

2. Cơ cấu nông nghiệp và kinh tế nông thôn đã biến chuyển theo hướng đa dạng hoá khu vực kinh tế và theo định hướng tăng tỷ lệ công nghiệp và dịch vụ.

3. Phát triển nông nghiệp không chỉ có ý nghĩa quan trọng đối với an toàn lương thực và kinh tế nói chung, mà còn quan trọng cho việc phát triển cân đối giữa các vùng miền.

4. Thách thức lớn nhất cho tương lai là làm sao đảm bảo được rằng những lợi ích do tăng trưởng mang lại phải được chia xẻ công bằng cho mọi người dân Việt Nam.

**\* Grammar review**

**Direct Speech and Indirect Speech**

*Rewrite the following sentences without changing their original meaning. Begin with the given words*

1. She said "Don't touch that cake"

She told him.....

2. He said that he would return as soon as he finished his business

He said.....

3. "Why didn't I get a computer before?" thought the office manager.

The officer wonder.....

4. "Don't give up trying hard" he said.

He advised.....

5. "I didn't broke that vase", John said

John denied.....

6. The driver said "Don't get off the bus while it's moving"

The driver asked the passengers.....

7. My mother wanted to know where I had been the night before.

My mother asked "....."

8. "Why don't you put your luggage under the seat?", he asked

He suggested .....

9. Ann said to Tom: "Don't forget your appointment with Mr. Fox"

Ann reminded.....

10. “Why don’t you visit the museum after lunch?”, I said to them.  
I suggested that.....

- **More exercise**

*Complete the organization chart from the information provided*

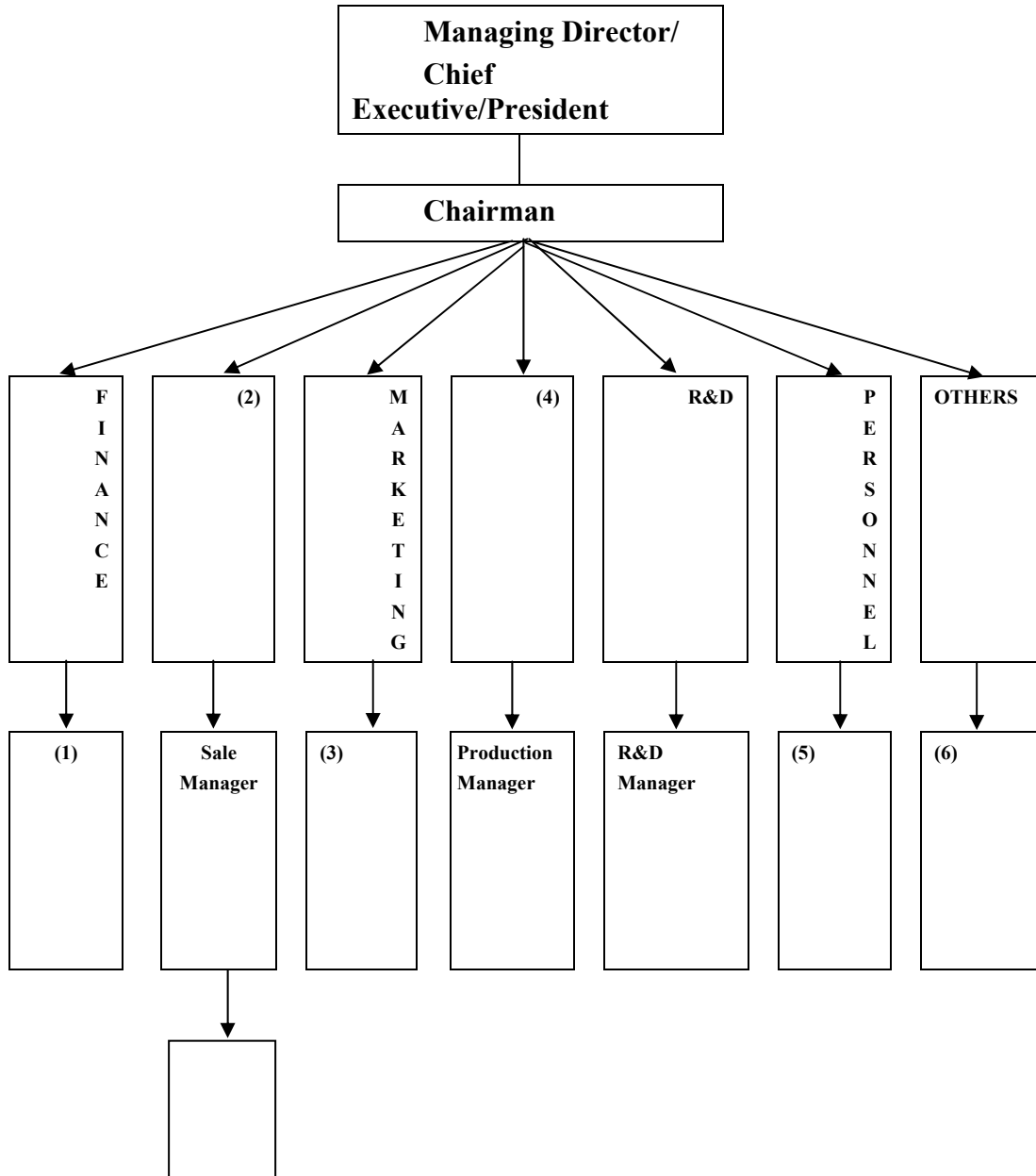
The managing Director (sometimes called the Chief Executive or President in USA) is the head of the company.

The company is run by a Board of Directors; each Director is in charge of a department. However, the Chairman of the Board is in overall control and may not be the head of any one department.

Most companies have Finance, Sales, Marketing ( sometimes part of Sales), Production, Research and Development (R& D) and Personnel Departments. These are the most common departments, but some companies have others as well.

Most Departments have a Manager, who is in charge of its day-to-day running, and who reports to the Director; the Director is responsible for strategic planning and for making decisions.

Various personnel in each department report to the Manager. One example, present in almost all companies, is the Sales Representative, who reports to the Sales Manager



## UNIT 8

# UNEMPLOYMENT

*(Extracted from English in Economics and Business, Ha Noi Economics University, NXBGD)*

***In groups, discuss the question “Do you think it is easy to look for a good job nowadays”***

**Read the following text**

Every country has some unemployables, people whose productivity is so low that they cannot keep any job for long and fall back upon public or private charity. Usually, their numbers are relatively small.

