

讲义

Sino-American business relations

中美经贸关系

Apple scarred

苹果伤痕累累

The tech war's commercial casualties are mounting

科技大战的商业伤亡正在增加

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Few events in the tech calendar create as much **buzz** as the release of the latest iPhone. On September 12th Tim Cook, Apple's boss, unveiled what he called "truly incredible" new devices. Yet it was an earlier, quieter launch of a rival gadget that left the tech world **gobsmacked**. In late August, with no **forewarning**, Huawei showed off the Mate 60 Pro. As the first fully Chinese-made smartphone that can **tap into** 5G networks, it was an instant hit. The processors inside it were made by **SMIC**, China's chipmaking champion. It is exactly this type of technology that America has been trying to stop Huawei and other Chinese companies from getting their hands on.

在科技日历上，很少有什么事件能像最新款 iPhone 的发布那样引起轰动。9月12日，苹果公司老板蒂姆·库克(Tim Cook)发布了他称之为“真正不可思议”的新款设备。然而，让科技界目瞪口呆的却是竞争对手更早、更悄无声息地发布的一款产品。8月下旬，华为在毫无预兆的情况下展示了 Mate 60 Pro。作为首款可接入 5G 网络的完全中国制造的智能手机，它一经推出便大受欢迎。它内置的处理器由中国芯片制造冠军中芯国际制造。美国一直试图阻止华为和其他中国公司接触的正是这类技术。

【词汇】

1. **casualty** /'kæʒuəlti/ n. **GMAT** **考研** **专八** **雅思** **托福** a person who suffers or a thing that is destroyed when something else takes place 受害者；毁坏物；损坏物
2. **mount** /maʊnt/ v. **四级** **六级** **GMAT** **考研** to increase gradually 逐步增加

例：Evidence is mounting that a short nap can improve productivity.

越来越多的证据表明，小睡可以提高生产率。

3. **buzz** /bʌz/ n. 六级 考研 雅思 a strong feeling of pleasure, excitement or achievement (愉快、兴奋或成就的) 强烈情感

例：The marketing campaign created extraordinary buzz.

营销活动引起了极大的轰动。

4. **gobsmacked** /'gɔ:bsmækt/ adj. so surprised that you do not know what to say 瞠目结舌的；目瞪口呆的

例：I was gobsmacked when she told me the news.

当她告诉我这个消息时，我很惊讶。

5. **forewarning** /fɔ:r'wɔ:rnɪŋ/ n. a warning about something bad or unpleasant before it happens; the act of warning somebody 预先警告；事先告诫

【词组】

1. **tap into** : to manage to use something in a way that brings good results 利用；挖掘；接入

例：Brazilians who are unable to pay for electrical power learn how to tap into the grid for free.

无力支付电费的巴西人学习如何免费接入电网。

【特殊名称】

1. **SMIC** : Semiconductor Manufacturing International Corporation (SMIC), whose principal business is the manufacture of integrated circuit (IC) chips for customers based on their own IC designs or those of third parties, was founded in 2000. It is one of the world's leading IC chip foundries and the largest and most technologically advanced IC chip manufacturing company in mainland China. 中芯国际

中芯国际集成电路制造有限公司（简称中芯国际，SMIC）主要业务是根据客户本身或第三者的集成电路设计为客户制造集成电路芯片，成立于2000年。是世界领先的集成电路芯片代工企业之一，也是中国大陆规模最大、技术最先进的集成电路芯片制造企业。

If being **upstaged** by a Chinese rival was not enough to **sour** Apple's mood, days later news broke that some Chinese government departments and state-owned firms may be banning iPhones. The American giant's share price fell by 6%, **wiping** around \$200bn from its market value.

如果说被中国竞争对手抢了风头还不足以败坏苹果公司的心情，几天后又有消息称，中国一些政府部门和国有企业可能会禁用苹果手机。这家美国巨头的股价下跌了6%，市值损失约2,000亿美元。

【词汇】

1. **upstage** /ˌʌpˈsteɪdʒ/ v. GRE to say or do something that makes people notice you more than the person that they should be interested in 抢…的镜头；把对…的注意吸引过来

例：She was furious at being upstaged by her younger sister.

