

**Complete Lesson Transcript – Lesson 332 [English]**

Kirin: Chinese Learn Online lesson 332 .

Hello everyone , I am Teacher Yang .

Hugo: Hello everyone , I am Teacher Luo .

Adam: And hello, I'm Adam.

Kirin: Welcome to our learning Chinese course .

Hugo: Two lessons ago, we taught you the word for contract . Now apart from renting houses, we use this word often , what other situations do we also use the word contract in ?

Kirin: Umm, there are many situations . For example when clients buy products from a company , or when two people want to do business together .

Hugo: Ah, so here we can see two new words .

Kirin: Cooperate .

Adam: Literally that's "join work" and means "cooperate."

Kirin: Opposing party .

Adam: This refers to the opposing party in any situation.

Hugo: Now why is it that when two people work together , they need to sign a contract ?

Kirin: Because in the contract , they can write down what the responsibilities of the opposing parties are . This way, in the future if someone doesn't do a good job of what they are supposed to do , then the opposing party needs to take responsibility .

Hugo: Very good . But some contracts have a lot of conditions in them , not only is the content complicated , you also have to write it very formally . But this is very difficult for regular people to do . So on this occasion, whose help can we employ ?

Kirin: Lawyer .

Adam: Lawyer.

Hugo: The jobs of some lawyers is to help people write contracts , and to explain the contracts to them , and to help people better understand the content of the contract . Now in what kind of situation , do you think two companies would work together ?

Kirin: It might be when a company needs the products or services of another company .

Hugo: So here, we can learn another new word .

Kirin: Commercial trade .

Adam: Commercial trade.

Hugo: In Asia, there are a lot of trade companies . Some trade companies import and export products . While other companies act as agents .

Kirin: Why is it that trade companies can act as agents ?

Hugo: Umm, for example if an American company wants to buy machines from an Asian company to take back . But Asia has a lot of companies that make machines , and clients don't know which company to choose . On this occasion, they can use the services of an intermediary company to help them select the right company to work with .

Kirin: So how does an agent help the client choose ?

Hugo: The clients have to first clearly tell the agent what features the machines they want have , what size the machines are , what their budget is etc . Later, the agent company will find a few suitable companies for the client to choose from .

Kirin: So what method does the client use to choose a company ?

Hugo: Sometimes the agent company will arrange for the client to visit factories to see what their work situation is like . This way the client can immediately know what the factory environment and product quality is like . As well, the client can also directly discuss their terms and conditions with the factory , and then finally decide which factory they want to work together with .

Kirin: So if a foreign company wants to work with an Asian company , what areas do they have to pay attention to ?

Hugo: In Asia, every country has their own language , culture and traditions . So if you first do a little research on the opposing party's culture and market , then you will increase the opportunity to work with them .

Kirin: As well they also need a lawyer to help them understand the content of the contract .

Hugo: Correct . As well, if the language they speak is different , they may also need a translator to help the communicate . Ok, let's take a moment to review the new words taught today .

Adam: Cooperate.

Kirin: Cooperate .

Adam: Opposing party.

Kirin: Opposing party .

Adam: Lawyer.

Kirin: Lawyer .

Adam: Commercial trade.

Kirin: Commercial trade .

Hugo: Our premium subscribers can visit our website [chineselearnonline-com](http://chineselearnonline-com) for more practice .

Kirin: See you next time .