Some workers, while unemployable, are much below the average in efficiency. They are slow workers. If employed on price-rates, they earn much less than they fellow workers. Their slowness may be due to some physical or mental disability. They can keep jobs at relatively low wages, corresponding to their low productivity. But if general minimum wage is fixed by law, they will often be out of work, because they will not be worth the minimum wage.

Some industries employ casual labor which is needed only for short period of time. For example, a construction firm is seldom able to get steady flow of construction projects which would enable it to give continuous employment to a fixed number of workers. When it has a lot of contracts, it hires extra workers, and when it has less to do, it dismisses them. They may soon be able to find work with other firms, but if the total demand for construction has fallen, they may be out of work for some time.

Another type of employment depends on a dramatic change in the methods of production of an industry, which enables fewer workers to produce the same output. In most cases, employment will probably be reduced for a time in the industry that adopts the new methods. Then the question of mobility arises: How rapidly can the workers no longer needed in that industry find other jobs elsewhere? The way to keep such disturbances to a minimum is to promote the mobility for labor

### \* *Comprehension questions*

*1. Answer the following questions:*

1. Who are unemployables?
2. In general, can slow workers get high wages?
3. Why might slow workers become unemployed if there is a minimum wage law?
4. What is casual labor?
5. Does a construction firm give workers continuous employment ?
6. What will happen if the total demand for construction has fallen?
7. Why is mobility of labor important?

*2. These statements are True (T) or False (F)*

- .....1. People whose productivity is low cannot keep any job for long
- .....2. Unemployable workers earn more than their fellow workers.
- .....3. Unemployable workers can keep their job at high wages
- .....4. A construction firm always give steady jobs

.....5. If the total demand for construction has fallen, workers may be out of work for some time.

**\* Vocabulary exercises**

*1. Give the corresponding verbs for these nouns*

1. Employment
2. Dependence
3. Reduction
4. Adoption
5. Promotion
6. Production

*2. Give the corresponding nouns for these verbs*

1. to employ
2. to work
3. to construct
4. to change
5. to demand
6. to disturb
7. to minimize

*3. Fill in each blank using words from the text:*

1. There has been a steady increase in investment, trade and foreign aid to Vietnam in the past 5 years but when the U.S. embargo is lifted, we expect a much more.....increase.
2. Today there was a big .....at the market when the police came to collect the market tax.
3. The workers in the office receive salaries but the workers in the factory receive ..... of \$2 for each shirt they sew.
4. They are always fighting with each other, so I think their marriage won't last.....
5. After they signed the .....they were allowed to start operations at their factory.
6. The road construction company often hires.....workers when it needs extra labor for a short period of time.
7. Many Vietnamese people have very low salaries so they have to work.....jobs to earn enough money to live on.
8. The government is trying to .....1-or 2-child families in Vietnam.
9. He is happy because he has a stable job and.....income every month and he doesn't have to worry if he will have enough money for food and clothing
10. In some countries, when you are unemployed you can.....government assistance for a few months until you find a new job
11. Marital problems often .....due to a lack of communication
12. The.....,.....of production depends on many things including which kinds of machines are available and how educated the workers are.

13. Many people are.....because they have serious mental or physical disabilities.

**\*Grammar review**

**Clauses of reason**

1. Supply either “**BECAUSE**” or “**BECAUSE OF**” as appropriate

1. It was difficult to deliver the letter.....the sender had written the wrong address on the envelope.
2. We decided to leave early.....the party was boring
3. Mary was awarded a scholarship .....his superior scholarship ability
4. Nobody ventured outdoors .....the hurricane warnings
5. They visited their friends often .....they enjoyed their company.

2. Rewrite the following sentences in such a way that it means exactly the same as the sentence printed above it. Begin with the given words

1. The succeeded in obtaining political rights because of their hard struggle  
Because.....
2. As the soup was salty we were thirsty afterwards  
Because of .....
3. He couldn't fight any longer because of his serious wound  
Because.....
4. They got high pay because they work well  
They got high pay because of .....
5. Because he loves her deeply, he can't live without her  
Because of .....
6. Rice grows well in this region because the climate is warm and damp  
Because of .....
7. The students arrived late because they got jammed in the traffic  
Because .....
8. I couldn't get to sleep because of the noise  
Because .....
9. Our journey was delayed because the of was quite thick.  
Because of.....
10. His health is getting better and better because he practices gymnastics regularly.  
Because of .....

**\* Translation**

*Translate into English*

**HỆ THỐNG THƯƠNG MẠI WTO GIÚP GÌN GIỮ HOÀ BÌNH**

1. Hoà bình phần nào là một thành quả của hai nguyên tắc cơ bản nhất của hệ thống thương mại: Giúp thương mại được thuận buồm xuôi gió và đưa đến cho các nước một lối thoát bình đẳng và mang tính xây dựng để giải quyết những bất đồng về các vấn đề thương mại.

2. Đó cũng là một kết quả của sự hợp tác và lòng tin quốc tế do hệ thống này tạo ra và duy trì.

3. Hệ thống WTO là một chủ thể kiến tạo niềm tin quan trọng. Các cuộc chiến tranh thương mại những năm 1930 là bằng chứng cho thấy rằng chủ nghĩa bảo hộ có thể dễ dàng đẩy các nước vào tình thế trong đó không có kẻ thắng mà chỉ toàn người thua

4. Niềm tin là chìa khoá giúp tránh được viễn cảnh không có kẻ thắng.

5. Khi các chính phủ đều tin tưởng rằng các nước khác sẽ không tăng cường các hàng rào mậu dịch thì chính họ cũng không có ý định làm như vậy. họ cũng sẽ ở trong một tâm trạng tốt hơn nhiều để cùng hợp tác với nhau.

**\* Further Reading****THE WTO TRADING SYSTEM ALLOWS DISPUTES TO BE HANDLED CONSTRUCTIVELY**

There could be a down side to trade liberalization and expansion. More trade means more opportunities for disputes to arise. Left to themselves, those disputes could lead to serious conflict. But in reality, a lot of international trade tension is reduced because countries can turn to organizations, in particular the WTO, to settle their trade disputes.

Before World War II that option was not available. After the war, the world's community of trading nations negotiated trade rules which are now entrusted to the WTO. Those rules include an obligation for members to bring their disputes to the WTO and not to act unilaterally.

When they bring disputes to the WTO, the WTO's procedure focuses their attention on the rules. Once a ruling has been made, countries concentrate on trying to comply with the rules, and perhaps later renegotiating the rules- not on declaring war on each other.