她被妹妹抢去风头，感到气愤不已。

2. **sour** /ˈsaʊər/ v. 四级 高考 考研 to change so that they become less pleasant or friendly than before; to make something do this (使)变坏，恶化

例：During rehearsals his tantrums soured the atmosphere.

在排练期间，他的发脾气使气氛变差了。

3. **wipe** /waɪp/ v. 四级 高考 考研 to remove dirt, liquid, etc. from something by using a cloth, your hand, etc. 擦干净，抹掉

例：Billions were wiped off the values of shares.

数以亿英镑计算的股票价值被抹掉。

【长难句】

If being upstaged by a Chinese rival was not enough to sour Apple's mood, days later news broke that some Chinese government departments and state-owned firms may be banning iPhones.

句子主干部分为 news broke that some Chinese government departments and state-owned firms may be banning iPhones, 意为：有消息称，中国一些政府部门和国有企业可能会禁用苹果手机

其中，that some Chinese government departments and state-owned firms may be banning iPhones 为**宾语从句**，意为：中国一些政府部门和国有企业可能会禁用苹果手机

If being upstaged by a Chinese rival was not enough to sour Apple's mood 为**条件状语**，意为：如果说被中国竞争对手抢了风头还不足以败坏苹果公司的心情的话

days later 为**时间状语**，意为：几天后

A ban's direct impact on Apple would be minimal. A tiny fraction of China's 7m or so public servants can afford iPhones, reckons Jefferies, an investment bank. Still, the rumours—and they are still that—signal that not even Apple, whose relations with China have long been **cosy**, is

禁令对苹果公司的直接影响微乎其微。投资银行杰富瑞 (Jefferies) 认为，在中国约 700 万公务员中，只有一小部分人买得起 iPhone。尽管如此，这些传言——现在仍然是传言——表明，即使是与

invulnerable to geopolitics. What is more, China's targeting of America's most valuable company, combined with SMIC's newfound chipmaking **prowess**, may provoke **hawks** in Washington to tighten anti-Chinese controls. The Chinese may respond, and so on up the **escalation** ladder. No wonder investors are **spooked**.

中国关系长期良好的苹果公司，也无法抵御地缘政治影响。更重要的是，中国瞄准美国最有价值的公司，再加上中芯国际新获得的芯片制造能力，可能会激起华盛顿的鹰派加强反华控制。中方可能会做出回应，并继续加剧竞争。难怪投资者会感到恐慌。

【词汇】

1. **cosy** /'kəʊzi/ adj. 高考 考研 friendly and private 亲密无间的；密切的

例：Construction companies are used to a cosy relationship with the government.

建筑公司和政府关系密切。

2. **invulnerable** /ɪn'vʌlnərəbl/ adj. GRE 专八 that cannot be harmed or defeated 免疫的；无懈可击的；不会受伤的

例：A key agreement protocol is invulnerable to passive and active attack.

已有的密钥共识协议不能抵抗主动攻击。

3. **prowess** /'praʊəs/ n. GRE GMAT 专八 great skill at doing something 非凡的技能；高超的技艺；造诣

4. **hawk** /hɔ:k/ n. 四级 GRE 考研 a person, especially a politician, who supports the use of military force to solve problems 鹰派分子；主战分子

5. **escalation** /,eskə'leɪʃn/ n. the act of becoming or making something greater, worse, more serious, etc. (使) 逐步扩大，不断恶化，加剧

6. **spook** /spu:k/ v. 考研 专八 to frighten a person or an animal; to become frightened 吓；惊吓；受惊

例：We were spooked by the strange noises and lights.

那奇怪的声音和亮光把我们吓坏了。

So far the **tit-for-tat** has **rocked** semiconductor firms the most. Last year America restricted exports to China of advanced chips and the tools to make them. **Nvidia**, a specialist in processors for artificial intelligence (AI) whose market value surpassed \$1trn this year, said that trade controls will cut its quarterly revenue by 6%.

