

步入商界18-价格谈判(文档1) PDF转换可能丢失图片或格式，
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https://www.100test.com/kao_ti2020/33/2021_2022__E6_AD_A5_E5_85_A5_E5_95_86_E7_c28_33439.htm DANNY MCNEIL:

Before we begin, are you sure that you are in a position to conduct this negotiation? 丹尼·麦克内尔：在开始前，我想问一下你确定你可以进行这次谈判吗？ DANNY MCNEIL: Before we begin,

are you sure that you are in a position to conduct this negotiation?

丹尼·麦克内尔：在开始前，我想问一下你确定你可以进行这次谈判吗？ EDWARD GREEN: Yes, I have the authority to

negotiate with you. 爱德华·格林：是的，我有跟你谈判的授权。

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MCNEIL: Right. Let's get down to business. 丹尼·麦克内尔：好

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EDWARD GREEN: Which of our product lines are you particularly

interested in Mr. McNeil? 爱德华·格林：麦克内尔先生，你对

我们的那些生产线特别感兴趣？ EDWARD GREEN: Which of

our product lines are you particularly interested in Mr. McNeil? 爱

德华·格林：麦克内尔先生，你对我们的那些生产线特别感

兴趣？ DANNY MCNEIL: I could be interested in these ones that I

have outlined here. 丹尼·麦克内尔：物品对这些划线的感兴趣

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But I want to hear what you say about discounts. 但我要听听你给

什么样的优惠。 But I want to hear what you say about discounts. 但我要听听你给什么样的优惠。 EDWARD GREEN: Let s talk specifically about Big Boss. 爱德华 . 格林 : 那我们就具体用 “ 大老板 ” 来谈吧。 EDWARD GREEN: Let s talk specifically about Big Boss. 爱德华 . 格林 : 那我们就具体用 “ 大老板 ” 来谈吧。 DANNY MCNEIL: Let s be clear about one thing. 丹尼 . 麦克内尔 : 我们先要明确一件事情。 DANNY MCNEIL: Let s be clear about one thing. 丹尼 . 麦克内尔 : 我们先要明确一件事情。 I hope you realize that we must have a much larger discount than what s on the table now. 我希望你认识到我们要的优惠比现在摆在桌面的要大的多。 I hope you realize that we must have a much larger discount than what s on the table now. 我希望你认识到我们要的优惠比现在摆在桌面的要大的多。 EDWARD GREEN: I think the discount problem can be resolved but you need to be more precise about numbers. 爱德华 . 格林 : 我认为优惠的问题是可以解决的 , 但你得大具体的购货量明确一下。 EDWARD GREEN: I think the discount problem can be resolved but you need to be more precise about numbers. 爱德华 . 格林 : 我认为优惠的问题是可以解决的 , 但你得大具体的购货量明确一下。 DANNY MCNEIL: Fair enough. 丹尼 . 麦克内尔 : 很公平。 DANNY MCNEIL: Fair enough. 丹尼 . 麦克内尔 : 很公平。 What kind of discount are you offering on ten thousand units? 你们给1万件的优惠是多少 ? What kind of discount are you offering on ten thousand units? 你们给1万件的优惠是多少 ? 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