**\* Comprehension question**

1. How are disputes handled thanks to the WTO trading system?
2. What do the trade rules include?

*Translate the text into Vietnamese*

## UNIT 9

### VIETNAMESE RICE EXPORT

*(Extracted from English in Economics and Business, Ha Noi Economics University, NXBGD)*

***In groups, discuss the question “What do you think about Vietnamese rice export in recent years?”***

#### **Read the following text**

In the mid- 1980s, Vietnam had to import rice and request international food aid several times during the decade to prevent famine. By 1989, it had become the third leading exporter of rice, following the United States and Thailand. Rice trade changed from imports of 280,000 tons in 1988 to exports of nearly 1.5 million tons in 1989. Rice export earnings represent one- third of total hard currency exports.

How did Vietnam have such great success? The main cause was not a change in the weather, but rather series of policy reforms that transformed Vietnam from an importer to an exporter of rice. During 1988 and 1989, agriculture was decollectivized and rice returned to family-farm production. Price controls were eliminated and a large real devaluation of the currency in 1989 strengthened financial incentives to export. Finally trade organizations were reorganized to eliminate state monopolies in imports and exports, which introduced competition among the big state- owned trading companies.

#### **\* Comprehension questions**

1. Did Vietnam produce enough rice to meet its people's requirements in the mid-1980s? If not, how did Vietnam prevent famine?
2. What is Vietnam's rank among rice exporters?
3. In Vietnam between 1988 and 1989 what happened to rice imports, and exports?
4. Why did Vietnam have such great success?
5. What were the changes in agricultural policy?
6. In Vietnam what strengthened financial incentives to export?
7. What were reorganized to eliminate state monopolies in imports and exports?

#### **\* Vocabulary exercise**

**1. Give corresponding types of words for the following words**

1. Government ( n )..... (v) ?
2. Prevent ( v).....(n) ?
3. Success ( n ) .....(v) ?and (adj)?

4. Strengthen (v).....(n)? and (adj)?

5. Change (n).....(adj)?

2. Fill in the blanks, using suitable words from the text:

1. Vietnam is an..... of rice and importer of wheat.

2. Vietnam receives .....in many forms including money, training and equipment

3. They must.....their educational system by training more teachers and supplying more equipment to the schools.

4. There are 300 students studying English and 100 studying French so the ..... number of students is 400

5. If he finds a girlfriend, he will have a good.....to stop smoking.

6. There are 300 students studying English and 100 studying French so the .....number of students is 400

7. On her 30<sup>th</sup> birthday you could say she has lived for 3.....

8.....like dollars or yen are very important for international trade and investment.

9. Each member of the National Assembly.....a strict in Vietnam

10. One storm can seriously hurt a crop but a.....of storms can reduce the crop to nothing.

### **\* Translation**

1. Translate the following text into Vietnamese

#### **THE BASIC ECONOMIC PROBLEM**

The basic economic problem for any community is how to make the best use of its labor and other resources. In economic terms, labor and other resources are called means of production or factors of production.

The volume of output is limited by the amount of factors of production. The more factors of production we have, the more we can produce.

The problem for any community is how to use its factors of production to the best advantage. In general, it is wasteful for workers to be unemployed, and the community will probably try to have full employment. But for some other factors, such as poor land, it may be better to leave them unused. Most of the factors that are used could be used for any of several different purposes. Most workers could be employed in any number of occupations or industries and most land could be used for several different crops, pasture, or building sites.

Therefore, the economic problem is how to allocate factors among different industries in order to produce what the community wants most. In a given period we cannot have as

much of everything as we want because factors of production are limited in amount, but at least we can try to produce the particular assortment of goods and services which the community prefers.

## 2. Translate into English

1. Nền nông nghiệp đã được những thành tựu đáng kể, nhưng bây giờ lại đang đối mặt với nhiều thách thức.

2. Thách thức lớn nhất là tính cạnh tranh thấp của gạo Việt Nam trên thị trường thế giới. những lý do của vấn đề này bao gồm chất lượng gạo thấp, nhiều cơ hội bị bỏ lỡ và thị trường xuất gạo dao động.

3. Theo Bộ trưởng Bộ Thương Mại, sản xuất gạo đóng vai trò quan trọng trong việc làm tăng tính cạnh tranh của gạo Việt Nam

### \* Grammar review

## The comparative, the equal comparisons, the superlative

### 1. Translate into English:

1. Anh ta càng ít nói, tôi càng hiểu anh ta
2. Con trai tôi mỗi lúc mỗi chăm sóc
3. Cô ta càng ít khiêu vũ, tôi càng ít ghét cô ta
4. Cô ấy càng cười thì càng có duyên
5. Bài tập càng khó thì chúng tôi càng phải chăm

### 2. Rewrite the following sentences without changing their original meaning. Begin with the given words:

1. I cannot draw as well as my boyfriend  
My boyfriend .....
2. Peter is not as handsome as his father.  
His father .....
3. He hasn't got as much work to do as I have  
He has got.....
4. We sit near to the stage. We can see well  
The .....
5. Nguyen Trai street isn't as long as Tran Hung Dao street  
Nguyen Trai street hasn't .....
6. I am afraid I don't have another cheaper bag in my shop  
I'm afraid this.....
7. As he comes nearer to the hospital gate, he becomes more nervous

The .....

3. Rewrite the following sentences using DOUBLE COMPARATIVE:

1. Alice eats much. She becomes fat
2. The teacher complains clearly. We understand fast.
3. The lesson became difficult. They tried hard
4. We run fast. We felt tired
5. The weather is getting hot. I feel much miserable.

**\* More exercise**

**HOW DOES INFLATION AFFECT THE WORLD ECONOMY**

An economy that grows too quickly can be a bad thing. With a decline in unemployment, companies are forced to pay higher wages for scarce workers, and prices of goods and services are raised to pay for their increased costs. Inflation is usually highest during times of economic chaos, such as energy shocks, wars, or debt crises, when there is a shortage of basic goods and services

In a booming economy, inflation begins to rise as consumers and businesses compete with each other for goods and services, bidding up prices in their hurry to buy a limited amount of products. The increase in prices usually leads workers to ask for increasingly higher wages to “keep up with inflation”

When government and central banks see signs of inflation, they try to slow down the economy. They increase interest rates, which makes almost all activities, such as building new factories, more expensive. Higher interest rates tend to discourage business and consumer spending, leading to reduction in jobs and a slow down in the economy.

With favorable inflation and interest rates, a country can attract foreign investment. When a country's economy grows too strongly, however, and it looks as if runaway, inflation is about to rear up its ugly head, international investors quickly move their money out., preferring to invest their funds in countries with more stable economic growth and predictable inflation rates.