到目前为止，这场针锋相对的竞争对半导体企业的冲击最大。去年，美国限制向中国出口先进芯片和生产工具。今年市值超过1万亿美元的人工智能(AI)处理器专家英伟达(Nvidia)表示，贸易管制将使其季度收入减少6%。更严格的管制可

Tighter controls could hurt its sales of data-centre AI chips. Between 20% and 25% of these go to China. In August Nvidia said that America's government was controlling exports of its most advanced AI chips to the Middle East, possibly to prevent Chinese firms from procuring them there.

能会损害其数据中心 AI 芯片的销售。这些芯片有 20%到 25%销往中国。今年 8 月，英伟达表示，美国政府正在控制其最先进的 AI 芯片向中东的出口，可能是为了防止中国企业在中东采购这些芯片。

【词汇】

1. **tit-for-tat** /ˌtɪt fər 'tæt/ n. a situation in which you do something bad to somebody because they have done the same to you 以牙还牙；针锋相对；一报还一报

2. **rock** /rɔ:k/ v. 四级 高考 to shake or to make something shake violently (使) 剧烈摇摆，猛烈晃动

例：The scandal rocked the government (= made the situation difficult for it).

丑闻使政府处境艰难。

3. **procure** /prə'kjʊr/ v. GMAT 专八 雅思 to obtain something, especially with difficulty (设法) 获得，取得，得到

例：They procured a copy of the report for us.

他们为我们弄到了一份报告。

【特殊名称】

1. **Nvidia** : an American technology company based in Santa Clara, California. Nvidia designs graphics processing units (GPUs) for the gaming market, as well as system on a chip units (SOCs) for the mobile computing and automotive market. 英伟达

英伟达公司是一家美国科技公司，总部位于加利福尼亚州圣克拉拉。英伟达公司为游戏市场设计图形处理器 (GPU)，并为移动计算和汽车市场设计片上系统 (SOC)。

【长难句】

In August Nvidia said that America's government was controlling exports of its most advanced AI chips to the Middle East, possibly to prevent Chinese firms from procuring them there.

句子主干部分为 Nvidia said that America's government was controlling exports of its most advanced AI chips to the Middle East, 意为：英伟达表示，美国政府正在控制其最先进的 AI 芯片向中东的出口

其中，that America's government was controlling exports of its most advanced AI chips to the Middle East 为宾语从句，意为：美国政府正在控制其最先进的 AI 芯片向中东的出口

其中，of its most advanced AI chips to the Middle East 为**后置定语**，修饰限定 exports，意为：其最先进的 AI 芯片向中东的（出口）

In August 为**时间状语**，意为：今年八月

possibly to prevent Chinese firms from procuring them there 为**目的状语**，意为：可能是为了防止中国企业在中东采购这些芯片

The chipmakers have also suffered from Chinese **retaliation**. In May China **barred** memory chips made by **Micron** from certain infrastructure projects. The **Idaho**-based company said this could cut annual revenue by more than 10%. Talk of the Apple ban has pulled down the share prices of the iPhone-maker's American chip suppliers, such as **Cirrus**, **Qualcomm** and **Skyworks**. Chinese regulators have also been dragging out the approval of big American acquisitions, points out Stacy Rasgon of Bernstein, a broker. As a result, in early August Intel, another chipmaker, gave up its attempt to buy Tower Semiconductor, an Israeli firm, for \$5.4bn.

芯片制造商也遭到了中国的报复。5月，中国禁止美光公司制造的内存芯片用于某些基础设施项目。这家总部位于爱达荷州的公司表示，这可能会使其年收入减少10%以上。有关苹果公司禁令的传言导致该公司在美国的芯片供应商（如 Cirrus、高通和 Skyworks）股价下跌。经纪公司伯恩斯坦的斯泰西·拉斯冈（Stacy Rasgon）指出，中国监管机构也一直在拖延对美国大型收购的审批。因此，8月初，另一家芯片制造商英特尔放弃了以54亿美元收购以色列 Tower Semiconductor 公司的企图。

【词汇】

1. **retaliation** /rɪˌtæli'eɪʃn/ n. **GMAT** action that a person takes against somebody who has harmed them in some way
报复

2. **bar** /bɑːr/ v. **四级** **GMAT** **高考** to ban or prevent somebody from doing something 禁止，阻止（某人做某事）
例：Prisoners are barred by law from voting in general elections.

