

典型商务对话：真实模拟老美谈判 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/243/2021_2022__E5_85_B8_E5_9E_8B_E5_95_86_E5_c85_243467.htm 下面是一段典型的商业对话，是我们额外奉送给大家的礼物！请跟着美国专家反复模仿，彻底掌握，成为商业谈判的高手！（International Trading）

Kim : Welcome to our company. My name is Jeff Kim. I ' m in charge of the export department. Let me give you my business card. Smith: I ' ll give you mine too. Kim : How was your flight? Smith: Not bad, but I ' m little tired. Kim : Here ' s your schedule. After this meeting, we will visit the factory and have another meeting with the production manager. And you ' ll be having dinner with our director. Smith: Could you arrange a meeting with your boss? Kim : Of course, I ' ve arranged it at 10 o ' clock tomorrow morning. Smith: Well, shall we get down to business? Kim : Sure, did you receive the sample we sent last week? Smith: Yes, we finished the evaluation of it. If the price is acceptable we would like to order now. Kim : I ' m very glad to hear that. Smith: What ' s your best price for that item? Kim : The unit price is \$12.50. Smith: I think the price is a little high, can ' t you reduce it? Kim : I ' m afraid we can ' t. \$12.50 is our rock bottom price. If you purchase more than 10,000 units we can reduce it to \$12.00. Smith: Well, I ' ll accept the price and place an initial order of 10,000 units. Kim : Very good. It ' s been a pleasure to do business with you, Mr. Smith. Smith: The pleasure is ours. Can you deliver the goods by March 31? Kim : Of course. 第一部分、参考翻译 金：欢迎到我们公司来

。我叫金哲夫，负责出口部。这是我的名片。史密斯：这是我的名片。金：你的航行顺利吗？史密斯：还行，不过我有点累。金：这是你的日程安排。开完会后，我们去参观工厂，再跟生产部经理开个会。晚上你将和我们主任共进晚餐。史密斯：你能安排我跟你们老板开个会吗？金：当然可以，我会安排在明天早上10点钟。史密斯：那我们开始谈正事吧。金：行，你有没有收到我们上周寄给你的样品？史密斯：收到了，我们已进行了评估。如果价格合适，我们现在就想订货。金：听到这个我真高兴。史密斯：这种货你们最低价是多少？金：单价是12.50美元。史密斯：我觉得这个价贵了点，你能不能减一点？金：恐怕不行，12.50美元是我们的底价。如果你订货超过10,000件，我们可以减到12.00美元。史密斯：行，我接受这个价格，第一批订10,000件。金：太好了。史密斯先生，跟你做生意真是我的荣幸。史密斯：是我们的荣幸才对。你们能在3月31号前发货吗？金：当然行。

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