**\*Comprehension questions**

Answer the following questions

1. When is inflation highest?
2. What might a booming economy lead to?
3. What do workers expect when prices increase?
4. What is the role of government and central banks in fighting inflation?
6. What happens if interest rates increase?

**\* Vocabulary exercises**

1. Fill in the blanks with words from the text

1. The weather in this area is not very ..... since it can change from rain to sun and back to rain within one hour so you can never say what the weather will be like.

2. Her parents .....her to go to work when she was 16 because they wanted the extra income she could bring in.

3. Ho Chi Minh is .....with millions of dollars of investment and hundreds of new companies starting up every month

4. They .....their furniture out of the house last week so it is empty now

5 . .....is needed for everything from lighting our houses to running machines in our factories.

6. They are having a marital.....and may end up getting a divorce

7. The shortage of house in Hanoi has led to.....growth in housing prices which theories of supply and demand could easily predict.

8. High prices for particular goods should.....decreased demand and increase production of those goods if there is a relatively free market.

2. *Explain the following words*

1. Product (n)
2. Production (n)
3. Productive (adj)
4. Productivity (n)
5. Produce (v)
6. Produce (n)

3. *Use these words to fill in the blanks*

1. He is the most.....man in the group
2. What should we do to reduce.....cost
3. His labor.....is low because the work doesn't suit him
4. Could you tell me about your .....plan?
5. They decided to .....more items.
6. That part of the market sells.....while this part sells meat.

## UNIT 10

# MICROECONOMICS AND MACROECONOMICS

*In groups, and discuss the following questions*

1. What's microeconomics? What's macroeconomics? Can you guess any differences between them?
2. From the heading, what do you expect the text to be about? Microeconomics and macroeconomics.

**Read the following text**

### MICROECONOMICS AND MACROECONOMICS

Many economists specialize in a particular branch of subject. For example, there are labor economists, energy economists, monetary economists, and international economists. What distinguishes these economists is the segment of economic life in which they are interested. Labor economics deals with problems of the labor market as viewed by firms, workers, and society as a whole. Urban economics deals with city problems: land use, transport, congestion, and housing. However, we need not classify branches of economics according to the area of economic life in which we ask the standard questions what, how and for whom. We can also classify branches of economics according to the approach or methodology that is used. The very broad division of approaches into microeconomics and macroeconomics cuts across the large number of subject groupings cited above.

*Microeconomic analysis* offers a detailed treatment of individual decisions about particular commodities.

For example, we might study why individual households prefer cars to bicycles and how producers decide whether to produce cars or bicycles. We can then aggregate the behavior of all households and all firms to discuss total car purchases and total car production. Within a market economy we can discuss the market for cars. Comparing this with the market for bicycles, we may be able to explain the relative price of cars and bicycles and the relative output of these two goods. The sophisticated branch of microeconomics known as *general equilibrium theory* extends this approach to its logical conclusion. It studies simultaneously every market for every commodity. From this it is hoped that we can understand the complete pattern of consumption, production, and exchange in the whole economy at a point in time.

If you think this sounds very complicated you are correct. It is. For many purposes, the analysis becomes so complicated that we tend to lose track of the phenomena in which we were interested. The interesting task for economics, a task that retains an element of art in economic science, is to devise judicious simplifications which keep the analysis

manageable without distorting reality too much. It is here that micro economists and macroeconomists proceed down different avenues. Microeconomists tend to offer a detailed treatments of one aspect of economic behavior but ignore interactions with the rest of the economy in order to preserve the simplicity of the analysis. A microeconomic analysis of miners' wages would emphasize the characteristics of miners and the ability of mine owners to pay. It would largely neglect the chain of indirect effects to which a rise in miners' wages might give rise. For example, car workers might use the precedent of the miners' pay increase to secure higher wages in the car industry, thus being able to afford larger houses which burned more coal in heating systems. When microeconomic analysis ignores such indirectly induced effects it is said to be partial analysis.

In some instances, indirect effects may not be too important and it will make sense for economists to devote their effort to very detailed analyses of particular industries or activities. In other circumstances, the indirect effects are too important to be swept under the carpet and an alternative simplification must be found.

Macroeconomics emphasizes the interactions in the economy as a whole. It deliberately simplifies the individual building blocks of the analysis in order to retain a manageable analysis of the complete interaction of the economy. For example, macroeconomists typically do not worry about the breakdown of consumer goods into cars, bicycles, televisions, and calculators. They prefer to treat them all as a single bundle called "consumer goods" because they are interested in studying the interaction between households' purchases of consumer goods and firms' decisions about purchases of machinery and buildings.

### ***\*Comprehension questions***

#### *1. Answer the questions*

1. How many particular branches of economics are mentioned in the text?
2. How are the different branches of economics classified?
3. What does microeconomic offer?
4. Is the general equilibrium theory part of microeconomics or macroeconomics?
5. Is partial analysis part of microeconomics or macroeconomics?
1. What does macroeconomics emphasize?
7. What distinguishes an energy economist from an urban economist.
8. Are the same questions asked in each area of economic life?
9. What is needed before total car purchases and production can be discusses?
10. What does the general equilibrium theory examine?
11. What can be understood from such a study?
12. What happens when an analysis becomes too complicated?

13. What can keep an analysis manageable?
14. What do most micro economists leave out of their analysis?
15. What does partial analysis ignore?
16. Why would most macroeconomists not make a breakdown of consumer goods?

## 2. Matching

*Which paragraphs do the following headings belong to?*

*{More than one headings can lye accepted for paragraph}*

1. General equilibrium theory
2. Macroeconomics
3. Economists specialize
4. How economics can be classified
5. Indirect effects lead to partial analysis
6. Economics needs simplifications
7. Microeconomics

### *\* Vocabulary exercise*

*1. Work in pairs .In this section you can use a dictionary to help you answer the questions about the text.*

**1. Look at the first paragraph again. What words correspond to these definitions?**

- a. Way of studying a subject
- b. Give particular attention to
- c. Way of looking at a subject
- d. Quoted

**2. Look at the first paragraph again and say what words have the opposite meaning to**

- a. Beginning
- b. Give particular attention to
- c. Way of looking at a subject
- d. Simple and uncomplicated

**3. Look at the first paragraph again. Can you explain the words**

- a. Consumption
- b. Exchange

**4. Look at paragraph 2 and say which the words have the same meaning as**

- |                                |                                 |
|--------------------------------|---------------------------------|
| a. Pulling out of shape        | e. Keep safe                    |
| b. Pay not enough attention to | f. Brought about                |
| c. Pay no attention to         | g. Showing or having good sense |

d. Think out, plan

**5. Look at paragraph 3 and say which words have same meaning as**

- a. Keep
- b. Makes easier, less complicated
- c. As a rule, characteristically
- d. Be sensible

**\* Translation**

*1. Translate the paragraph 1 into Vietnamese*

*2. Translate into English*

1. Thành tựu nổi bật nhất của công cuộc đổi mới là gì? Một chuyên gia cao cấp của bộ Thương mại trả lời: “Đó là sản xuất lương thực”. nhiều nhà kinh tế trong và ngoài nước đều đồng ý với ý kiến này.