法律禁止囚犯在大选中投票。

【特殊名称】

1. **Micron** : currently one of the world's largest producers of memory storage and image sensors. Major products include DRAM, NAND flash and CMOS image sensors, other semiconductor components and memory modules. 美光科技（Micron）是目前全球最大的内存存储与影像传感器生产商之一。主要产品包括 DRAM、NAND 闪存和 CMOS 影像传感器，其它半导体组件和内存模块。

2. **Idaho** : a state in the north-western US. Its popular name is the Gem State, because it has many minerals, including silver. It also produces a quarter of all the potatoes grown in the US. It was part of the Louisiana Purchase and became a state in 1890. Its capital and largest city is Boise. 爱达荷（美国西北部的州，首府和最大城市博伊西）

3. **Cirrus** : Cirrus Logic is a leading supplier of low-power, high-precision mixed-signal processing solutions for mobile and consumer applications.

Cirrus Logic 是为移动和消费应用提供低功耗、高精度混合信号处理解决方案的领先供应商。

4. **Qualcomm** : Qualcomm Inc. is an American multinational semiconductor company that designs and markets wireless telecommunications products and services. It derives most of its revenue from chipmaking and the bulk of its profit from patent licensing businesses. 高通

高通公司是一家美国跨国半导体公司，主要设计和销售无线通信产品和服务。它的大部分收入来自芯片制造，大部分利润来自专利许可业务。

5. **Skyworks** : Skyworks is a global company with engineering, marketing, operations, sales and support facilities located throughout Asia, Europe and North America and is a member of the S&P 500® and Nasdaq-100® market indices.

Skyworks 是一家全球性公司，其工程、营销、运营、销售和支持设施遍布亚洲、欧洲和北美，是标准普尔 500® 和纳斯达克 100® 市场指数成员。

【相关背景】

最初，英特尔预计将在 12 个月内完成交易，即 2023 年 2 月中旬。然而，由于中国国家市场监督管理总局(SAMR)尚未批准该交易，已多次批准延期。关闭期首先延长到 6 月中旬，然后进一步延长到 8 月 15 日。SAMR 尚未正式批准该交易，如果未能在截止日期前批准，英特尔和 Tower 将不得不考虑再次延期或完全取消交易。

英特尔首席执行官格尔辛格(Pat Gelsinger)最近访问了中国，试图说服监管机构批准这笔收购。此次访问的结果目前尚不清楚。面对美国在半导体领域的重大制裁，中国政府可能不会倾向于支持英特尔的收购计划。高塔半导体拥有广泛的客户基础和先进的制造工艺，如果成为英特尔的一部分，将对中芯国际(SMIC)和华虹(Hua Hong)等中国芯片制造商构成重大挑战。

尽管没有形成垄断，但中国官方在批准这笔交易时一直很谨慎。虽然企业可能会同意延长关闭期，但由于监管政策和潜在的审查，交易可能不会这么快完成。如果交易未能在 8 月 15 日前在中国获得批准，英特尔和 Tower 可能需要向美国或欧洲的监管机构重新提交提案，以延长交易结束期。

The situation of American makers of chipmaking tools is more mixed. **Lam Research** and **Applied Materials**, two

美国芯片设备制造商的情况则更为复杂。Lam Research 和 Applied Materials

such firms, each warned last year of a \$2bn hit to sales in 2023, equivalent to around 10% of revenue. But some of that may be **offset** by rising sales of equipment used in manufacturing less advanced semiconductors. American companies can keep selling these to China, which is **stockpiling** them while it still can. According to New Street Research, a firm of analysts, Chinese purchases of such tools have increased roughly four-fold between 2019 and 2023.

