

40段商务英语电话报价经典对话篇(1) PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/150/2021_2022_40_E6_AE_B5_E5_95_86_E5_8A_c85_150498.htm 报价篇：（1）

A：We can offer you this in different levels of quality. B：Is there much of a difference in price？

A：Yes，the economy model is about 30% less. B：Well take that one. A：这款产品我们有三种不同等级的品质。B：价钱也有很大的分别吧？

A：是的，经济型的大约便宜30%. B：我们就买那种。（2）A：Is this going to satisfy your requirements？

B：Actually，it is more than we need. A：We can give you a little cheaper model. B：Let me see the specifications for that.

A：这种的合你的要求吗？B：事实上，已超出我们所需要的。A：我们可以提供你便宜一点的型式。B：让我看看它的规格说明书吧。

（3）A：Youre asking too much for this part. B：we have some cheaper ones. A：What is the price difference？

B：The basic model will cost about 10% less. A：这零件你们要价太高了。B：我们有便宜一点的。A：价钱差多少？

B：基本型的便宜约10%左右。（4）A：How many different models of this do you offer？

B：We have five different ones. A：Is there much of a price difference. B：Yes，so we had better look over your specifications.

A：这个你们有多少种不同的型式。B：五种 A：价钱有很大的差别吗？B：是的，所以我们最好先把您的规格说明细看一遍。（5）

A：The last order didnt work out too well for us B：What was wrong？

A：We were developing too much waste. B：I suggest you go up to our next higher price level. A：上回订的货用起来不怎么顺。

B：有什么问题吗？ A：生产出来的废品太多了。 B：我建议
您采用我们价格再高一级的货（6） A： Did the material work
out well for you？ B： Not really . A： What was wrong？ B： We
felt that the price was too high for the quality . A： 那些材料进行的
顺利吗？ B：不怎么样。 A：怎么啦？ B：我们觉得以这样的
品质价钱太高了。（7） A： Has our material been all right？ B
： Im afraid not . A： Maybe you should order a little better quality
B： Yes , we might have to do that . A： 我们的原材料没问题吧
？ B：有问题呢。 A：也许您应该买品质好一点的 B：是呀，
恐怕只有这么做了。（8） A： I think you had better come out
to the factory . B： Is there something wrong . A： Yes , your last
shipment wasnt up to par . B： Let s go out and have a look at it . A
：我看你最好走一趟工厂， B：出了什么事吗。 A：嗯，你
上次送去的货没有达到标准。 B：走，我们去看看？（9） A
： I want you to look at this material . B： Is this from our last
shipment？ A： Yes , it is . B： I can see why you are having some
problems with it . A：我要你看看这材料！ B：这是上次叫的货
吗？ A：是啊。 B：我明白为什么你用起来会有问题了。

（10） A： I would suggest that you use this material instead of that
. B： But that costs more . A： But you will get less waste from this .
B： Well try it once . A：我建议你改用这种替代那种。 B：可是
那样成本较高。 A：但可以减少浪费。 B：那么就试一次
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