

外贸英语-商务英语价格谈判中的英语技巧 PDF转换可能丢失图片或格式，建议阅读原文

https://www.100test.com/kao_ti2020/33/2021_2022__E5_A4_96_E8_B4_B8_E8_8B_B1_E8_c28_33566.htm (一) It is a condition of

this letter that the name of this Bank will not be disclosed in the event of our report being passed on to your clients. 译文：本函有一个条件，即在把我们的报告转交你们的客户时，请勿泄露本行的名称。

这段话是出自银行对某项咨询的回复信函。此类复信一般包括三部分：1)陈述事实；2)表示意见；3)提醒对方所提供的资料是绝密及不负责任的。上面的句子属于第三部分。

本句中的it是形式主语，其主语是that.....从句。 pass on hand or give sth to sb else to others传递；转交 Example We will pass on your decision to the buyer. 其他表达方式：1. Please note that this information is furnished without any responsibility on our part and should be held strictly confidential. 2. Please note that the information is furnished at your request without any responsibility whatsoever on the part of this Bank or on any of its officers. 3. May we ask that you treat this information as strictly confidential without responsibility on our part. (二) Should you be prepared to reduce your limit by say 10% we might come to terms. 译文：如果你方愿意减价，譬如说减10%，也许能达成交易。这句话是在讨价还价中常用到的句子。在双方的谈判中，价格是一个很重要的环节，婉转地提出自己的意见可以使自己处于主动地位。 say 10%是let us say 10%的简化。 be prepared to.....准备做.....事 Example We are not prepared to change the terms. limit n. 限度(在外贸业务中有时用来指价格，即价格限度) Example: Your

limit is too high to permit business. come to terms达成交易。类似说法有come to business close a bargain close a deal等等。 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