这两家公司去年都警告说，2023 年的销售额将减少 20 亿美元，相当于收入的 10% 左右。但部分损失可能会被用于制造不那么先进的半导体设备的销售增长所抵消。美国公司可以继续向中国出售这些产品，而中国也正在趁机囤积。根据分析公司 New Street Research 的数据，2019 年至 2023 年间，中国对此类设备的采购量增长了约四倍。

【词汇】

1. **offset** /'ɔ:fset/ v. 六级 GRE GMAT 考研 雅思 to use one cost, payment or situation in order to cancel or reduce the effect of another 抵消；弥补；补偿

例：Prices have risen in order to offset the increased cost of materials.

为补偿原料成本的增加而提高了价格。

2. **stockpile** /'stɔ:kpaɪl/ v. GMAT 考研 to collect and keep a large supply of something 大量储备

例：Consumers began to stockpile fuel amid fears of a shortage.

消费者因担心燃料紧缺而开始大量贮备。

【特殊名称】

1. **Lam Research** : Lam Research Corporation is an American corporation that engages in the design, manufacture, marketing, and service of semiconductor processing equipment used in the fabrication of integrated circuits.

Lam Research 是一家美国公司，从事用于集成电路制造的半导体加工设备的设计、制造、营销和服务。

2. **Applied Materials** : Applied Materials, Inc. is an American corporation that supplies equipment, services and software to enable the manufacture of semiconductor (integrated circuit) chips for electronics, flat panel displays for computers, smartphones and televisions, and solar products. 应用材料公司

应用材料公司是一家美国公司，提供设备、服务和软件，用于制造电子产品的半导体（集成电路）芯片，电脑、智能手机和电视的平板显示器，以及太阳能产品。

Further escalation may bruise America's tech giants, and not just Apple. According to the Wall Street Journal, President Joe Biden's administration is considering curbing China's access to American cloud computing. That would bring Alphabet, Amazon and Microsoft into the firing line.

进一步竞争升级可能会挫伤美国的科技巨头，而不仅仅是苹果公司。据《华尔街日报》报道，乔·拜登总统的政府正在考虑限制中国对美国云计算的访问。这将把 Alphabet、Amazon 和 Microsoft 推入火坑。

【词汇】

1. **bruise** /bru:z/ v. 四级 考研 to affect somebody badly and make them feel unhappy and less confident 打击；挫伤
例：They had been badly bruised by the defeat.

失败使他们的自信心大为受挫。

2. **curb** /kɜ:rb/ v. GRE GMAT 考研 专八 雅思 托福 to control or limit something, especially something bad 控制，抑制，限定，约束

例：New measures should curb the speed of cars travelling through the village.

新措施应限制汽车通过村庄的速度。

【词组】

1. **into the firing line** : to become in a position where people can criticize or blame you 使处于易受批评（或责备）的地位；推入火坑

例：German politicians caused another seizure in the markets, where French Banks have now come into the firing line.
德国政客又一次引发了市场恐慌，法国银行现在也被推上了风口浪尖。

Huawei's share of domestic smartphone sales grew from 7% to 13% in the year to the second quarter of 2023, reckons IDC, a research firm. The new 5G device, which sold out in two days, may boost it further—as would an iPhone ban. Huawei also benefits from SMIC's efforts to innovate around the American controls. In the week after the Mate 60 Pro's launch, meanwhile, the chipmaker's share price jumped by 10%. Not quite what the China hawks in Washington had in

据研究公司 IDC 估计，截至 2023 年第二季度，华为在国内智能手机销售中的份额从 7% 增长到 13%。新推出的 5G 设备在两天内售罄，这可能会进一步推动华为的发展——正如 iPhone 禁令一样。华为也受益于中芯国际围绕美国管制进行创新的努力。在 Mate 60 Pro 发布后的一周内，中芯国际的股价飙升了 10%。这与华盛顿对华鹰派

mind.

的想法大相径庭。

【词组】

1. **not quite what**: not exactly what 不完全是…那样

例：The play wasn't quite what we expected.

该剧不像我们想的那么好。

【特殊名称】

1. **the China hawks** : hawks who take a hard line on any issue in China 对华鹰派

总结

1) 文章架构



2) 同义替换

✓ 限制

restrict

Last year America restricted exports to China of advanced chips and the tools to make them.

