

商业英语会话(8) 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\\_95\\_86\\_E4\\_B8\\_9A\\_E8\\_8B\\_B1\\_E8\\_c85\\_151431.htm](https://www.100test.com/kao_ti2020/151/2021_2022__E5_95_86_E4_B8_9A_E8_8B_B1_E8_c85_151431.htm) Lesson 8 : Placing an order 下定单 Leslie : How are you this afternoon ? 莱司利 : 今天下午过得如何 ? Paul : Just fine. I looked over the catalog you gave me this morning, and I'd like to discuss prices on your computer speakers.来源 : www.examda.com 保罗 : 还好。今天早上我已经详细看过你给我的目录了。我想讨论有关你们计算机扬声器的价格。 Leslie : Very good. Here is our price list. 莱司利 : 好的。这是我们的价目表。 Paul : Let me see . . . I see that your listed price for the K-two-one model is ten U.S. dollars. Do you offer quantity discounts ? 来源 : www.examda.com 保罗 : 我看看.....。你们K-2-1型的标价是美金十块钱。你们有提供大量订购的折扣吗 ? Leslie : We sure do. We give a five percent discount for orders of a hundred or more. 莱司利 : 当然有。100 或以上的订单我们有百分之五的折扣。 Paul : What kind of discount could you give me if I were to place an order for six hundred units ? 来源 : www.examda.com 保罗 : 如果我下六百组的订单，你们可以给我什么样的折扣 ? Leslie : On an order of six hundred, we can give you a discount of ten percent. 莱司利 : 订单是六百组的话，我们可以给你百分之十的折扣。 Paul : What about lead time ? 保罗 : 交货时间呢 ? 来源 : www.examda.com Leslie : We could ship your order within ten days of receiving your payment. 莱司利 : 在收到货款的十天内，我们就可以把货送出去。 Paul : So, you require payment in advance of shipment ? 保罗 : 所以，你们

在送货前要先收货款？ Leslie：Yes. You could wire transfer the payment into our bank account or open a letter of credit in our favor.来源：www.examda.com 莱司利：是的。你可以汇款到我们的银行帐户，或是开一个以我们公司作为抬头的信用状。

Paul：Id like to go ahead and place an order for six hundred units. 保罗：那我想就先下六百组的订单。 Leslie：Great！ Ill just fill out the purchase order and have you sign it. 莱司利：太棒了！我马上写订购单并请你签名。 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)