

商务谈判对话实例 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/287/2021_2022__E5_95_86_E5_8A_A1_E8_B0_88_E5_c96_287588.htm Business Negotiation A:

The seller Miss Lin representing Huaxin Trading Co.,Ltd. B: The buyer Mr. Cai representing James Brownamp.Breakage and War Risk.

A: This term less these goods should damage in transit. I agree with it. B: I ' m gald we have brought this transaction to a successful conclusion and hope this will be the beginning of other business in the future. Let ' s confirm these items we concluded at the moment.

A: Yes, we concluded as follows: 532 sets of HX1115 at the price of USD 23.50 per set to be packed in cardboard boxes of one set each and to be shipped CIF5 Toronto. 438 sets of HX1128 at the price of USD 14.50 per set to be packed in case of one set each, two cases to a cardboard box and to be shipped CIF5 Toronto. B: All right. By the way, when can I expect to sign the S/C?

A: Mr. Cai, would it be convenient for you to come again tomorrow morning. I ' ll get the S/C ready tomorrow for your signature. B: That ' s fine. See you tomorrow. Goodbye. Miss Lin. A: See you and thanks for coming, Mr. Cai.

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