

用简单英语谈生意(2) PDF转换可能丢失图片或格式，建议阅读原文

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报价篇: (41) 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: We ' ll take that one . A:这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。 (42) 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。

(43) A: You ' re 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。

(44) 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。

(45) A: The last order didn ' t 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 (46) 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:不怎么好。A:怎么啦? B:我们觉得以这样的品质价钱太高了。(47) A: Has our material been all right? B: I ' m 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。(48) A: I think you had better come out to the factory. B: Is there something wrong. A: Yes, your last shipment wasn ' t 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。

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