

外贸商务英语第一篇:商务谈判英语实例 PDF转换可能丢失图片或格式 , 建议阅读原文

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Negotiation[/center] A: The seller Miss Lin representing Huaxin Trading Co.,Ltd. B: The buyer Mr. Cai representing James Brown& Sons Co.,Ltd. A: Good morning, Mr. Cai. Glad to meet you. B: Good morning, Miss Lin. Its very nice to see you in person. Let me introduce my colleagues to you. This is my manager, Mr. Jia. A: How do you do? Mr.Jia. B: How do you do? Miss Lin. Nice to meet you. B: ....And this is Mr. Wang. He is in charge of sales department. This is Miss Huang. She is in charge of business with clients. A: Nice to meet you, Miss Huang, Mr. Wang. B: Nice to meet you, Miss Lin. A: How are things going? B: Everything is nice. A: I hope through your visit we can settle the price for our Chinaware, and conclude the business before long. B: I think so, Miss Lin. We came here to talk to you about our requirements of HX Series Chinaware. Can you show us your price-list and catalogues? A: Weve specially made out a price-list which cover those items most popular on your market. Here you are. B: Oh, its very considerate of you. If youll excuse me, I ll go over your price-list right now. A: Take your time, Mr. Cai. B: Oh, Mr, Wang. After going over your price-list and catalogues, we are interested in Art No. HX1115 and HX 1128, but we found that your price are too high than those offered by other suppliers. It would be impossible for us to push any sales at such high prices. A: Im sorry to hear that. You must know

that the cost of production has risen a great deal in recent years while our prices of Chinaware basically remain unchanged. To be frank, our commodities have always come up to our export standard and the packages are excellent designed and printed. So our products are moderately priced. B: Im afraid I cant agree with you in this respect. I know that your products are attractive in design, but I wish to point out that your offers are higher than some of the quotations. Ive received from your competitors in other countries. So, your price is not competitive in this market. A: Mr. Cai. As you may know, our roducts which is of high quality have found a good market in many countries. So you must take quality into consideration, too. 100Test  
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