2. Theo các nhà kinh tế việc cải cách trong ngành nông nghiệp và sản xuất lương thực đã đạt được những thành công nhất định, nhưng vẫn còn tồn tại những thách thức trong tất cả các lĩnh vực của quá trình đổi mới ở Việt Nam.

**\*More exercise**

*1. Read the text*

The two main types of macroeconomic policies are fiscal and monetary policies. The two policies are interrelated.

Fiscal policy is carried out by the Ministry of Finance and can be divided into two parts, government expenditures and taxation. The two parts determine whether the government has a deficits or surplus in its budget. A careful fiscal policy is the basis of a stable macro economy. Taxes and public spending can affect resource allocation. Fiscal deficits affect both the balance of payments and the rate of inflation.

Monetary policy in developing countries follows fiscal policy. Printing of money is often the source of financing for government spending. If the central bank has to finance a big deficit, it may be unable to implement a restrictive monetary policy inflation.

If a deficit is financed by printing more money than the public wants to have, prices will rise. Inflation causes the real value of personal financial assets to fall. But it also induces people to buy assets such as gold, dollars or real-estates which will not lose value with inflation.

*Answer the following questions*

1. What are the two main types of macroeconomic policies?
2. What do fiscal deficits affect?
3. How do some government finance government spending?
4. What does inflation induce people to buy?
5. According to you, what is inflation?

2. Match the phrases or clauses in column A with one in column B

|   |  |
|---|--|
| <ol style="list-style-type: none"> <li>1. How do you do, Mr. Jones?</li> <li>2. Have you met miss Lucas? She's from Argentina.</li> <li>3. I'm a product manager. What about you?</li> <li>4. When did you start?</li> <li>5. I'd like to speak to Helena Sterner, please?</li> <li>6. How was your trip?</li> <li>7. May I have your name?</li> <li>8. What I can do for you?</li> <li>9. Could you give him a message, please?</li> <li>10. Where is the exhibition?</li> </ol> | <ol style="list-style-type: none"> <li>A. This morning. Today is my first day</li> <li>B. Yes, I think we've met before</li> <li>C. speaking</li> <li>D. Yes, It's Jose Rosales</li> <li>E. Paris</li> <li>F. not bad, thanks</li> <li>G. Yes, certainly</li> <li>H. Oh, please call me Liz</li> <li>I. I'm afraid there's a problem with our order. You delivered the wrong quantity</li> <li>J. I work for Balfour Betty.</li> </ol> |
|---|--|

## UNIT 11

# GIA LAI DEVELOPS COMMODITY- BASED AGRICULTURE

*(From: Vietnam Business Forum No. 3. October 10,2003)*

*Gia Lai province has a natural area of more than 1.540 million hectares, with area for agricultural production accounting for 18,9% per cent, or 292,333 hectares. The province has a plateau monsoon tropical climate with dry and mild winter and moist and pleasant summer. The province has enormous sunlight exposure. This is one of natural resources of the province. Soils in Gia Lai are mainly alluvial and bazan soils, which are very important for the province's agricultural and forestry production.*

In recent years. Gia Lai province has gradually stabilized its agro- forestry production with a growth rate of 8.89 per cent per year in the 1992- 1995 period, 11.8 per cent in 1996 - 2000 period, and nine per cent in 2001- 2003

In agriculture, cultivation accounts for 70 per cent of out put. The province's total cultivation area has reached 300,000 hectares with a rice-equivalent food output of 210,000 tones. Noticeably, the area under hybrid maize increased from 5,677 hectares in 1996 to 29,445 hectares in 2002. The province now has 21,000 hectares of short- term industrial crops, equal to 9.38 per cent of the province's cultivation area, and 97,546 hectares under long- term industrial crops, mainly rubber, coffee, tea, pepper and cashew, equal to 42.3 per cent of the province's cultivation area. This is the largest cultivation area, which supplies materials and goods for processing establishments in the province. The province's plant and animal structure has changed, breaking monoculture and mono-crop practices and forming specializing growing areas.

Besides, the province now has 253,387 cattle heads, including 13,646 buffaloes and 239,741 cows accounts for 26 per cent, together with 306,658 pigs. With a water surface area of about 1,000 hectares, Gia Lai has a great potential for fish raising. In forestry, forestry protection and business is one of three major economic programmers of the Gia Lai. Forestry development work has been implemented synchronously from glowing, to tending, protecting, exploiting, processing and developing forestry resources. So far, the province's forest area is put at 22,489 hectares. Wood and forestry produce processing has been boosted lo meet the domestic demand and export.

The local agricultural sector has considered its top task of modernization of agriculture and rural areas from the point of view of developing a highly-specializing agriculture based on commodity production. Accordingly, the sector's target is to increase crops and promote the application of scientific and technical achievements into production,

skiving to have 24,000 hectares of two crop rice growing 5,500 hectares of hybrid maize and 30,000 hectares of cassava, producing a rice equivalent output of 612,000 tones. At the same time, the province will continue to develop its areas under short and long - term industrial crops with 70,000 hectares of cashews, 14,000 hectares of colons and 3,000 hectares of pineapple, creating a stable material supply source for processing establishments. Cattle raising will become a spearhead sector in local agriculture, contributing 30 per cent to GDP of the agricultural sector. Animal feed supply sources, including grazing land and feed production plants will be developed alongside a milk processing factory and a 5,000 - tones food processing plant. Also, forestry business will be developed to create more jobs for local people, producing more forestry produce with the involvement of many economic sectors.

Based on this development orientation, in the future, Gia Lai province will need a huge capital investment amount from budget, loans and investment of domestic and foreign economic organizations and enterprises. At the same time, the province will develop a co-operation mechanism with other localities nationwide to make a full use of each locality's advantages and potential on mutual benefit basis.

The province will create favorable conditions for organizations, individuals and enterprises to invest in developing agricultural, forestry and fisheries material supply sources and building processing establishments. The local authorities will develop specific priority policies to attract foreign investment.