去年，美国限制向中国出口先进芯片和生产工具。

curb

President Joe Biden's administration is considering curbing China's access to American cloud computing

乔·拜登总统的政府正在考虑限制中国对美国云计算的访问

其他：limit/confine

例：Here the river is confined to a narrow channel.

这里的河流被限制在狭窄的河道中。

✓ 禁止

bar

In May China barred memory chips made by Micron from certain infrastructure projects.

5月，中国禁止美光公司制造的内存芯片用于某些基础设施项目。

ban

some Chinese government departments and state-owned firms may be banning iPhones

中国一些政府部门和国有企业可能会禁用苹果手机

其他： prohibit/forbid/inhibit

例：My doctor has forbidden me sugar.

医生禁止我吃糖。

3) 一词多义✓ **mount**

- ✓ 文章原句：The tech war's commercial casualties are mounting 科技大战的商业伤亡正在增加

✓ 释义：

① **to increase gradually** 逐步增加

Evidence is mounting that a short nap can improve productivity.

越来越多的证据表明，小睡可以提高生产率。

② **to organize and begin something** 准备；安排；组织开展

Residents mounted a campaign to fight the plans.

居民发起了一场与计划抗争的运动。

③ **to go up something, or up on to something that is raised** 登上；爬上；攀登

He mounted the platform and addressed the crowd.

他登上讲台对人群发表演说。

④ **to fix something into position on something, so that you can use it, look at it or study it**
镶嵌；安置

Cameras are mounted around the city.

摄像机安装在城市各处。

✓ **rock**

✓ 文章原句：So far the tit-for-tat has rocked semiconductor firms the most. 到目前为止，这场针锋相对的竞争对半导体企业的冲击最大。

✓ 释义：

① **to shake or to make something shake violently (使) 剧烈摇摆，猛烈晃动**

The scandal rocked the government (= made the situation difficult for it).

丑闻使政府处境艰难。

② **to move gently backwards and forwards or from side to side; to make somebody/something move in this way (使) 轻轻摇晃，缓缓摆动**

He rocked the baby gently in his arms.

他抱着孩子轻轻摇晃。

③ **to shock somebody/something very much or make them afraid 惊吓；使震惊；使害怕**

The country was rocked by a series of political scandals.

一连串的政治丑闻震惊全国。

④ **to wear something or have a style of clothing, hair, etc. that makes you look attractive or confident 穿…服装，梳…发型（以彰显魅力）**

She rocked a red leather skirt at the award ceremony.

她在颁奖典礼上穿了一条红色的皮裙，艳丽动人。

⑤ **used to say that something is very good 很好；棒极了**

Her new movie rocks!

她的新电影棒极了！

4) 仿写训练

✓ 描述潜在影响

✓ 文章原句：

A ban's direct impact on Apple would be minimal. A tiny fraction of China's 7m or so public servants can afford iPhones, reckons Jefferies, an investment bank. Still, the rumours—and they are still that—signal that not even Apple, whose relations with China have long been cosy, is invulnerable to geopolitics.

✓ 句型：

...’s direct impact on ... would be minimal. ...对...的直接影响微乎其微

Still, ... 尽管如此...

✓ 仿写示例：

International food prices' direct impact on the prices of the two major food crops, wheat and rice, would be minimal. Still, because of the substitution relationship between corn and soybeans on the one hand, and wheat and rice on the other, international food prices will indirectly affect wheat and rice prices by influencing corn and soybean prices, leading to an increase in the impact of international food prices on the market prices of wheat and rice.

✓ 仿写作业——描述人口流动对住房价格的潜在影响

短期内人口流动对住房价格变动的直接影响微乎其微。

尽管如此，随着时间延长，由于长期的人口流动改变了人口结构，从而也会影响了住房的有效需求量，进而影响住房价格。

5) 主题词总结

今日主题——科技与商业	
1. business relation	经贸关系
2. tech war	科技大战
3. semiconductor firm	半导体企业
4. trade control	贸易管制
5. escalation	竞争加剧
6. chipmaker	芯片制造商
7. tech giant	科技巨头
8. share price	股价