

ENGLISH: MANDARIN

Dialogue

Domain: Financial

Gender of English speaker: Male

Gender of LOTE speaker: Female

Scenario:

This dialogue takes place between Mr Wilson, a loan manager at a Sydney Bank and a client who has made an appointment to see him. The client wants to purchase a property and is enquiring about how to apply for a loan.

The dialogue begins now:

No.	Speakers	Segments	Words
1	ENGLISH	Hello, my name is Justin Wilson. I understand you are booked in with me today to discuss a loan, is that right?	22
2	MANDARIN	没错!我终于找到了一间价格合理的公寓,我想买下来,所以我有几个问题。	
Translation		Yes, that's right. I finally found an apartment for a decent price and I'm thinking of buying it, so I have a few questions.	24
3	ENGLISH	You've come to the right place. How can I help?	10
4	MANDARIN	我想知道如何获得贷款,利率是多少,需要多少首付。	
Translation		I would like to know how to obtain financing, what is the interest rate and how much deposit is needed.	20
5	ENGLISH	I can certainly assist you with all that. How about we start by talking about the property you are interested in?	21
6	MANDARIN	好啊。	
Translation		Yes, perfect.	2
7	ENGLISH	What caught your eye in this property? And how much is it valued at?	14
8	MANDARIN	是一套非常小的两卧室公寓。地板是最近翻新的,位置很不错,靠近我需要的一切。	
Translation		It is a very small two-bedroom apartment. The floor has been recently renovated and the location is great, near everything I need.	23
9	ENGLISH	Fantastic. Do you have the financial details for the property, such as the price and rates?	16
10	MANDARIN	房地产中介的女士说,业主会考虑接受 60 万以上的出价。这有点超出我的预算,但这套公寓很难得。	
Translation		The lady from the real estate agency said the owner is accepting offers above \$600,000. It is a little over what I had planned, but it is a great find.	33
11	ENGLISH	Certainly. We need to work out if you have enough savings for the deposit and whether you can borrow the rest.	21

12	MANDARIN	这套房子需要多少首付?	
Translation		And how much would the deposit for this property be?	10
13	ENGLISH	You need at least 10% of the total value, plus enough to cover other rates and expenses.	18
14	MANDARIN	好的, 跟我想的差不多。我有 7 万块存款可以用来付首付和杂费。那银行会借给我剩下的部分吗?	
Translation		Ok, that is what I figured. I already have \$70,000 saved to cover the deposit and fees. Will the bank lend me the rest?	26
15	ENGLISH	Let's use our loan calculator to work out how much you can borrow. I need to ask you some personal questions in order to assess your income.	27
16	MANDARIN	当然可以! 我今天把所有文件都带来了, 这样我们马上就可以开始。	
Translation		Of course. I gathered all my documents and brought them with me today so that we can get started straight away.	21

End of Dialogue**Dialogue - Word Count**

Language	Total number of words	Number of segments with 20 or less words	Number of segments with 21-35 words	Number of segments with less than 10 words
ENGLISH	149	4	4	0
MANDARIN	159	3	5	1
Total	308	7	9	1