**\* Comprehension questions**

*Answer the following questions*

1. How many hectares for agricultural production has Gia Lai got?
2. What is the climate in Gia Lai?
3. In the 1992-1995, what was the percent of the growth rate in agro-forestry?
4. What was Gia Lai ' s agro forestry's growth of rate in the 2001 -2003 ?
5. How many hectares has Gia Lai ' s total cultivation area reached?
6. In 2002, how many hectares were used for cultivating hybrid maize?
7. Has Gia Lai changed the plant and animal structure?
8. How has Gia Lai changed the plant and animal structure?
9. Why Gia Lai has a great potential for fishing raising?
10. How has forestry development work been implemented?
11. What is the local agricultural sector's target?
12. What will Gia Lai need for this development orientation?
13. What will Gia Lai do to attract foreign investment?

**\* Vocabulary exercises**

1. Read the first four paragraphs, then find the words from them, so that they have the same meaning as the following words or phrases :

1. Make something stable ( v )
2. Development ( n )
3. Preparing and using land, soil for growing crops ( n )
4. The amount of something that a person or organization produces ( n )
5. Agricultural plants in the fields ( n )
6. Carry something out ( v )
7. Use, work or develop something, especially natural resources

2. Complete the following sentences, using words from the text

1. India ..... tea and cotton to many different countries
2. Viet Nam is rich in.....
3. Farmers often treat their ..... with fertilizer.
4. Very little ..... is left unexplored nowadays.
5. We decided to ..... 5 billion dollars in government bonds.
6. Britain has a temperate.....
7. The shady trees provide ..... against the burning rays of the sun.

### \* Translation

1. Translate the paragraph from " In forestry" to "many economic sectors" into Vietnamese

2. Translate into English

1. Những nước có tỷ lệ lạm phát khác nhau có thể đạt được sự phát triển lâu dài. Tuy nhiên, lạm phát cao và bất ổn dường như làm giảm sự tăng trưởng đó bằng việc tạo ra môi trường kinh tế bất ổn,

2. Lạm phát đòi hỏi sự điều chỉnh giá cả thường xuyên.

3. Sự sai lệch giá cả cơ bản như sai lệch giá cả của tỷ lệ lãi suất thực và tỷ lệ hối đoái thực dường như cũng cản trở sự tăng trưởng.

4. Tỷ lệ lạm phát cao có thể dẫn đến việc hệ thống tài chính không có hiệu suất.

### \* Grammar review

#### Clauses of concession

Rewrite the following sentences in such way that means exactly the same as the sentence printed above it. Begin with the given words.

1. Despite living in the same street, we hardly ever see each other.

Although.....

2. Though he was inexperienced, he got a good salary  
Despite .....
3. Rich as he was, he never helped the poor.  
Despite .....
4. Though he was poor, he became distinguished  
In spite of.....
5. She managed to walk to the next village despite her injured foot  
Though .....
6. She decided to accept the job despite the low salary  
Though .....
7. Although the traffic was bad, I arrived on time  
Despite .....
8. Although he had a good salary, he was unhappy in his job  
In spite .....
9. Although he disliked coffee, she drank it to keep herself warm  
Despite .....
10. Though he has been absent frequently, he has managed to pass the test.  
In spite .....

**\* More exercises**

*Choose the word or phrase which best completes each sentence then mark your choice on the answer sheet*

1. In the UK, VAT (value added tax) is a tax on goods and .....
- A. services                      B. servants                      C. stockings                      D. stockiest
2. It's a ..... market at the moment so you should be able to pick some up at a reasonable price.
- A. open                      B. free                      C. buyer's                      D. seller's
3. Room rate is fixed amount at which a room in a hotel is .....
- A. booked                      B. set                      C. bought                      D. charged
4. If you stay at our hotel at weekend you'll get a 15% .....
- A. increase                      B. discount                      C. reduction                      D. B & C
5. If you need a loan, your bank is sure to ask you for some kind of .....
- A. proof                      B. property                      C. collateral                      D. assurance
6. I'd like to reserve a room ..... the name of Christensen
- A. on                      B. in                      C. at                      D. under
7. A wealthy national economy depends on the government's attitude towards private .....
- A. enterprise                      B. business                      C. concerns                      D. initiatives
8. Bad ..... flow is bad news for any company!
- A. money                      B. monetary                      C. finance                      D. cash
9. The room I'm in is .....small. I must insist on having another one.

- A. quite                      B. absolutely                      C. totally                      D. extremely

10. The market has reached ..... point so we need to concentrate on finding new products.

- A. full                      B. saturation                      C. filling                      D. boiling

## UNIT 12

# ECONOMIC ANALYSIS

### *In groups:*

1. Before reading, how do you understand the term "Economic Analysis"?
2. From the heading. What do you expect the text to be about?

### **Read the following text**

#### **The tool of economic analysis**

Positive economics analyses issues relating to the description of the past and the prediction of the future, It tries to explain why the oil price shock led to a switch to smaller cars and whether this trend will continue. Normative economics analyses issues relating to society's value Judgments. Should society try to conserve scarce and expensive oil bay raising the tax on petrol even though this will penalize car users still further?

In this chapter the emphasis is not on learning economics but on mastering the tools of the trade. To analyze economic issues we use both models and data.

A model or theory makes a series of simplifying assumptions from which it deduces how people will behave. It is a deliberate simplification of reality.

Models are frameworks for organizing the way we think about the problem.

They simplify by omitting some details of the real world to concentrate on the essentials: Form this manageable picture of reality we develop our analysis of how the economy works.

An economist uses a model in the way a traveler uses a map. A map of London misses our many feature of the real world - traffic lights, roundabouts, the exact width of streets - but if you study it carefully you can got a good picture of how the traffic is likely to flow and what will be the best route to take. This simplified picture is easy to follow, yet helps you understand real world behavior when you must drive through the city in the rush hours.

The data or facts interact with models in two ways. First, the data help us quantify the relationships to which our theoretical models draw attention. It many are insufficient to work out that all bridges across the Thames are likely to be congested. To choose the best route we need to know how long we would have to queue at each bridge. We need some facts .The model is useful because it tell us which facts are like to be the most important. Bridges are more likely to be congests than six - lane motorways.

Second, the data help us to test on models. Like all careful scientists, economists much check that their theories square with the relevant facts. Here the crucial word is relevant. It is this that prevents a chimpanzee or a computer sifting through all the facts in the world to establish the single definitively correct theory. For example, it turns out that the

number of Scottish dysentery deaths is closely related to the actual inflation rate in the UK over many decades. Is this a factual coincidence or the key to a theory of inflation in the UK? The facts alert us to the need to ponder this question, but we can make a decision only by recourse to logical reasoning.

