

商务英语会话：建立贸易关系 PDF转换可能丢失图片或格式，建议阅读原文

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良好的贸易关系可以使得双方的贸易进行得通畅顺利，从而形成双赢的局面。那么，如何"开口"建立贸易关系呢？下面这两则对话可以给你一些启示。

Dialogue 1 Tom: I have a feeling that there are bright prospects for us to cooperate with in this field. I wish to do business with you. Tom: 我认为你我双方在这方面合作会有良好前景，希望能和你们建立贸易关系。

Lin: It appears we want the same things. 林: 您的愿望和我们完全一致。 Tom: Regarding our financial position, credit standing and trade reputations, please refer to our bank or to our local chamber of commerce. Tom: 关于我们的财政状况、信用地位和贸易信誉，请向我们的开户银行或我地商会了解。

Lin: Thank you for the information. 林: 谢谢您提供的信息。 Dialogue 2 Liu: I understand this is your first visit to our company. 刘：这好像是您第一次来我们公司访问。 Bob: Yes, and my first visit to your country. Ive wanted to visit China for a long time and now Im lucky to have the chance to do so. 鲍伯：是的，也是第一次来你们国家访问。我一直想亲眼看看中国的成就。我感到收获太大了。

Liu: Im glad to hear that. 刘：您这么说，我感到很高兴。 Bob: I think you must have some idea of our company. Weve been importing arts and crafts for many years. The purpose of my coming here is to do business with you. 鲍伯：我想您对我们公司一定有所了解。我公司经营工艺品已有多

年。我这次来是想和你们开展业务往来。 Liu: I can assure you

of our best intentions and closest cooperation. We're always willing to develop trade with friends from all over the world. 刘：请相信我们一定会竭尽全力密切合作的。我们一向愿意和世界各国朋友开展贸易往来。 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