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JOHN : So it looks like we start selling in the U.S. next year.CAROL : Did Mr. Lin put you in charge of marketing ? JOHN : Hes still not sure whether he wants to put me in charge , or whether he wants to hire an American.But even if he hires an American , Ill probably be transferred to our American office.CAROL : Where will it be ? JOHN : We arent sure yet. Maybe L.A. I think L.A. would be the best idea.CAROL : Is it because of trade negotiations that we can start selling in the U.S. ? JOHN : Yes , the recent agreements between the two governments have changed everything.Now we have the right to sell in America at a much lower tariff.Its going to be good. We can compete more directly with them.CAROL : Great.JOHN : Our computers have a high level of quality now.We can demonstrate it. And our prices will be good.So I think it will really be worthwhile.CAROL : You seem excited about it.JOHN : Well , you know I studied marketing in America.So maybe the thought of going back there to promote our brand is kind of exciting to me.Id love to be part of the team.CAROL : Do you honestly think we can compete though ? All the computer giants are there.JOHN : Yes , I do. I think we can compete. I think we can make a name for ourselves.It will be hard at first. But if we develop a good advertising campaign , I think we can break into the market.CAROL : The company will have to choose a good

advertising firm. And then there's the problem of quality. How do we convince American buyers that our quality is good? JOHN: It takes some time. Because even if the quality is high, people won't accept a high tech product unless they recognize the name. Name recognition is crucial. CAROL: Well, I hope it all works out, John. I think if you're part of the team, things will go well. But you know we'd all miss you here. So I won't say I'm happy to think that you're leaving. JOHN: That's very nice of you to say. But if we set up an office there in the States, maybe you could try to become part of it. CAROL: Me? No way. I'm dedicated to the company, but I'm not going to leave Taiwan. I'm happy here.

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