In this instance, since we can find no theoretical or logical connection, we regard the close factual relationship between Scottish dysentery deaths and UK inflation as a coincidence that should be ignored. Without any logical underpinning, the empirical connection will break down sooner or later, Paying attention to this spurious relationship in the data neither increases our understanding of the economy nor increases our confidence in predicting the future.

The blend of models and data is thus a subtle one. The data may alert us to logical relationships we had previously overlooked. And whatever theory we wish to maintain should certainly be checked against the facts. But only theoretical reasoning can guide an intelligent assessment of what evidence. Should be regarded as being of reasonable relevance.

To introduce the tools of the trade we begin with the representation of economic data in tables, charts, and figures (diagrams). Then we show how an economist might approach the development of a theoretical model of an economic relationship. Finally, we discuss how actual data might be used to test the theory that has been developed.

### **\* *Comprehension questions***

#### *1. Answer the following questions*

1. What is the overall purpose of this chapter?
2. What does a model do?

In how many ways does data interact with models?

1. Why is the word relevant important?
2. How is the writer going to introduce the tools of economic analysis?

#### *2. Matching.*

*Which paragraph do the following headings belong to?*

*(More than one headings can be accepted for a paragraph.)*

1. How data interact with models?
2. How the tools of the trade will be introduced?
3. Positive and normative economics.
4. How an economist uses a model?
5. What a model is
6. What a model does

7. Decisions are made by logical reasoning

3. *Checking your understanding.*

*Now read the text carefully and answer the following questions:*

1. What does positive economics analyze?

.....

2. What does normative economics analyze?

.....

3. What tools are used to analyze economic issues?

.....

4. What do models leave out?

.....

5. To what does the write compare a model?

.....

6. What is the first way in which data interact with models?

.....

7. What is the second way in which data interact with models?

.....

8. How does the economist decide whether Scottish dysentery deaths are related to the UK inflation rate?

.....

9. Is there any relationship between Scottish dysentery deaths and the UK inflation rate?

.....

10. What are the second and third parts of the chapter going to be about?

.....

**\* Vocabulary exercises**

1. Look at the first paragraph again. What words have the same meaning as
  - a. Keep from use
  - b. Something said before it happens
  - c. Change from one thing to another.
2. Look at paragraph 2 again and explain what the following mean
  - a. Tools of the trade
  - b. Data

- c. Frameworks
3. Look at paragraph 3 again. What words have the opposite meaning to
    - a. Include
    - b. Improbable
    - c. Imprecise
  4. Look at paragraph 4 again and say what these words refer to
    - a. to which (*line 3*)
    - b. it (*line 7*)
  5. Look at paragraph 5. what words have the same meaning as
    - a. Correspond to, are in line with
    - b. Tens of years
    - c. Think carefully about
    - d. Most important
    - e. Put on a firm foundation
    - f. Give warning
  6. Look at paragraph 6 again. What words have the same meaning as
    - a. Trust
    - b. False
    - c. Relying on observation

**\* Translation**

1. Translate paragraph 1,2,5 into Vietnamese

2. Translate into English

1. Nhà học thuyết kinh tế vĩ đại đầu tiên là Adam Smith. Cuốn sách nổi tiếng nhất của ông có tên là Sự Thịnh Vượng của Các Quốc Gia.

2. Smith cho rằng con người cơ bản là quan tâm về tư lợi của cá nhân mình.

3. Khi nhiều người làm việc vì tư lợi của mình thì toàn xã hội đều có lợi.

4. Học thuyết thứ ba của Adam Smith cho rằng cần thiết phải có tự do thương mại trong một xã hội và giữa các nước khác nhau để tạo ra của cải.

5. Một hệ thống thương mại mở cửa cho phép các quốc gia chuyên môn hoá về sản xuất một mặt hàng nào đó, những hàng hoá mà họ sản xuất có hiệu quả nhất.

**\* Grammar review**

**Nouns Functioning As Adjectives**

*Rewrite the following sentences without changing their original meaning. Begin with the words given.*

1. It took two hours to fly from HCM city to Hanoi

It was .....

2. Her call to Hue lasted forty minutes

She .....

3. My parents saw a play in three acts last night

My parents .....

4. Tom bought a tool set containing 79 pieces

- Tom .....
5. The course that lasts five days won't give us enough information about the long trip.  
The .....
6. "Can you change this note of ten pounds into coins?"  
"Can .....
7. I have a bookcase with five shelves  
I .....
8. Tim needs two cans of tomatoes that weigh 16 ounces each  
Tom .....
9. They teach languages  
They .....
10. They spent twenty minutes commenting on current politics  
They .....

*\* Further reading*

**WHAT AFFECTS WAGES**

Not all workers make the same wage. Some people are paid very little. Others get a lot of money. Several factors affect how much money people make.

The kind of job a person does has a lot to do with how much the person is paid. Some jobs take more skills than others. A street sweeper may have few skills; whereas a doctor must have many skills. Because doctors have many more skills than street sweepers they are paid more than a sweepers.

Few people are born with the skills they will ever need. Most people learn their skills through schools. In general, the more education a person have, the more money he or she will make. A person who quits schools after 3 years will usually make less than a person who graduates. A person who goes to the university will usually make more than a person who finishes only high school.

Men usually make more money than women. Part of reason is that women often work in lower-paying jobs. Some people argue that this is because women are not given the chance to have better paying jobs.

Productivity also affects how much money a person makes. If two workers do the same job, but one is able to produce more in the same amount of time, his or her productivity is higher and he or she should have a higher wage. Higher productivity may result from higher education, or better physical or mental ability.

Laws also affect how much money people make. The United States has a minimum wage law. The minimum wage is the least the amount a worker can be paid. Of course, many businesses pay much more than the minimum wage.

Seniority, the amount of time someone has been working in a particular job, can also affect wages. People with more seniority usually have higher salaries than newly hired workers.

These are only few of the factors that influence the wages workers receive. Both the employee's qualifications and the type of job he or she is working in will affect the wage.

*\* Comprehension questions*

1. What are some reasons doctors are paid more than street sweepers?

2. Is it always true to say “the more education a person has, the more money he or she will make”? Why or why not?
3. Why do men usually make more money than women?
4. With the same occupation, what factor may influence a person’s income?

