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Dan Smith是一位美国的健身用品经销商，此次是Robert Liu第一回与他交手。就在短短几分钟的交谈中，Robert Liu既感到这位大汉粗犷的外表，藏有狡兔的心思——他肯定是沙场老将，自己绝不可掉以轻心。

双方第一回过招如下：D: I ' d like to get the ball rolling(开始)by talking about prices. R: Shoot.(洗耳恭听)I ' d be happy to

answer any questions you may have. D: Your products are very good. But I ' m a little worried about the prices you ' re asking. R: You think we about be asking for more?(laughs) D: (chuckles莞尔)

That ' s not exactly what I had in mind. I know your research costs are high, but what I ' d like is a 25% discount. R: That seems to be a little high, Mr. Smith. I don ' t know how we can make a profit with those numbers.

D: Please, Robert, call me Dan. (pause) Well, if we promise future business——volume sales(大笔交易)——that will slash your costs(大量减低成本)for making the Exec-U-ciser, right?

R: Yes, but it ' s hard to see how you can place such large orders.

How could you turn over(销罄)so many? (pause) We ' d need a guarantee of future business, not just a promise. D: We said we

wanted 1000 pieces over a six-month period. What if we place orders for twelve months, with a guarantee? R: If you can guarantee that on

paper, I think we can discuss this further. 100Test 下载频道开通，

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