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https://www.100test.com/kao_ti2020/235/2021_2022__E5_95_86_E5_8A_A1_E7_A4_BE_E4_c85_235609.htm 在工作中要敢于向主管提出自己的意见、建议、主管很可能对你的想法赞赏有加；即便没有被采纳，主管也会注意到你并欣赏你的勇气。当然，要注意提问的时机。 Dialogue A: Were going to have a problem meeting the budget for the production of our new equipment./我们拨给新设备产品的预算会有问题。 B: How much of the problem?/问题有多严重？ A: Well, it seems that we underestimated the costs. According to the factory, it will cost about eight percent more than initially projected./看样子我们似乎低估了成本。根据制造厂商的说法，成本会比原告计划的高出约8%。B: Let me see....Looking at this, if my calculations are correct, we are about five thousand dollars over budget./我看看...看状况，假如我算得没错，我们大约比预算多出了5000美金。 A: Thats right. Its going to cost about five thousand more to complete the first order./是的。大约要多花5000美金来完成第一批订单。 B: I see.../我明白了...A: But if sales go as well as they should, thats still we within our profit margin. Proceeds from sales of the first order will easily cover the cost of the second order. /不过假如销售状况有应有的表现，那就仍在我们的获利范围之内。第一批订单的收入将会很容易就抵过第二批订单的成本。 B: In other words, you only need a budget increase for the first order./换句话说，你只需要增加第一批订单的成本。 A: Exactly. After that, the product should finance itself./完全正确。之后，产品本身就可以

获利，不需要再增加预算。 B: Ok. Well, you know, all major budget decisions must be approved by our CEO and the financial offer./好的，你知道，所有主要的预算决策需要经过首席执行官及财务主管的批准。 A: Yes, I know. But I thought that if I could get your support first, it might make getting approval easier./是的，我知道。只是我觉得如果我能先取得你的支持可能会比较容易得到批准。 B: Well, youve got my support on this. Ill see what I can do to get the top brass to agree./嗯，你已经得到我的支持了。我会看看有什么方法可以让高层主管同意。 转贴于：考试大_商务英语考试 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