

10段商务英语电话报价经典对话篇 PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/225/2021\\_2022\\_10\\_E6\\_AE\\_B5\\_E5\\_95\\_86\\_E5\\_8A\\_c85\\_225753.htm](https://www.100test.com/kao_ti2020/225/2021_2022_10_E6_AE_B5_E5_95_86_E5_8A_c85_225753.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

的分别吧? 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

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