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https://www.100test.com/kao_ti2020/245/2021_2022__E5_95_86_E5_8A_A1_E5_B8_88_E4_c29_245561.htm 销售商务会谈-场景会话 Sales and business talk

A: Im sorry to say that the price you quote is too high. It would be very difficult for us to push any sales if we buy it at this price. B: well, if you take quality into consideration, you wont think our price is too high. A: Lets meet each other half way. - 很遗憾你们报的价格太高，如果按这种价格买进，我方实在难以推销。 - 如果你考虑一下质量，你就不会觉得我们的价格太高了。 - 那咱们就各让一步吧。 A: Im sorry to say that your price has soared. Its almost 20% higher than last years. B: Thats because the price of raw materials has gone up. A: I see. Thank you. - 很遗憾，贵方的价格猛长，比去年几乎高出20%。 - 那是因为原材料的价格上涨了。 - 我知道了，多谢。 A: How many do you intend to order? B: I want to order 900 dozen. A: The most we can offer you at present is 600 dozen. - 这种产品你们想订多少？ - 我们想订900打。 - 目前我们至多只能提供600打。 A: We have inspected the rice, and were surprised to know that the weight is short. B: We sell our goods on loaded weight and not on landed weight. A: I see. - 这些大米我们检验过了，重量不够，我们感到奇怪。 - 我们出售商品是以装船重量为准，不是以卸货重量为准。 - 我知道了。 A: The next thing Id like to bring up for discussion is packing. B: Please state your opinions about packing. A: All right. We wish our opinions on packing will be passed on to your manufacturers. - 下面我想就包装问题讨论一下。 - 请陈述你们

的意见。 - 好，我们希望我们对包装的意见能传达到厂商。

A: You know, packing has a close bearing on sales. B: Yes, it also affects the reputation of our products. Buyers always pay great attention to packing. A: We wish the new packing will give our clients satisfaction. - 大家都知道，包装直接关系到产品的销售。

- 是的，它也会影响我们产品的信誉，买主总是很注意包装。

- 我们希望新包装会使我们的顾客满意。 A: How are the shirts packed? B: Theyre packed in cardboard boxes. A: Im afraid the cardboard boxes are not strong enough for ocean transportation. - 衬衫怎样包装？ - 它们用纸板箱包装。 - 我担心远洋运输用纸板箱不够结实。

A: From what Ive heard, youre already well up in shipping work. B: Yes, we arrange shipments to any part of the world. A: Do you do any chartering? - 据我所知，你方对运输工作很在行。 - 是的，我们承揽去世界各地的货物运输。 - 你们租船吗？ A: How do you like the goods dispatched, by railway or by sea? B: By sea, please. Because of the high cost of railway transportation, we prefer sea transportation. A: Thats what we think. - 你方将怎样发运货物，铁路还是海运？ - 请海运发货，铁路运输费用太高，我们愿意走海运。 - 我们正是这么想的。

A: When can you effect shipment? Im terribly worried about late shipment. B: We can effect shipment in December or early next year at the latest. A: Thats fine. - 你们什么时候能交货？我非常担心货物迟交。 - 我们最晚在今年十二月或明年初交货。 - 那很好。

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