## UNIT 13 REVIEW

1. Choose the word or phrase which best to complete each sentence then mark your choice on the answer sheet

1. A rapid rise is called .....

- A. inflation                      B recession                      C. reduction                      D. trough

2. His .....to buy a new car was very strong so he worked very hard to save enough money to buy one.

- A. demand                      B. supply                      C. desire                      D. hunger

3. There is a high government.....because government spending is more than tax revenues

- A. surplus                      B. equal                      C. deficit                      D. low

4. ....policy consists of government spending and taxation

- A. Monetary                      B. Fiscal                      C. Tax                      D. Advertising

5. **GNP** is the abbreviation of:

- A. Gross National Product                      B. Gross Domestic Product  
C. Gross Nation Production                      D. Great National Product

6. GNP includes net international trade and .....

- A. investment                      B. taxes                      C. capital                      D. expenditure

7. The size of a country's economy is determined by the total amount of goods and ..... that it produces.

- A. money                      B. taxes                      C. services                      D. inflation

8. Resource economists focus on the use and preservation of the nation's .....

- A. production                      B. economy                      C. natural resources                      D. policies

9. Agricultural economists involved at the macro level are interested in how agriculture and agribusinesses affect ..... and world economies.

- A. international                      B. foreign                      C. domestic                      D. multi  
national

10. The volume of output is limited by the amount of factors of .....

- A. import                      B. taxing                      C. production                      D. export

11. In the mid-1980s, Vietnam had to .....rice and request international food aid several times during the decade to prevent famine.

- A. import                      B. export                      C. buy                      D. sell

12. She had a toothache so the dentist (42).....her tooth

- A. extracted                      B. pushed                      C. pulled                      D. broke
13. Many economists ..... in a particular branch of subject. For example, there are labor economists, energy economists , monetary economists, and international economists .
- A. specializes                      B. consists                      C. includes                      D. interested
14. The law of supply states: in a short-run time period in a given market, other things being equal, the.....of any item which is offered for sale varies directly with its prices.
- A. quantity                      B. quality                      C. demand                      D. percentage
15. The central focus of macroeconomic analysis and policy is on four main areas: Gross national product, employment, .....and the balance of payments.
- A. taxes                      B. inflation                      C. government                      D. growth
16. When a country's economic growth slows down or stops, the economy is said to be in a .....
- A. recession                      B. growth                      C. increase                      D. development
17. She earns 20 kilograms of rice per month which is only about \$5 in.....term.
- A. monetary                      B. fiscal                      C. economic                      D. general
18. GDP concentrates only on the domestic.....of goods and services covering the economic activity which takes place within the county's border.
- A. import                      B. export                      C. production                      D. demand
19. Her quick recovery from illness .....even the doctors.
- A. surprised                      B. was surprised                      C. were surprised                      D. surprise
20. If we export raw materials we will earn.....money than if we make them into a final product to export.
- A. little                      B. less                      C. few                      D. fewer
21. They made plans for an .....of the business into some new fields like computers and communication equipment
- A. expansion                      B. widen                      C. growth                      D. development
22. Taxes are a .....of income for the government
- A. source                      B. amount                      C. payment                      D. loan
23. Only once in my life .....to India
- A. have I gone                      B. I have gone                      C. I went                      D. I didn't go
24. It is difficult to choose because there are many different .....in the store.
- A. goods                      B. items                      C. needs                      D. observations

25. A country that has offices in many countries is called.....company  
 A. international                      B. multi-national                      C. foreign                      D. domestic
26. Yesterday Dr. John had an interesting ..... lecture at our university.  
 A. five hour                      B. five hours                      C. five-hour                      D. five-hours
27. During 1988 and 1989, agriculture was decollectivized and rice returned to .....production.  
 A. family-farm                      B. state-farm                      C. domestic-farm                      D. international-farm
28. The basic economic problem for any community is to make the best use of its.....and other resources.  
 A. labor                      B. money                      C. capital                      D. natural resources
29. ....is a branch of economics that focuses on the economic actions of individuals or specific groups of individuals.  
 A. Macroeconomics                      B. Microeconomics  
 C. Agriculture                      D. Agricultural economics
30. As we progress into the twenty-first century, the world as a whole will have to produce enough food to.....an increasing population.  
 A. helps                      B. supports                      C. feed                      D. survives

2. *Fill in the blanks using words in the box:*

|                          |                          |                            |                       |                            |
|--------------------------|--------------------------|----------------------------|-----------------------|----------------------------|
| <b>Relationship term</b> | <b>output percentage</b> | <b>extracted consumers</b> | <b>compared total</b> | <b>short-run parallels</b> |
|--------------------------|--------------------------|----------------------------|-----------------------|----------------------------|

In ordinary speech, the (1).....” supply” may have any several different meanings. It may mean the total amount in existence. The term is often used in this sense when the (2) .....stock cannot be increased, or can be increased by only small (3)....., during the next year or two. Thus the supply of Picasso paintings may mean all the paintings ever painted by Picasso and known to still be in existence. The world supply of gold may mean the total amount of gold which has been (4).....from the mines and rivers is still in existence.

The supply of anything which is currently produced may mean the normal (5)..... per unit of time. Thus it may be said that the world’s supply of wheat is over 200 million tons a year. The term is more likely to be used in this sense if stocks are small, as stocks of wheat, (6)..... with annual output.

But supply may also mean the amount offered for sale per unit of time. In this sense, the concept of supply (7).....that of demand. Just as the law of demand deals with the behavior of.....(8)..... as it is reflected in the ...(9).....between price and quality purchased, so the law of supply deals with the behavior of producers ( sellers), as it is reflected in this relationship. The law of supply states: in a .....(10)..... time period, in a given

market, other things being equal, the quantity of an item which is offered for sale varies directly with prices

### 3. WRITING

*Rewrite the following sentences begin with the given words:*

1. We will not renew our contract unless you are able to offer better conditions.

**If you** .....

2. Is this the cheapest pet food you have got?

Have you .....

3. You look quite different. Has someone done your hair?

**Have you** .....

4. The work is so bad that it will have to be re-done.

**It is such** .....

5. The new machine is much more efficient than the old one.

**The old machine is** .....

6. I started learning English when I was five

**I have** .....

7. This car is so old that It's not worth keeping

**This is**.....

8. Tom is not old enough to drive a car.

**Tom is**.....

9. It was a two- hour flight from HCM city to Hanoi

**It**.....

10. The last time it rained here was in May

**It hasn't**

### 4. Translate the following passage into Vietnamese:

1. In the mid-1980s, Vietnam had to import rice and request international food aid several times during the decade to prevent famine. However, by 1989, it had become the third leading exporter of rice, following the United States and Thailand.

2. Rice export earnings represent one-third of total hard currency exports. How did Vietnam have such great success?

3. The main cause was not a change in the weather, but rather series of policy reforms that transformed Vietnam from an importer to an exporter of rice. During 1988 and 1989, agriculture was decollectivized and rice returned to family-farm production.

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