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[https://www.100test.com/kao\\_ti2020/131/2021\\_2022\\_\\_E5\\_95\\_86\\_E5\\_8A\\_A1\\_E8\\_B0\\_88\\_E5\\_c96\\_131673.htm](https://www.100test.com/kao_ti2020/131/2021_2022__E5_95_86_E5_8A_A1_E8_B0_88_E5_c96_131673.htm) II 巧提问题 用开放式的问题来了解进口商的需求，使进口商自由畅谈。“can you tell me more about your company?” “what do you think of our proposal?” 对外商的回答，把重点和关键问题记下来以备后用。进口商常常会问：“can not you do better than that?” 对此不要让步，而应反问：“what is meant by better?” 或“better than what?” 使进口商说明他们究竟在哪些方面不满意。进口商：“your competitor is offering better terms.” III 使用条件问句 用更具试探性的条件问句进一步了解对方的具体情况，以修改我们的发盘。典型的条件问句有“what...if”，和“if...then”这两个句型。如：“what would you do if we agree to a two-year contract?” 及“if we modify your specifications, would you consider a larger order?” (1) 互作让步。只有当对方接受我方条件时，我方的发盘才成立。(2) 获取信息。(3) 寻求共同点。如果对方拒绝，可以另换其它条件，作出新的发盘。(4) 代替“no”。“would you be willing to meet the extra cost if we meet your additional requirements?” 如果对方不愿支付额外费用，就拒绝了自己的要求，不会因此而失去对方的合作。100Test 下载频道开通，各类考试题目直接下载。详细请访问 [www.100test.com](http://www.100test.com)