

常用商务谈判用语连载：报价用语篇 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/151/2021_2022__E5_B8_B8_E7_94_A8_E5_95_86_E5_c85_151390.htm (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: we ' ll take

that one. a:这产品我们有三种不同等级的品质。 b:价钱也有很大的差别吧? 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: 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。 (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 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。 (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: 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。

(8) 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 .

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