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NEGOTIATION1.Inquiry 询盘 2.Inquiry Sheet 询价

单3.Quotation 报价4.Indent 订单5.Invitation to Offer 邀请发盘

6.Offer 发盘7.Firm Offer 实盘 8.Counter Offer 还盘9.Bid 递盘

10.Acceptance 接受11.Conditional Acceptance 有条件的接受

12.Contract 13 Confirmation 确认书14.Agreement 协议

15.Memorandum 备忘录16.Import Contract 进口合同

17.Purchase Contract 购买合同18.Sales Contract 销售合同

19.Sales Confirmation 销售确认书 20.Purchase Confirmation 购买

确认书21.Allowance 折让22.Current Price 现行价23.Retail Price

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